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Managing Director

## Sound Matters

The continued rise of portable music players has revolutionised what many call 'music culture'. They have given the electronics industry a much needed wake-up call, offering people the wonderful ability to access their entire music collection anytime anywhere. These products have re-awakened an interest in music within the general public which has been declining for many years.

Looking to the future, the challenge for manufacturers like Linn, and our retailers, is to prove convincingly to the wider public that there is more to life than music stored as compressed mp3 files on a hard-disc. As the industry changes, Linn's response to this challenge is to stay focused on what we know best; the core beliefs and standards that we have held for many years.

### Convenience and packaging versus hi-fi.

We have always believed that sound quality is important and music reproduced above a certain standard can enhance your life. Uncompressed, well produced music delivers benefits that mp3 and the current raft of lossy, compressed audio formats, by design, are simply incapable of. What you get with a portable hard-disc player is a wonderful combination of convenience and packaging. What you don't get is hi-fi, nor the life enhancing benefits that good hi-fi delivers.

We don't ask that you take our word for it; almost every company will tell you that their offering is better than the rest. What we do ask is that you take some time to experience a Linn system for yourself to better understand just how such a system can enhance your life. We know that the sound quality of any piece of audio equipment has a direct impact on the benefits or the experience that the listener enjoys. We know that the better a system sounds, the more it's used, and the more value it delivers to the listener.

### Judge for yourself.

Listening to a potential system is something that each one of us needs to do for ourselves, to our own set of standards. Reference points like the hi-fi press or your retailer can help you decide which type of system you need, which core functionality you require and give you an idea of the products you should consider. But a good retailer will never tell you which one to buy. To be comfortable with the purchase you've made you need to understand why you've made it and know that it was the right



choice for you. You need to be able to judge the performance of what you're listening to. This doesn't require complex room measurements or charts and graphs. It doesn't require a set of highly trained ears or a complex vocabulary of hi-fi terminology. As far as we're concerned, anyone can do it. It's simple.

We call our proven method of judging a music or home-theatre system the TUNE-DEM. It's not difficult and using it effectively will guarantee you get the most benefit from your investment.

Listening and objectively judging what a music or home-theatre system actually sounds like before you buy is no different to trying on a suit, or test-driving a new car. It helps you to know you have bought the right thing. It may not even be a Linn system you finally select. But we'd be lying if we said we aren't pretty confident it will be!



### QUICK GUIDE TO THE TUNE-DEM.

- Pre-arrange an appointment with the retailer and specifically request a demonstration of the systems you're considering. This will allow them time to set up before you arrive.
- Select a simple piece of music to listen to. A single voice or instrument are the easiest to use.
- Play the first five seconds or so of the

- tune. Really concentrate on the main melody of what you're listening to. As you are listening, try to replicate in your mind the sound that the system is making.
- Swap over to the next system. This may take a little while as components are swapped around, but don't worry.
- 'Sing along' as above as you listen to the second system. The sound will immediately

- seem different, but just concentrate on simultaneous, silent repetition of the tune.
- If necessary go back and forward between the two systems a couple of times, all the while actively singing along to the tune in your head.
- After a while, one will clearly emerge as being easier to sing along to. This is the one you should buy.
- If the systems are equally easy to sing along to, buy the cheapest one!

## Hear Linn Live 2005.

Linn is hitting the road in 2005! With the most exciting and comprehensive product range in the history of the company, we're setting off on a year-long tour of retail outlets to bring all of these products straight to you. The full range of Linn products will be available for you to enjoy at a retailer in your area over the coming year, including Linn's newest products, ARTIKULAT and KOMPONENT loudspeaker systems and the new range of CHAKRA power amplifiers. Look out for Linn engineers and other staff hosting demonstration events at an outlet near you in the coming months. Details of all Linn retailer musical events can be found at the following website. [www.linn.co.uk/hearlinnlive](http://www.linn.co.uk/hearlinnlive)

# THE CHAKRA EFFECT. By Chief Engineer, Bill Miller.

**Bill Miller, Linn's Chief Engineer, takes the opportunity to discuss Linn's latest CHAKRA amplifier design, the new range of CHAKRA power amplifiers and the solitary productive traffic jam in recorded history.**

"I've always thought of the role of a power amplifier as similar to a good waiter in a great restaurant – they're a critical part of the experience, but if they're doing their job well, they shouldn't be noticed. They just discreetly deliver.

The amplifier's job is a simple one; it needs to amplify the signal it receives. That's it really. Good amplifiers don't add to or take away from what they get – they just make it bigger. But like marriage and tax returns, simple concepts often belie mind-numbing complexity.

