

# Harman Luxury Update - June

# Looking Back and Moving Forward

## By Dave Tovissi, Vice President and General Manager

This month we celebrate the first anniversary of publishing the Harman Luxury Audio Newsletter. As you recall, this newsletter was a result of the feedback we received from our supplier survey sent out last year. In that survey, many of you asked us to provide you with more communication about our products and business direction on a regular basis. As I look at the metrics associated with the newsletter, the data supports that our content is being read and shared with others. I am very proud that our newsletter has the highest readership and sharing metrics of any newsletter in the industry.



One of the most shared articles in the newsletter is the Dealer Profile page. In the past 12 months we have featured dealers in 8 different countries. While they all had a unique value proposition that positioned them differently in the market, they all shared a passion for offering Harman Luxury products to their customers. For that reason and many others, we stand committed to serving you by providing world class products and the industry's best newsletter.

As we look forward to the second half of 2020, we are optimistic that many of you are bouncing back from the constraints placed on us by the pandemic. We realize that most of the industry trade shows have or will be cancelled. For that reason, we will continue to use this newsletter to inform you of all our new products being launched in the latter half of this year.

We also plan to host virtual product launches globally from our headquarters here in Northridge, California. The first product launch will take place in late August. Our product launches will be aired "LIVE" across the globe at different times to accommodate the press and our dealers' time

zones. We will be broadcasting in 4K HD and taking questions from the market live via the Vimeo Livestream streaming platform. We will provide you with more details next month on this exciting launch strategy.

To recap, I am proud of the way our team has worked together to provide you with our newsletter, and excited about the future we will continue to create together with all of you. Since this newsletter was and is produced for you, I welcome any feedback or suggestions as to how we can make it better. Please share your feedback by emailing me at David.Tovissi@harman.com.



# What's New

# The Role of the Harman Luxury Audio GPLM

By Terence Dover and Dan Vandenbergh, Senior Global Product Line Managers

The Global Product Line Managers wear many hats and fill many shoes as the stewards of their product lines from "cradle to the grave." It is an "entrepreneurial" role that requires coordination and collaboration with teams across all areas of the business throughout the product cycle. Each GPLM works closely with and reports to the Business Unit's (BU) strategic leadership.



"The value of an idea lies in the using of it."

— Thomas Edison

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## Inception

Every product starts with an idea, but few ideas evolve into products. Part of the GPLM's role is to evaluate and validate a product idea to determine if it merits the investment of resources required to bring it to fruition. That includes examining the customer's need, the market opportunity, competitive landscape, feature requirements, innovation opportunities, technical feasibility, resources needed, brand and BU alignment, and of course, the financial return on investment (ROI). Once this Product Concept is documented, it is presented to an executive team to compete for the resources needed to bring it to the next stage. At each stage or "gate" of the product's development process, the rationale for the product is examined with increasing scrutiny.

## **Development**

Once the product concept is approved, the GPLM works with a team assembled for the specific product. This includes a project/program manager, lead engineers for mechanical, electrical, acoustics and software, as well as an industrial design lead. This is when the ball of clay starts to take shape, and we get into the nitty-gritty detail. At this stage, we become advocates for the customer and brand, balancing the needs of the BU to drive decisions with the overarching goal of bringing high quality products to market on time and on budget. We figure out and document precisely what needs to be built and how we are going to build it. The industrial design — size, shape, color, finish, and materials are determined. Electrical engineering and schematics are developed. Acoustical engineers bend sound-waves into submission with access to unrivaled research teams and facilities. The mechanical engineer solves the puzzle: printed circuit boards, speaker components and power supplies must all come together in a way that can be manufactured efficiently.

If the product has a user interface, we will work with the SW team to help develop the UI. The GPLM works closely with the PM and the rest of the team to understand the costs and time needed for full development. The GPLM must also determine which regions in the world plan to sell the product, so we can identify which safety standards and certifications are required to comply with the laws locally. Once all the product requirements and specifications are documented, and we have a schedule and an approved ROI, we are ready to go to the next gate.

## Prototyping and preparing for the launch

As the product gets funded for prototyping, tooling, validation and production, the GPLM works with PM, Engineering and Quality at facilities all over the world to address issues as they come up, by coordinating with the appropriate internal department to keep the ball rolling.

