

Harbeth: made in the UK since 1977 –
the world's most natural sounding loudspeakers

THIS IS OUR NEW-LOOK NEWSLETTER! WE WELCOME YOUR
COMMENTS AND IDEAS FOR FUTURE ISSUES.

In this issue... Return of old-fashioned values as demand for solid British engineering grows; the factory receives a visit from long-standing Japan distributor; and a rapturous high-end welcome for M40.1 in Hong Kong.

news

www.harbeth.co.uk

Harbeth wins as market snubs 'fads and fashion'

CURRENT world events are having a positive impact on Harbeth's market share.

"This is a time of great change in consumer behaviour", says Harbeth's marketing man Trevor Butler.

"Demand for real value and core engineering have always defined a Harbeth customer. Because these values are at the heart of all Harbeth speakers, the factory is really busy."

Rather than opting to make cheap, snap-together boxes Harbeth has stuck to the traditional principles regardless of the cost implication.

"I engineer all Harbeth speakers to last a generation or more", says designer Alan Shaw. "I don't believe in following fads and fashions. Harbeth's unique RADIAL technology is at the heart of the Harbeth sound and greatly appreciated by music lovers the world over."

Harbeth's success stems from the company's foundation which is deeply rooted in the BBC's world-class research work. From that the classic BBC monitor evolved and the Harbeth company itself was formed.

Alan acknowledges the on-going

loyalty from his customers and distributors the world over. This gives him the freedom to invest even more time in development work at Harbeth's specialist R&D centre.

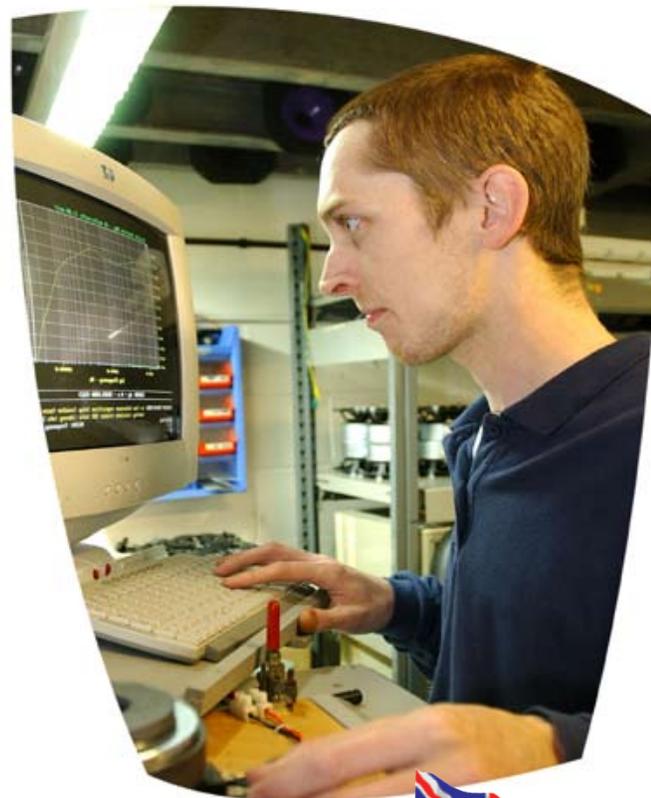
The new flagship – the M40.1 – was launched at the perfect time according to production manager Andy Sinden. "Those who have heard the M40.1 have fallen in love with the sound and just have to own a pair – no matter what!" he says.

The factory is fulfilling all orders as fast as it can – contact your local dealer for full details of availability. "We are working flat out to keep customers happy", adds Andy.

Amid the continuing global economic uncertainty, Harbeth products are gaining in popularity all the time, and finding new users in new markets.

"Every day I realise what an incredibly lucky position I am in", admits Alan. "Because the business is running well it truly allows me the time to be technically creative and explore radical new solutions. As a result, there are great plans for Harbeth in 2009. Watch this space!"

PRODUCTION CHIEF ANDY SINDEN IS KEPT BUSY TESTING DRIVE UNITS. HARBETH 100 PER CENT MEASURES AND GRADES EVERY DRIVE UNIT AND CROSSOVER.