And I think it's fair to say that mind-numbing complexity is where the CHAKRA story begins...

At the turn of the Millennium, we were nearing completion of development work on the original KLIMAX Twin that, at its launch, represented the finest stereo power amplifier that we were capable of producing. It was a complex product that was the culmination of a great deal of refinement of Linn's core amplifier technology. This continual refinement, which had taken place gradually over a great many years, culminated in a product which sounded fantastic and went on to win numerous awards throughout its life.

But in many ways it represented a dead-end in terms of technology development. When we came to start work on derivatives of the same technology

to be used in two very different applications, Aston Martin's DB9 and our own 328A professional monitor loudspeaker, it quickly became apparent that we would be unable to use the KLIMAX Twin technology as it stood for either product. For the DB9, we needed to be able to offer a greater number of channels of power within the same circuit area. For the 328A we needed to push frequency response lower and deliver more power.

The fact was that we had refined and refined our amplifier design to the point where we'd pushed the existing technology to its limits, exhausting the potential for development without compromising on reliability. And with urgent requirements for a new amplifier platform for the DB9 and 328A, necessity quite literally became the mother, father and grandparents of invention.

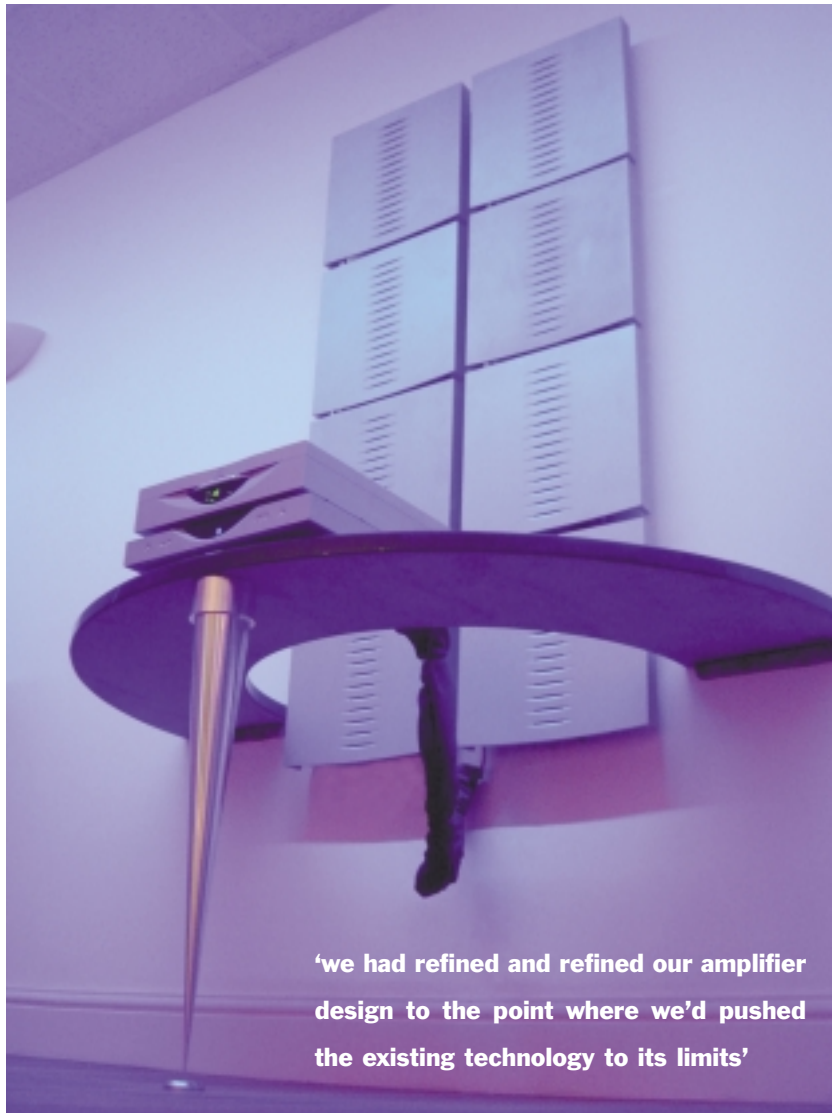
Which takes us to a traffic jam on the M8; Scotland's busiest motorway and my daily route home. Most weekdays this road which runs between Scotland's two main centres of population feels more like a car park than a motorway. For most people, the secret of staying sane on journeys like this is to switch on the radio, put your brain in neutral and just accept your fate. For me, however, it's a chance to get away from things like e-mails and paper shredders and get down to some proper thinking. So having spent a long day at the factory pondering potential solutions

technology. When the initial designs were prototyped, the results were very encouraging, but like the majority of good ideas, getting this from the concept to finished product involved a huge amount of work. That moment on the M8 turned out to be only the beginning of many, many hours of work by Linn's engineers trying to perfect the design.