We partner with the Marketing team to plan and develop assets needed for the launch. This includes photography, specification sheets, webpages, brochures, press releases, and copy. The Master Copy Document, which contains the product descriptions, features, highlights and specifications that will feed all other assets is the responsibility of the GPLM. Once the core assets are developed, the GPLM will present the product to the global Sales Team to generate excitement and solidify their forecast commitment, so we know how many we are building! We work with our Global Customer Support team to equip them with the knowledge they need for our customers. We do this for all the models we develop. In addition, we collaborate with the industry's best training team to ensure there is a solid training plan with appropriate assets.

#### Production

Once the product is launched, the GPLM measures its development against benchmarks and evaluates market acceptance. Our role morphs from being the voice of the customer internally during product development, to representing the product internally after launch.

#### Conclusion

In short, the GPLM shepherds Harman's award-winning, innovative product development, by researching data points from our many resources. We work together with the best engineering minds to create best-in-class products and bring them to market by partnering with our world-class team of marketing and sales professionals. It is a challenging and exciting role, filled with variety — from inspiration to perspiration; there's never a dull moment in the GPLM's day! And, of course, when a product wins an award or receives accolades by a reviewer or customer, it is quite satisfying! But our real reward is getting to participate everyday with so many smart and talented people, who work tirelessly to materialize something that started as an idea.

"One might think that the money value of an invention constitutes its reward to the man who loves his work. But... I continue to find my greatest pleasure, and so my reward, in the work that precedes what the world calls success."

— Thomas Edison



# What's New

# Arcam adds Auro-3D Immersive Audio Technology

Arcam recently announced the addition of Auro-3D technology to its latest AV receivers, the AVR10, AVR20, and AVR30, as well as to its formidable AV40 AV processor. Auro-3D is an immersive – and fully backwards compatible – technology and format that creates a full, three-dimensional space around the listener.

The magic of Auro-3D technology is found in its introduction and use of the crucial third and final dimension – the height layer. With recommended speaker configurations ranging from Auro 9.1

to Auro 13.1, the updated Arcam models transform the listening room, transporting the listener into the virtual world of their selected content, regardless of the original format.

True to form, the Arcam design team expertly implements Auro-3D for AVR, combining the Auro-Codec decoder and Auro-Matic up-mixer, enabling an immersive audio experience that accurately reproduces 3D audio for a superior effect. To experience Auro-3D, the user simply requires an AVR10, AVR20, AVR30 or AV40, plus a Blu-ray player, and an Auro-3D configured speaker array.

"We're very pleased to have Auro-3D certified on our products allowing the end-user greater choice and flexibility," said Nick Clarke, Senior Director, Global Engineering, Luxury Audio. "It's been a really fun experience working with the Auro-3D team to bring this partnership to life and I'm excited by the possibilities it brings to the experience of Arcam users – both now and in the future."

Auro-3D capable speaker formations do not require ceiling speakers, meaning there's no need to lug out the toolbox. Simply mount speakers above the existing surround layer to enable the required vertical stereo field. Here, the Auro-3D-equipped Arcam models add a "height layer" directly above the speakers at 30 degrees.

When it comes to content, Auro-3D is already available on Blu-ray discs and the catalogue continues to grow. Crucially, though, Auro-3D technology also works with 'non-Auro' content. Whatever the resolution of the audio input, the Arcam machines employ the Auro-Matic upmixer to convert any and all content into the Auro-3D format, recognising existing mono, stereo, or 5.7/7.1 surround signals and transforming them into 3D audio. Therefore, regardless of the original format, the listener can always enjoy the thrilling effect of sound in 3D.

Auro-3D is currently available as a firmware update to the Arcam AVR10, AVR20, AVR30, and AV40.

# **Meet the Harman Luxury Audio Team**

# Looking Back and Moving Forward

Name: Stefan Happe

Position: Global Customer Service Manager

With Harman Since: October 2010

Welcome to our new newsletter feature, Meet The Harman Luxury Team. Our goal is, quite simply, for you to get to know us better. Each edition we'll be featuring a different member of the team. This month it's Stefan Happe, Global Customer Service Manager.



## How would you describe what you do in your current role?

Leading the Customer Service Department through a number of changes within our BU. Currently concentrating on our Spares Inventory. I'm in the lucky position to be able to concentrate on this knowing that my team is comprised of the best possible people. They know their stuff and don't need constant hand holding. I'm very proud of them.

# What did you study in school? Did you always imagine yourself doing something like what you're doing now or did the fates just take you in that direction?

