

There will be a great deal more to talk about in the days ahead. There are many exciting new products to see and experience and a depth of new services, which will be second to none. We will have a far better line of communication, to keep you informed of new developments, new products, seminars etc.

SIGN UP ON-LINE TO STAY INFORMED ABOUT ALL OF OUR EXCITING CHANGES

To stay informed, please sign up for Email news and updates, as Definitive Audio and Advanced Audio are looking to be paperless in the future. While you are there, look around at what Definitive has been up to.

**Sign up at definitive.com
See the special link posted on the Advanced Audio announcement.**

NEW STAFF

Bob and I will be welcoming a new member to our sales staff, Victor Prinsen. Victor brings a new and unique perspective, to Advanced Audio, as an accomplished musician. Victor holds a Bachelor's degree from PLU in Classical Performance. He plays the clarinet, in the Federal Way Symphony, the Tacoma Community Chamber Orchestra and is a member of a classical quartet by the name of Northwest Winds. Victor also teaches classical clarinet and is equally passionate about assembling quality audio systems. You will find Victor to be very insightful and well spoken.

This unique venture with Definitive Audio represents a milestone in my career, one that brings many new and exciting opportunities. I am very grateful to Mark Ormiston and Craig Abplanalp, president and vice president of Definitive Audio for their due-diligence and efforts, to see this come to fruition. You will see a very exciting business plan unfold in the coming months. Thank you for your continued patronage, I hope you will find our new venture to be exciting and rewarding as well.

Curtis Havens

TAKE ADVANTAGE OF DEMO SAVINGS

Please note that I will be offering a number of demo products, on a one-time, close-out basis, at dramatic savings. Call me for the specifics.

Advanced Audio
SYSTEMS

6450 Tacoma Mall Blvd.
Tacoma, WA 98409

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THE NEW BRANDS COMING TO ADVANCED AUDIO

Audio Research

B&W

Crestron (Systems Integration)

Finite Elemente

Lutron (Lighting & Shading Solutions)

Magnepan

NAD

Peachtree Audio

Rotel

Samsung

Sim2

Transparent Cable

ADVANCED AUDIO JOINS WITH DEFINITIVE AUDIO TO BETTER SERVE YOU.

This July marked our 23rd Anniversary. At a time when many are hunkering down to weather the economic storm, or going away all together, Definitive Audio and Advanced Audio have decided to expand our businesses jointly, to better serve our customers. Definitive Audio, with showrooms in Seattle and Bellevue, has been serving their customer base for 35 years. Mark Ormiston (CEO of Definitive Audio) and I have been friends, fishing buddies and respectful competitors for many years.

In fact, 15 years ago, we nearly merged our two companies to try and expand our capabilities. At that time, opening the Bellevue store ended up being their most prudent strategy.

Candidly, I can hardly contain my enthusiasm about being able to provide a much richer product mix and a multitude of new service offerings. Throughout, you will find descriptions of the new products and services Advanced Audio customers will be able to enjoy.

NEW SERVICES AND NEW CAPABILITIES

Custom Installation Services:

- Residential, Commercial & Marine Installations
- Music Systems, Movie Systems, Systems Integration
- Consultation, Design, Project Management, Installation & Programming
- Audio, Video, Lighting, Shades, Networking, Phone, Security & Control

Factory Authorized Repair Center

- Experienced and trained to complete warranty and out of warranty repairs.

While we are excited about our new custom services, the repair center and expanded brand offerings, we will continue our unparalleled commitment to high performance audio and video. Definitive shares the same passion

for excellence in seeking the finest components for their customers, and we expect our combined knowledge and experience will be a significant benefit to both companies, as we move forward to better serve you.

NEW STORE HOURS

NOW OPEN ON SATURDAYS

Monday-Saturday

11AM – 6PM

Sunday

12PM – 5PM

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11AM – 6PM

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NEW PRODUCTS IN VIRTUALLY EVERY CATEGORY

Here are some of the specific new products that will broaden the depth of what Advanced Audio will be able to offer.

ROTEL – FAMOUS FOR AFFORDABLE HIGH PERFORMANCE



Rotel's newly introduced 15 series, continues their 48-year legacy of designing high performance, quality components that offer exceptional value. Here are a few of the new models for two channel; the RB-1572 amplifier (250 watts per channel) at \$1,299, the RA-1520 integrated at \$999 and the new RCD-1520 CD player (Wolfson DAC, large toroidal transformer) at \$999.

