



# JOULE ELECTRA

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August 18, 1997

## SIGNATURE SOUND

Rich Brkich  
8409B Shallowcreek Road  
Liverpool, NY 13090

Dear Rich,

We hope you have had a successful year in spite of the softness in the Hi-End Audio market. Now that Fall is near there should be renewed interest from our customers and with the status of the economy, business should improve considerably.

There have been a number of significant improvements in our products and some change in our advertising strategy. Our new web site has resulted in numerous new inquiries and the dealer page should have resulted in some new contacts for you as well. Product improvements continue to develop and some of them are so dramatic they even surprise us.

After a very successful three years for the LA-100/MII line stage, we will be offering the Mark III version this Fall (more later about this). We have also made two significant improvements in our OTL Amplifiers that have resulted in the Mark II version introduced at the CES, and now the Mark III version to be introduced this Fall.

The Mark III OTL has local (not global) feedback implemented at the driver stage and output stage separately. The benefits are reduced distortion for the driver portion of the amplifier and a lower impedance for the output stage. The benefits are evident in the clear open sonic character of the amplifier, as well as its continued ability to retrieve the ultimate level of detail and harmonic structure from the signal path. The reduced output impedance allows the OTL's to be mated with almost any speaker on the market, even those where the impedance drops below three ohms.

The improvements to the LA-100 Line Amplifier are just as dramatic. We have developed a new output circuit using a very special tube that dramatically improves the drive capability of the circuit. The output impedance is now less than 500 ohms and gives the preamp the ability to drive 5 volts into a 5000 ohm load. This is a remarkable feat considering that in the past almost all attempts to meet these conditions resulted in the dulling of the intimacy, detail, and ambience retrieval that the original LA-100 was capable of.

We would have been happy to have maintained the basic sonic character of the preamp with this change, but are amazed to find that the overall preamp is even more glorious in these areas than before. We now have a preamp with drive and bass energy comparable to the best solid state products, but with all the sonic characteristics that the LA-100 is famous for.

Our phono stage has been received with enthusiasm by many vinyl advocates and is continuing to be improved. The same output stage modifications will be made to the original OPS resulting in it now being dubbed the OPS 1/MIII. A new version of the phono stage will be introduced dubbed the OPS 2 and it is a world beater. Reviews of this remarkable product will be out before the end of the year.

Our new price sheet is enclosed which includes about a ten percent increase for all our products. This price goes into effect October 1, so alert your cliff hangers about this. We will probably be back-ordered, but will accept orders at the old prices for the new models through September. The exception will be the OTL line. Our production is limited and we are now sold out through September for these fine amplifiers.

We are working on a new version of the remote control that will have a volume only feature, but at a reduced cost. Many of our customers have expressed an interest in this type of remote.

We wish you a very successful 97/98 season and hope to see all of you at the CES.

Best regards to all of you,

A handwritten signature in cursive script, reading "Jud & Marianne Barber". The ink is dark and the signature is fluid, with the first names being more prominent than the last name.

Jud & Marianne Barber - JOULE ELECTRA