Pure fate. I started out as a diesel mechanic doing a 3-year apprenticeship in Germany at one of the biggest European truck manufacturers. I quickly specialized in vehicle electronics and power plant controls.

In my free time I studied drumming. During the recording of our first album I wasn't very impressed with the results this studio was producing and decided to learn and do it myself in the future.

Oh, I also studied Electronics, but that didn't teach me anything useful

## How did your career path lead you to Harman?

The bad studio experience started my career in live and studio sound design, leading to a product management position in a German distribution company, concentrating on a DAW system that was being designed by Sydec in Belgium. I travelled as a field application engineer and sales person, designing control rooms, recording systems and home cinemas.

When the DAW System was sold off to Mackie Designs, I was headhunted by Mackie to accompany the Soundscape system, which then became Mackie Broadcast Professional. When SSL later bought the DAW System and Mackie corporate decided to change their global setup in 2003, my role changed significantly. I was offered the opportunity to move to the UK and build a Customer Support department catering to the world outside of the USA. Within 6 weeks I had a successful multi-language team operating from our headquarters in Essex UK. In 2007 the decision was made to move the UK operation from Essex to Buckinghamshire, giving me the opportunity to re-build the complete support team. Within 4 weeks the new team was up and running.

In 2010 Harman approached me, offering the position of Global Customer Service Manager for the mixer department, especially the Studer brand which is based in Switzerland. I re-located to Switzerland and revamped the department setup and improved the customer service delivery, streamlined the parts distribution, improved field application services, and turned the service cost center into a profit center by introducing Service Level Agreements, effectively delivering Installation, commissioning training, and on-location service and maintenance. I also built teams in Potters Bar, UK and Pesc, Hungary.

In 2017 I decided to take a sabbatical, doing some adventuring for a few months. Early in 2018, I received a call from Harman to take on Luxury Audio Customer Service and build a global department, the first of its kind within the Lifestyle Division.

# What is the most important thing you have learned over your career? A number of things.

Never say "That is not on my job!" No matter how important you think you are, the world is dynamic and change is coming. Make sure you are leading change. It is very difficult to follow change. You might fall back, miss a turn and be lost. I have worked alongside many "lost people" throughout my career. Listen to the person you're conversing with and hear them out. Don't jump to conclusions after the first sentence. Ask questions, and don't assume you know what the person wants. There is no stupid question. Be direct but also show empathy. Make the customer feel understood and give them a good feeling.

On to more questions about you the person rather than you the worker...

## What are you most proud of in your life?

The ability to guickly find a resolution to any situation. The show must go on!

This ability helped me immensely all through my life. Live Sound, Studio, Mastering, and even in my Hobby World, Rally Raid. If you break down, you need to be up and running again in minutes or you are out.

# When did you realize you had a passion for music or audio? Was there any one band, song, or movie that did it for you?

At 10 years old when I first heard The Beatles on a live recording at the Star Club in 1962. That was it. This led me to look into music and discover Ringo Starr. That guy made me want to become a drummer.

## What kind of gear are you rocking at home these days?

Rather embarrassingly, only a Citation multiroom setup. I'm renovating my home and once done, a pair of JBL L100 Classics, driven by an ARCAM SA30 is the plan. The L100 were the speakers in many years that immediately hooked me, and made me exited to listen to music. Everything was there and included me. They are amazing. Chris Hagen did a stellar job in designing these. And the SA30 had the same effect on me. The soundscape and stereo image is perfect. I tested a number of recordings where I know the setup, positioning of the instruments. I was either involved in the mastering or got it explained by the mastering engineers at the time. The reproduction of the stereo picture is spot on. Loving it.

## What current technology impresses you the most?

G Class Amplification. Done right it is spot on and wipes the floor with any other class. And in the latest generation of SA, AVR and SDA products, we did it right.

#### Favorite music genre?

Classic heavy metal and classic progressive metal. I progressed from the Beatles via AC/DC toJudas Priest and further to Queensryche. On my gym playlist you'll find Nightwish, Yngwie Malmsteen, Steve Vai, Black Label Society, Ozzy Osbourne and a lot of metal cover versions of standard pop songs. If you want to smile a little, go to YouTube and look for Leo Moraccioli from Frogleap Studios performing House of the Rising Sun, or Abba's Dancing Queen.

The desert island question, of course. If you were marooned for eternity & could listen to only 3 albums, what would they be?