But the work has paid off. The outcome of all of those hours is a new amplifier technology which truly breaks the mould – it's a very simple but innovative design, which we've perfected through our expertise in precision engineering. In fact in many ways it reminds me of the LP12 turntable – no bells or whistles, just great attention to detail on the simple things that really matter.

A favourite saying of ours is Einstein's maxim 'Things should be as simple as possible and no simpler', and CHAKRA embodies this sentiment. It



**'it's with the launch of a brand new range of power amplifiers that I believe the CHAKRA technology will establish itself as one of the landmark technologies in Linn's history.'**

to our amplification challenges, a potential solution did eventually hit me.

This involved a simple and straightforward way of combining a stripped down version of our existing technology with another established amplifier technology using bi-polar transistors. The potential benefits of successfully achieving this combination were vast – more power, more efficiency, less heat, greater stability. After seeing the light (and, at the last minute, the car in front) reality started to creep back in; the solution seemed so simple and obvious that I felt sure someone else would have done it before. So the first thing I did when I arrived at work the following morning was a check of the amplifier patents. To my surprise and delight no-one seemed to have done it before.

And so began the development work on what would become the new CHAKRA amplifier

uses fewer components, generates less heat and produces less distortion. In turn it delivers greater reliability, greater control and greater power. In short, it's superior in every parameter through its simplicity.

The CHAKRA amplifier technology can now be found in a number of products including the Aston Martin DB9, our pro-audio loudspeakers, the new ARTIKULAT loudspeaker system and the current KLIMAX CHAKRA 500 Twin. But it's with the launch of a brand new range of power amplifiers that I believe the CHAKRA technology will establish itself as one of the landmark technologies in Linn's history."

When in need of inspiration, all Linn staff members are now encouraged to visit the spot on the M8 where Bill first conceived the CHAKRA technology.

## SUMMARY OF THE NEW CHAKRA AMPLIFIER RANGE.



The new CHAKRA Power Amplifier Range is a series of high performance power amplifiers built, as Bill mentions above, around Linn's latest CHAKRA power amplifier topology. Comprising a total of eight individual models, suited for a variety of applications from stereo to multi-channel and from passive to active, the CHAKRA range is designed to offer consistent performance, controlled 'silent power' and pure sound in any performance entertainment system.

The range comprises the following models split by power output and number of channels:

Model	Power Output (per channel)	Number of Channels
C2100	100 W	2
C3100	100 W	3
C4100	100 W	4
C5100	100 W	5
C6100	100 W	6
C2200	200 W	2
C3200	200 W	3
C4200	200 W	4

All models feature Linn's Switch Mode Power Supply, a choice of RCA Phono or Balanced XLR inputs, and 4mm binding posts. For more information on the range, visit [linn.co.uk](http://linn.co.uk) or contact your local retailer.



C4200

## ASTON MARTIN DB9 VOLANTE.

Forget the latest MiniDisc or mp3 player - pictured below is Linn's brand new take on portable hi-fi. With a choice of three systems, from the 'entry level' 128W AKTIV stereo system right up to the multi-channel 950W system (which employs the latest CHAKRA audio technology and a servo-controlled bass system) the new Aston Martin DB9 Volante really is the last word in music on the go. And as you can see, the system packaging is quite attractive too.





## The advanced Artikulat loudspeaker system.

The last edition of 'The Source' announced the development of a gorgeous new loudspeaker system by the name of ARTIKULAT. The interim months have seen our loudspeaker designers and acoustic engineers working to extract the maximum performance potential from this advanced and innovative loudspeaker design. Having now completed this work, and with the range ready to launch, we are keener than ever to get the product in front of Linn customers around the world.

The system contains four base models: a floorstander (the 350), a compact (the 320), a centre channel (the 340) and a bass reinforcement loudspeaker (the 345). All of



the models within the range carry on-board CHAKRA power amplifiers. Standard models have integrated AKTIV power amplifiers which drive the bass, however for maximum performance and simplest installation we also offer fully AKTIV versions of the 350, 320 and 340 models. In this instance each individual drive unit is powered by its own CHAKRA amplifier housed within the cabinet of the loudspeaker, removing the need for external power amplifiers and speaker cables running around the room.

