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NEW TIMES MARKETING TO REPRESENT FURMAN SOUND IN SOUTHERN CALIFORNIA

January 16, 2003, NAMM, Anaheim, California - Furman Sound, Inc., NAMM booth #6990 HALL A, is proud to announce the appointment of New Times Marketing as their exclusive sales representative organization for the Southern California territory. New Times Marketing will also represent Furman Sound in Arizona, Southern Nevada, including Las Vegas, and Hawaii. New Times Marketing, established in 1986 by partners Kip Dubbs and Robert Fanara, employs a fulltime staff of four field sales representatives and two inside sales administrators.

New Times Marketing's Kip Dubbs states, "Furman Sound offers a highly diverse line of power conditioners and regulators that perfectly complement all of our represented product lines from leading manufacturers of DJ, recording, performance, amplification, systems integration, and video equipment. Furman Sound products fill many important product niches to our 'systems approach' to product representation. Since New Times Marketing services the needs of the Music Industry, from retailers to sound contractors, the opportunities to grow Furman Sound in the Southern California territory appear to be almost limitless."

According to Furman Sound's VP of Sales and Marketing Joe Desmond, "We are very excited by the energy and vitality New Times Marketing brings to Furman Sound. NTM's high level of enthusiasm, open-mindedness, territory, industry and systems knowledge as well as their constant willingness to grow has convinced us that Furman Sound is in extremely capable hands. We are very confident Furman Sound can meet, and very well exceed, our growth projections in 2003, as well as in the years to come with the assistance of New Times Marketing."



For more information, contact Kip Dubbs, President, New Times Marketing 23185 La Cadena Dr. Suite 101 Laguna Hills, CA 92653. Tel: 949.951.7926 or fax: 949.951.7935. Email: sales@newtimesmarketing.com. WWW: www.newtimesmarketing.com

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Furman Sound, Inc. has been a leading manufacturer of signal processing and power conditioning products since 1974.

For additional information about the product lines of Furman Sound, Inc., contact: Casey Zygmunt, National Sales Manager, Furman Sound, Inc., 1997 South McDowell Blvd., Petaluma, CA, 94954 USA. Tel: 707-763-1010, fax: 707-763-1310 Visit the Furman Sound, Inc., World Wide Web Page at <http://www.furmansound.com>.