Nightwish – Dark Passion Play Black Label Society – Skullage Yngwie Malmsteen – Live in Leningrad

You have the floor. In closing, tell us anything else you want us to know about yourself. I always wanted to support others to achieve success.

As a drummer you support the band.

As a recording engineer you support the band.

As a rally mechanic you support the rally rider.

As Support Manager you support your team and brand(s).

But I'm not stopping at giving you what you ask me for. I will also try to give you what you need, and push you to achieve what you set out to do. If you tell me you want to achieve a specific goal, I will try to get you there, even if it will cause tears. A little like in the TV series Garage Rehab, I'm like Russel and Chris. I know what to do, I only need a good Richard to enable me.



# **Dealer Profile**

## Bülow:Steensen

## Aarhus, Denmark

Owners: Thomas and Maria Rasmussen

**Opened:** 1935

## **Harman Brands Supported:**

Arcam, JBL Synthesis, Lexicon, Mark Levinson and Revel

The Harman Luxury Audio Group is proud to have some of the best high-end consumer electronics partners across the globe. Each month, we have the pleasure of learning a little bit more about one of our dealers or distributors. This month, we spoke with Thomas Rasmussen of Bülow:Steensen.



### How did Bülow: Steensen start up?

Bülow:Steensen dates back to 1935, when it started selling battery-powered EL fences to farmers. For the past 30 years, the concentration has been around distribution of high-end audio and video equipment in both Denmark and Sweden. The company is based in Aarhus and has demonstration facilities for both stereo and surround. In addition to distributing exclusive audio products, Bülow Steensen also offers installation of exclusive home theatres. As of April 1 the company is now owned by myself and my wife, Maria, who run the business after taking over from Claus Bülow.

## How many people are on the team?

Maria and I run the business and look after sales, service, and everything in between. We have some help for administration and the warehouse. Previous to owning the business, Claus and I joined forces five years ago and I become the Sales Director for the company. I have 12 years' experience with the JBL Synthesis brand and had become a specialist for home theatre. We have represented JBL Synthesis for many years but we now represent all five of the Luxury Audio brands.



## Tell us more about Bülow: Steensen and what make its special?

We are primarily a Harman Luxury Audio distributor, with 95% of our portfolio accounted to Harman Luxury Audio products – we believe this makes us very special because we have focus on these products. Two years ago we moved to a new location and built a JBL Theatre from the ground up in order to showcase the products to our dealer base. This dedicated theatre room has recently been upgraded with all the latest JBL products including the SCL2's and the SSW's. Our premises also have two listening rooms with three stereo set ups.

## Thoughts on the importance of training?

Training is extremely important to us. It keeps us at the forefront of our dealers' minds and any training we have we pass on to our dealer base. We have a dealer base of 40-50 dealers across Denmark and Sweden. We offer regular training to our dealers in our showrooms and often hold open house events to encourage dealers to bring their customers. We also visit our dealers at least 6-7 times a year to ensure we are continually building and maintaining our relationships – this is what keeps our dealers focused on the Harman brands and enables us to sell. We believe Harman training is very effective and we are glad to see that this is becoming more of a focus with the introduction of the Harman University.



# What do you like most about the products and which ranges do you see as the key products?

We have seen the focus shift to JBL Synthesis – we are very strong and successful with stereo lines but we now see more of an opportunity in the home cinema market, especially with the JBL Synthesis brand. This is why we have upgraded our showrooms to explore new business in this market.

Harman is a unique company in that the testing and engineering that go in to product testing is unrivalled. I have been to the LA facility five or six times to see all of the testing and quality checks that go into the products and it's such a great experience – Harman do so much more testing than any other hifi-brand and we trust their brands because of this. No matter the cost of the product the same testing and effort goes into the design and quality. The sound quality is market leading – as well as this, Harman Luxury products are great value for the money.

## How do you think the audio industry is currently doing?

I think the industry, previous to the pandemic, was doing very well and we can see that the hifi industry is really moving forward – Harman is in tune with this and is meeting the needs of the market, especially with all the latest products.

### Any final comments?

To summarise, we are pleased to be working with the Harman brands, this is our focus. We believe in our good relationships with our dealers and also Harman. Per Magh, our Account Manager, visits us most weeks to keep us informed and we have a very good relationship.

On a final note, we have found that our sales in the last few months has increased. We are in a unique position in that we have a woman in our sales team which is unusual for the audio industry – it shows how we are forward-thinking. Our dealers love that we combine technical knowledge with a personable approach and it's helping us to build even better relationships.