HIGH-END WELCOME IN HONG KONG

HARBETH was well represented at the recent Hong Kong Hi-Fi Show. The high-end event saw Harbeth's monitors, including the new flagship M40.1 (pictured, left), powered by Sugden monoblock amplifiers. The result was a warm and inviting sound enjoyed by the thousands who visited. Harbeth Hong Kong's Peter Chan said: "We were pleased to have met with so many Harbeth fans at the show. The M40.1 sounded absolutely fantastic in our demo room. More pairs are on their way to Hong Kong now."



Honourable visit from Harbeth Japan

Harbeth's highly successful Japanese distributor visited the factory on his recent trip to the UK...

THE factory welcomed the head of Harbeth Japan when Mr M. Sasamoto took time out from his first visit to England in over a decade to see where the speakers are lovingly made. Accompanied by his wife (pictured above), he met production staff while touring the factory to watch every part being made, from drive units and crossovers to fully

assembled systems. After a busy morning there was time for a specially arranged trip to the birthplace of British monitors – the BBC's Kingswood Warren research centre. It was where Harbeth's founder, Dudley Harwood, lead the team "Where so many famous BBC monitors were developed, including the LS3/5A" and where today's Harbeth models are finally tested and measured: the BBC's large anechoic chamber. Mr Sasamoto says "I was thrilled to be standing in the same test chamber where so many great BBC monitors were developed including the

much loved LS3/5A which inspired the Monitor 20 which the BBC uses today." His visit coincided with celebrations for the BBC's 60th anniversary at Kingswood. By chance he met some of Harwood's former colleagues who though now retired were special guests at the event.

BBC RESEARCH HQ AT KINGWOOD



WRITER WRITES...

Harbeth reviews

USA audio magazine *Stereophile* has given a glowing review to the flagship model. In his assessment of the M40.1 critic Art Dudley says:....

"I have never heard a speaker reproduce the sounds of voices and acoustic instruments with less timbral distortion or more textural realism..."

— and he added —

"Brass instruments had almost shockingly believable colour, and just the right balance of bite and natural decay. The sounds of fretted instruments such as guitar, mandolin, and banjo—things I hear almost every day in real life—were convincingly real and consistently enjoyable. Violins, solo or massed, never sounded righter to me than through the M40.1."

www.stereophile.com

DESIGNER SPEAKS...

It took two man-years to develop, starting with the bass unit then the mid-range driver and finally the system as a whole – but that intense R&D has paid off as the flagship M40.1 monitor has proved a worldwide hit. "There were many times", admits designer Alan Shaw, "when I felt the tremendous weight of customer expectations on me to improve the revered Monitor 40. But my responsibility to Harbeth customers across the globe meant the Monitor 40.1 had to be right before we released it, even though orders were accruing all the time. I am so glad for the customers that my efforts have proved worthwhile."

"YOU CAN'T OUT HARBETH A HARBETH..."

THE sonic signature of vacuum-formed homopolymer polypropylene, as used for the bass/mid cone of many mass-produced speakers makes it impossible to produce true-to-life sounds. That's why Harbeth invested time and money developing its RADIAL™ driver.

"Nothing - I repeat - nothing - inside the speaker system, in the electronics, the room or even the music can restore what standard cones rob from the micro-detail in the music," says Harbeth's Alan Shaw. "Once music has passed through a conventional cone on its way to your ears, something will have been stripped out from the music."

The missing low-level sonic detail will have been converted to heat inside the cone (as a result of friction in the plastic molecules), and it is lost from the music for ever. Once the detail has been erased it has gone for good.

Harbeth's RADIAL™ cone material, on the other hand reveals incredible detail because every last musical nuance is resolved

– nothing is lost inside the cone.

So, the message from Harbeth is: "Don't waste your time and money on conventional speakers if you want the Harbeth clarity."

Even though it was Harbeth's founder, Dudley Harwood, who patented polypropylene for use in speakers, engineering moves on. So it was that Alan Shaw oversaw a ten man-year project, funded by the government, to find a new material. The result is Harbeth's RADIAL™ – vastly superior to the shampoo-bottle plastic normally used in speaker cones. It defines today's Harbeth sound.

HARBETH'S UNIQUE RADIAL™ CONES ARE INJECTION MOULDED FOR CONSISTENCY.



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