

A Joyous New Year



KLH

PODCASTS

Check out these industry podcasts featuring our CEO David Kelley

In some compelling interviews that go in depth about the rebirth of the iconic KLH brand. Ed Wenck of CEDIA, and Rob Stott of Dealerscope chat with Dave and detail both the history and future of KLH.

Click on the image below to go to the podcast:



KLH Attending CES 2019

Come see us at the Cromwell Hotel

Schedule KLH Engagements NOW!
January 8-11, 2019.
Call or email to meet.

Secrets of Home Theater and High Fidelity Yongki Go to review the Kendall 5.2 Home Theater Powerhouse



The iconic speaker brand KLH just recently made a comeback under the leadership of David Kelley, an audio industry veteran who was a longtime Klipsch and VOXX executive.

At CEDIA Expo 2018, KLH announced the launch of a full speaker line consisting of floorstanding, bookshelf, center-channel, surrounds, and subwoofers to fulfill pretty much every need. These speakers are very affordably priced and yet they feel solidly built with very nice finishes. For this review,

KLH sent me a 5.2 speaker system consisting of the top-of-the-line Kendall floorstanding speakers (\$1300/pair), a Story center channel (\$399 each), a pair of Beacon dipole surround speakers (\$499/pair), and a pair of Windsor 10 subwoofers (\$449 each). I have put these speakers through their paces and you will be able to read the details about them in my upcoming review. My initial listening impression of these speakers is quite positive, suggesting that these speakers are indeed worthy of continuing the KLH brand's famous traits. Stay tuned!

How Audio Industry Veterans Revived KLH's Legendary Brand A Team of Loudspeaker Industry Veterans Revive a Legendary Brand with 30 New Products and a Time-Proven Distribution Strategy—*Brent Butterworth*



When people start a speaker company these days, they typically launch with a few rebadged products designed by Chinese OEMs, and they tend to sell mainly through Amazon or their own website. This approach does work sometimes, but it rarely elicits a reaction from consumers more enthusiastic than, "What's the price?"

The September relaunch of the KLH brand was the opposite of this approach. The official roll-out, which took place in a large ballroom in the InterContinental Hotel during the recent CEDIA Expo in San Diego, featured no fewer than 29 different speaker models, all conceived and designed by a team of engineers with a collective 200 years of experience at such companies as Carver, Definitive Technology, Klipsch, and Polk. It's being sold not through mass-market websites such as Amazon, but primarily through specialty retailers and custom integrators—in 22 countries as of this writing, with more expected.

Lest you think you're having a flashback to 1995, the presence of an Atmos-enabled speaker and a voice-enabled, Wi-Fi-equipped in-wall keypad in the KLH line will assure you that this is a company launching in 2018.

Most people under 50 probably don't know KLH. The company was founded in 1957 by audio pioneer Henry Kloss, with his partners Malcolm Low and Josef Anton Hofmann.

The company succeeded with such iconic products as the Model Eight table radio and the Model Nine electrostatic speaker. But by the 1990s, KLH had been sold and resold several times, and like so many once-revered audio brands, KLH was most often affixed to copycat products its founders would almost certainly have rejected.

Enter David Kelley, former Klipsch global sales president, who grew bored after retiring at age 50. "I was playing golf with guys in their 70s, and they kept asking me what I was going to do with the rest of my life," Kelley said. "Call me a glutton for punishment, but I missed the speaker business. And I saw a niche in the market—there were a lot of speakers that sounded great but didn't look great, and a lot of great-looking speakers that didn't sound great."

The New Line

The new KLH speaker line includes 12 in-room speakers and 17 architectural models. Each of the speakers is named after a street in Cambridge, MA, where Kloss and his partners founded KLH.

The in-room line includes a couple of two-way bookshelf speakers, three tower speakers, a center speaker, a Dipole surround speaker, an Atmos-enabled surround speaker, and two powered subwoofers. But the model Kelley keeps coming back to in conversation—and the one the company chose to demo at the InterContinental Hotel—is the Kendall, its top-of-the-line tower speaker.

The Strategy

Lots of speakers—almost all of them, really—are designed in North America or Europe and manufactured in China, so what's special about KLH's formula? "A lot of those companies do some design in-house but farm out much of the design and engineering of the components," Kelley said. "We're more vertically integrated. We don't use OEM suppliers. We design everything in-house, which allows us to control costs. And we don't have a large corporate palace, and we don't sponsor concerts or anything like that. We put all our money into the design and engineering of the products and pass the savings to our customers."

Will the bold yet, in many ways, conservative approach of Kelley and company be enough to bring KLH back to the prominence it enjoyed almost 60 years ago? Considering the constant technological revolutions that the audio industry has gone through in the last 20 years, it's anyone's guess. But based on the enthusiastic response of showgoers at CEDIA to the company's demo of the Kendall, it seems likely that the reborn KLH will be one of the most talked-about audio companies in 2019.

For the complete article [CLICK HERE](#)



klhaudio.com