For more on Bülow:Steensen, visit bulowsteensen.dk.



# **Tech Talk**

# Introducing the Lexicon SL-1 and SoundSteer Technology

## By Donald Jacobs, Field Support Engineer

The Arcam CDS50 is not simply something to play your CDs on — it is also able to stream digital audio stored on network hard drives, or your computer via CIFS and UPnP standards. Compatible formats include WAV, FLAC, AIFF, AAC, OGG, WMA and MP3. Controlling the system is the mobile device application MusicLife, which allows you to select from all your content as well as offering top streaming services like TIDAL, Qobuz, Deezer, and Napster (subscription required). Whether



you're listening to your favorite albums, or radio stations and podcasts from across the world, you're getting your audio in the highest resolution available.

#### This guide will walk you through the following:

- 1. Connecting the CDS50 to your network
- 2. Streaming locally stored audio files from a computer

- 3. Streaming locally stored audio files from a mobile device
- 4. Streaming your music services, radio stations, and podcasts

IMPORTANT: Make sure that your CDS50 is running the latest unit software before continuing this guide. The unit may not perform optimally if the software is not up to date. For general functionality and control please refer to your manual as the basic use of the CDS50 will not be covered in this guide.

## Connecting the CDS50 to your Wireless Network

- 1. Be sure the unit is not playing any content and navigate to the HOME screen.
- 2. Using the arrows on the supplied remote, scroll down to the Settings Menu, and press OK.
- 3. Network Setup is the first selection, press OK.
- 4. WiFi is the first selection, press OK. (If you want to use Ethernet, press the down arrow, press OK on Ethernet, and simply plug the cable into the CDS50's Ethernet port.)
- 5. Wireless Scan is the first selection, press OK. The CDS50 will scan for available WiFi networks.
- 6. The VFD will read Wireless Scanning. Upon completion you will see the available WiFi networks. If your network is not the first selection, use the down arrow until you locate your desired network, and press OK.
- 7. You will need to input the secure password for your network using the up and down arrows to select the correct characters. When you navigate to the correct character, press the right arrow to lock it in place and move to the next character in your password. When all the correct password characters have been selected, press OK, and the unit will now be connected to your network.

Note: If your WiFi password contains capital letters, numbers, and/or special characters, you can access those keyboards by pressing the up arrows until you pass the lowercase alphabet. You will find the uppercase alphabet, numbers, and special characters in that order.

## **Streaming Locally Stored Audio from a Computer**

- 1. Make sure the computer has UPnP server software installed and configured.
- 2. Make sure the folders storing your music files are shared.
- 3. From the Home screen of your CDS50, use the up and down arrows to navigate to Media Browser. The CDS50 will start searching for networked devices on its own.
- 4. Use the up and down arrows to navigate to your desired media server and press OK.
- 5. In this menu, you can select the way you would like to view your music files; Albums, Artists, Composers, etc. Highlight your desired view and press OK.
- 6. Select your desired music file to begin playing.

## **Streaming Locally Stored Audio Files from a Mobile Device**

- 1. Download the MusicLife application from your associated app store (App Store on iPhone, Play Store on Android).
- 2. Open the MusicLife app. A prompt will appear asking you to "Allow" access to your files. Selecting "Allow" is mandatory for streaming.

- 3. The very first streaming option will be your mobile device, this will be labeled with your Device name, select your device.
- 4. This menu will display Artists, Albums, Songs, Genres, Playlists, Composers, and Compilations. Select your desired view, then select your desired file.

## Streaming your Radio Stations, Podcasts, and Music Services

- 1. Download the MusicLife application from your associated app store (App Store on iPhone, Play Store on Android, see photos in Step 1 of the previous section).
- 2. Open the MusicLife app, this will take you to the Home page of MusicLife.
- 3. Select airable streaming from the Home screen.
- 4. This menu will display Radio (streaming radio stations), Podcasts, TIDAL, Napster, Deezer, Qobuz, and HIGHRESAUDIO.
- a. Radio

Selecting Radio will display several options for filtering. Use these selections to choose your desired station, or simply use the search function.

b. Podcasts

Selecting Podcasts will display several options for filtering. Use these selections to choose your desired podcast episode, or simply use the search function.

c. TIDAL, Napster, Deezer, Qobuz, and HIGHRESAUDIO

Select your app from the list; you will be asked to login with your app credentials. Each app's sub menu will have different options. Select your desired sub menu to navigate to your audio selection, or simply use the search function. (Below is an example of the TIDAL options screen)

We hope you have found this guide to be informative and helpful. As always, please contact CSupport@Harman.com for assistance with your product.