ARTIKULAT is flexible in its application. The 350 and 320 models are equally at home in stereo or multi-channel systems. For stereo systems, unique Linn technologies (which include AKTIV and servo-driven bass systems and the 3K Driver Array) offer exceptional response across the entire frequency range. And because all the loudspeakers share the same common gene-pool, the integration between them is seamless in surround-sound systems. The beautifully discreet and understated

cabinet designs used within the range offer more than an attractive shell for the advanced electronics. The cabinets themselves are complex pressure-formed pieces, forming an exceptionally rigid construction which helps eliminate internal resonances.

For music and film lovers looking for an authentic and effortless playback solution, ARTIKULAT is a beautifully engineered and crafted loudspeaker system which is summed up in a single word: Gorgeous.

## THE NEW KOMPONENT LOUDSPEAKER SYSTEM.

People looking for a new loudspeaker system which looks great in their home have a couple of 'obvious' choices. If you've been to your local hi-fi shop recently you'll probably have seen them. They look small and interesting and unique. They're the kind of speakers that will make people think you know a lot about hi-fi. The safe options. The 'standard'.

Linn's new KOMPONENT range looks a lot like that kind of speaker. It's the kind that your significant other would be happy to have on display in your living room. You can mount it on stands or on a wall next to a plasma screen and it will look like the perfect fit. It's small and doesn't dominate a room which is used for other things.

The only real difference is...it sounds like a true Linn loudspeaker!

KOMPONENT is a serious loudspeaker system which doesn't compromise. Value, style and performance are combined in a compact system built to withstand the rigours and daily use of a modern living space.

Philip Hobbs is the man behind the KOMPONENT range. Philip leads a double life as Linn's Senior Acoustic Engineer and a practicing Producer/Sound Engineer with Linn Records. As an Acoustic Engineer, Philip has had a guiding hand in most of the Linn loudspeaker designs in the last ten years. As a Producer for Linn Records he has been responsible for over 300 critically acclaimed classical and jazz recordings. The KOMPONENT System is summed up best by him above.

'For about four or five years now, people have been asking me for an affordable loudspeaker system which ticked all of the boxes in terms of sound quality and performance, in a compact and stylish package. So many 'modern' loudspeakers look attractive but are actually heavily compromised, either on performance or aesthetics or both. The KOMPONENT system is a tremendously exciting product for us because for anyone who cares about quality, it represents a great combination of performance and style at a price within the reach of most music and film lovers'. Philip Hobbs. Linn's Senior Acoustic Engineer.



KOMPONENT loudspeaker system in graphite.  
Also available in silver.

# Purer high-frequency reproduction.

A common feature in all of our recent loudspeaker designs, including both the ARTIKULAT and KOMPLEMENT systems, is the 'Driver Array'. The Driver Array houses the upper frequency drive units - the tweeter and super tweeter - in a high performance alloy casting, grouping them very closely together. The Array principle was initially conceived during development of Linn's most expensive and highest performing loudspeaker, KOMRI.

Most of us are aware that where you place your loudspeakers is important. To get the best sound quality from your system, you need to put your speakers in the right position. Some loudspeakers try to get around this by 'beaming' sound off walls to give you the impression that the sound is coming from the right place. And while there are some extremely clever designs which attempt to do this, the result is never satisfying.

Linn's solution is a lot simpler and a lot more effective - we make the 'sweet spot' of the speaker as large as we can. We do this by mounting the high-frequency drive units as close together as possible so that sound produced through them effectively comes



3K Array

from a single source. In other words the sound emanates from a single point as opposed to three distinguishable sources. This means that sound is dispersed in a predictable and consistent manner which in turn means a larger 'sweet spot' than contemporary loudspeaker designs. Linn's Array loudspeakers are therefore more forgiving when the room is less than 100% perfect, and allow more than one

person in the room to experience the maximum performance of the system.

Another benefit of the Array is its very clean high-frequency performance. In conventional loudspeaker designs, upper frequency drive units would typically be on and in the loudspeaker cabinet. In addition to the sound travelling directly out of the drive unit, it also travels along the cabinet to be dispersed at the first corner it comes to. This is typically 60 or 70mm away from the drive unit. In this instance you have sound coming through two sources at slightly different times and at very different angles. By minimising the area surrounding the upper frequency drive units, and isolating it from the main cabinet, this effect is all but eliminated. The benefit of this is a wonderfully pure high-frequency reproduction.

The KOMRI loudspeaker is our only product to use the original 4K Array. Its first derivative, the 3K Array, started life in our professional monitor loudspeakers, the 328A and 318A, before being used in the AKURATE and now ARTIKULAT loudspeaker systems. The new 2K Array is first used in the KOMPLEMENT loudspeaker system.