For Home Theater, Rotel has introduced two new 7.1 receivers, the RSX-1560 at \$2,599 and the RSX-1550 at \$1,999. The new RSP-1570 Surround Processor offers all the latest technologies, including Faroudja video processing at \$2,199. The companion RMB-1575 multichannel amplifier (250 watts x 5) sells for \$2,799. The RSP-1570 and the RMB-1575 combined, brings an unprecedented level of performance to Home Theater, for just under \$5,000.

NAD – SIMPLE AND SUPERIOR

NAD, in the tradition of the original 3020 integrated amplifier of the late seventies, has redefined value and performance once again, with the C315BEE integrated at \$349. Try matching this little integrated, with NAD's C565BEE CD player at \$799 and a pair of Vandersteen

1Cs, Magnepan MG 12's, B&W 684's or the new B&W 685 bookshelf speakers, and you have the makings of a richly rewarding, complete, musical system from \$1,798 to \$2,343 (not including speaker wire & interconnect). I find this very exciting,



to be able to offer this level of performance, in a very modest price range. Tell your friends looking to get into good hi-fi, how affordable really good sound can be.



SPEAKING OF MAGNEPAN AND B&W.

We will also be displaying the Magnepan MG 1.6's at \$1,895 a pr. The new CM Series from B&W, brings their trademark design technologies, utilizing the Nautilus tube-loaded aluminum dome tweeter and the Kevlar based midrange and bass drivers, with

minimalist crossover designs, to make the transitions between drivers seamless. Add B&W visual design elegance and you have something very special in the CM5 bookshelf speakers at \$1,500 a pair, and the CM9 floor standing model at \$3,000 a pair.

THE BEST FROM AUDIO RESEARCH

Audio Research has just introduced the highly anticipated REF5 vacuum tube preamp at \$11,995. Many audio critics and enthusiasts alike, praise the Audio Research Reference Series as the best sounding vacuum tube designs on

the planet. Along with the REF5 we will be displaying the REF210 (210 Watts) vacuum tube amplifier. You will simply have to hear these amazing products for yourself, to experience what truly defines the



State of the Art in cutting edge vacuum tube technology.

REGA – IMPRESSIVE AND MUSICAL



We have two new integrated amps from Rega, the Brio at \$695 and the Elicit at \$2,995. Both of these models are so engaging to listen to and so musically right, that I am totally impressed

on all levels. Sonically, visually and design-wise, they are something very special. Rega has succeeded in entering an entirely new era of performance and value.

A VARIETY OF NEW DIGITAL SOLUTIONS

While we have been quite slow in getting up to speed in the digital music server realm, with the help of Definitive Audio, we will be offering Linn

DS (Akurate & Majik) Digital Music Players, Ayre QB-9 USB DAC, Audio Research DAC7 USB D/A converter and the Wadia 170 iTransport (iPod

Dock with SPDIF Digital Coax Output). These products offer cutting edge digital performance and convenient access to your music library.

UPGRADED AYRE

The very talented folks at Ayre Acoustics, continue to push the envelope of design and performance, with a number of new upgrades being available. The K-5xe has a dramatic performance upgrade available at \$650 for K-5x's and \$400 for the K-5xe's. Charles Hansen, always on the hunt for improvement, has changed the K-5 from bipolar transistors to JFET's, for a more open, dynamic, sweeter and smoother

presentation, with greater resolution. From the research and development of the new Ayre QB-9 USB DAC, comes a new MP (Minimum Phase) digital filter upgrade, for the C-5xe at \$200 and the CX-7e at \$250, \$550 or \$900, depending on the vintage. Call us with the serial number of your unit and we can quote you a price

and have the unit scheduled for the upgrade. The C-5xe and the CX-7e upgrades are very impressive.



FROM LINN, THE BEST LP-12 YET

We have just received, what Linn says is the single most significant LP-12 upgrade in its 37 year legacy. The LP-12 is the most classic product in the history of the audio industry, bar none. The Linn Radikal includes a new Swiss made, precision DC motor, motor control unit and power supply. Without question, the Radikal takes the LP-12 to an entirely different performance level.

Never in my career, have I heard more musical information come off of a record, than with the Radikal LP-12. The low noise floor, the accuracy of this new DC motor, brings vinyl performance with the LP-12 into a whole new realm. The Radikal really is amazing. The Radikal Standard Chassis sells for \$3,900.