## From the Audio Files

Audioholics Reviews the HDI-3800

In early June *Audioholics* published their review of the JBL HDI-3800, the flagship floorstanding loudspeakers from the new JBL HDI Series. To summarize, and dramatically understate, *Audioholics* greatly enjoyed their experience with the 3800s.

Here are a few of our favorite excerpts:

"Out of the gate, the HDI-3800s reproduced the choral voices with pristine clarity and precision. Center imaging for the lead vocal was exact, and the expanse of the choir was well-defined. The pipe organ backing had a strong but not overpowering presence, and other instruments came through with crystal clarity. These speakers' soundstage for 'Requiem for a Friend' did not leave anything to be desired. On the more intense passages of the album, the HDI-3800s really shined and managed a dynamic presentation that definitely would have eluded smaller speakers...

"The first thing that struck me is how well the HDI-3800s anchor Birkin's voice squarely in the center of the soundstage along with piano playing. String sections surrounded the center for a wider full orchestra soundstage, and the woodwinds could be heard to be a bit more contained. The imaging abilities if these speakers are outstanding...

"At loud levels, the bass from the HDI-3800s could shake the room and could be felt as much as heard. That isn't all that surprising given the low frequencies are collectively being produced by six 8" woofers, which has a greater combined surface area than an 18" woofer. It is a prodigious level of low-frequency output, but I never felt it was uncontrolled or poorly defined bass."

Read the entire review at <a href="https://www.audioholics.com/bookshelf-speaker-reviews/jbl-hdi-3800">https://www.audioholics.com/bookshelf-speaker-reviews/jbl-hdi-3800</a>.



# From the Audio Files

Mark Levinson N<sup>o</sup> 5805 awarded Premium Integrated Amp 2020 by *Fidelity*  We are proud to announce that the German magazine *Fidelity* has awarded the Mark Levinson N° 5805 the prestigious "Premium Integrated Amp of 2020" award.

It's no big surprise that Fidelity is fond of the amp.

Back in October 2019 when Fidelity reviewed the No 5805, the extensive 9-page review was headlined, "Mark Levinson 5805: American Gentleman with Excellent Manners." The product received high-praise for design, craftsmanship and sound quality; values that are synonymous with the Mark Levinson name.

Read on for some of our favorite excerpts from the review (translated from German).

"If you connect the amplifier and connect it to a number of sources – its back is perfectly labeled – then you marvel at the cultivated sound of the approximately 28-kilo-heavy metal block standing in front of you. The design is unmistakably Mark Levinson.

"The 5805 replies what is and leaves no doubt what is stored in the software.... If there is any such a thing as a personal fingerprint of this control center, which is richly equipped with analog and digital inputs, then it is the impression of immense power and presence that the 5805 radiates even at low levels and freshly out of the box.

"The Mark Levinson, however, turns some hidden acoustic object much further in the direction of contour and sharpness, without overestimating the overall result, or dissecting it into unsightly pixel grape. A squaring of the circle, which only very few amplifiers (...) master in such perfection.

"To seriously beat the analogue phono leg of the amplifier, you have to take a lot of money into your hands – and let yourself put up with the question of what. Because, for example, what my Clear Audio Jubilee achieved on the 5805 earns without if and but the predicate 'big' – and that without fine tuning of the capacity.

"Because it makes the music so tangible in the listening room, this amplifier is also very gracious with poorly produced discs or data. (...) If I put Jeanne's 1985 debut in my 14 years younger Mark Levinson 319 (built in 1999), which at the time was reputed to be one of the best CD players in the world, then the lady is almost sitting on my lap....

"Mark Levinson's N° 5805 sounded overwhelmingly fresh from the box, requiring no warm-up time, no playing time, no special racks, and no voodoo cables to break up in great shape. Set up, cable, listen to music. Nothing else.

"Bottom line, one of the greatest strength of this very well-tuned music machine is: It refrains from tricks, plays back what is hidden in the pits or record groove, while controlling the membranes of the transducer at any time."

Learn more about the Mark Levinson No 5805 at marklevinson.com.