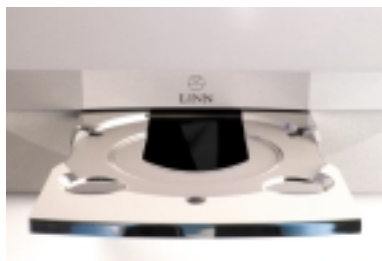
## PRODUCT NEWS.

A digital audio module will shortly be available for Linn's EXOTIK pre-amplifier. The +DA module offers EXOTIK owners additional features including Dolby Digital and dts decoding of DVDs and a range of other surround-sound processing features.



EXOTIK

The SONDEK CD12, for many years Linn's flagship digital source component, has been discontinued. Originally launched to mark Linn's 25th anniversary the CD12 was developed using the highest performance materials and best components available for the ultimate in pitch-accurate CD reproduction.



SONDEK CD12

The outstanding audio quality and striking design of the SONDEK CD12 won numerous high-profile awards from the audio and design communities respectively. At its launch in 1998 the CD12 won the coveted Japanese Stereo Sound Grand Prix Award, and as recently as 2004 was honoured in the Stereo Times Hall of Fame. In 2000 the UK's Millennium Design Council selected the SONDEK CD12 as one of its products of the Millennium, exemplifying the best of innovative design in the UK.



## UNIDISK WINS PRODUCT OF THE YEAR.

At the recent prestigious Stereophile Magazine Awards in the United States, Linn's UNIDISK 1.1 player swept the board winning 3 awards;

**MULTI-CHANNEL SOURCE COMPONENT OF THE YEAR.**  
**DIGITAL SOURCE COMPONENT OF THE YEAR.**  
**PRODUCT OF THE YEAR.**



UNIDISK 1.1



## New flagship store for 'Die Steiner Box' - Germany.

Linn Elite Retailer 'Die Steiner Box' in Erlangen, Germany has just opened a stunning new store. The project took several months to complete and involved significant investment but owners Uwe Steiner and Karlheinz Götz are delighted with the results. They commented, "For years we've dreamed of creating an exceptional environment in which to meet our customers. The new store gives us greater flexibility to demonstrate the world's best hi-fi and home-theatre in a relaxed but professional way that our customers really appreciate. The biggest problem has been closing the doors at the end of the day!"

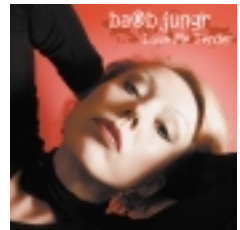
## Linn Records.

"Secret Love" by the Madonna of British Jazz, is "one of Claire Martin's best albums to date" (Jazzwise). Claire celebrates her jazz roots with a fantastic line-up of some of



Britain's top jazz talents. Special guest artists include guitarist Jim Mullen, Sir Richard Rodney Bennett and Ian Shaw. Tracks include *Cheek To Cheek*, made famous by Fred Astaire & Ginger Rogers, the classic Judy Garland number *Get Happy* and the Costello/Bacharach track *God Give Me Strength*.

Barb Jung's fourth solo album, "Love Me Tender" is perhaps her most exciting and daring album yet. Using the eclectic repertoire of Elvis Presley, Barb,



widely regarded as Britain's foremost chansonnier and song stylist, has created a dark and intriguing journey through love, loneliness, obsession and faith. \*\*\*\* (Sunday Times). Acclaimed pianist Artur Pizarro "continues to impress and astonish with the incredible range of his artistry and dazzling virtuosity" (the Sunday Herald). "Reminiscences" explores a varied selection of waltzes,



nocturnes and polonaises. This is the first of two Chopin discs Artur will release in 2005.

"Britten Les Illuminations" is the fifth recording from the acclaimed Scottish Ensemble directed by Clio Gould. Featuring the superb tenor Toby Spence and horn player Martin Owen as soloists - the song cycles *Les Illuminations* and *Serenade for Tenor, Horn and Strings*, separated by the *Variations on a Theme of Frank Bridge* - make for addictive listening.

"The Scottish Ensemble is luminous throughout, particularly incisive and thrilling in the *Bridge Variations*. Everything about this disc screams go out and buy me" (The Scotsman).

Register at [www.LinnRecords.com](http://www.LinnRecords.com) to receive special offers, the latest news about releases, promotions and competitions, and to find out more about our artists.

## Linninformation.

Refer to the Linn website for news, reviews, product listings, system building advice and information on the outlets near you. Alternatively, call a Linn helpline for the information you need.

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