

# DARTMOUTH AV

BANG & OLUFSEN SPECIALISTS



Dartmouth AV (Audio/Visual) has been trading in the South Hams and further afield for the last two years. Specialising in Bang & Olufsen stereo equipment and Apple products, the company has been going from strength to strength. "The beauty of it is that these products essentially sell themselves," says founder Neil Hurd, "they're that good."

Dartmouth AV offers reconditioned Bang & Olufsen products that have been specifically purchased from previous owners or from a Bang & Olufsen main dealership. The items are then serviced, if necessary, and cleaned using professional cleaning products. The equipment is of such good quality that it retains a high residual value. Despite this, it is much less expensive than buying new, with an interesting result: "The great thing about a business like ours," says Neil, "is that it opens up the market to people who had only ever dreamed of owning a Bang & Olufsen system. Each piece will typically sell for a third of its original price, which makes it great value."

Neil's fascination for all things Bang & Olufsen started at a very young age and continued into adulthood when he became heavily involved with media technology. Whatever his job, his love of Bang & Olufsen products has endured over the years. "It's more like furniture than AV equipment. When I demonstrate the products I use in my own home to people, they can't believe the sound or picture quality. They're often hooked straight away." In Dartmouth AV, Neil has fulfilled his ambition to establish a business that will enable more people to share his enjoyment of Bang & Olufsen technology.

Using active speakers, a number of patented features and an uncompromising focus on design to keep their products sleek and minimal, Bang & Olufsen have held the higher ground for decades in a very competitive market place. Dartmouth AV acts as an Independent Agent, carrying a limited amount of stock but with the ability to source most pieces of equipment, have them inspected and reconditioned and then delivered, generally within 28 days.

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They offer Domestic & General warranties on selected pieces, and personally oversee all installations. With a new website up and running, finding your dream piece of AV equipment is now simpler than ever. The company has also recently started sourcing Apple products, which Neil feels also integrate design and performance to a similar level as Bang & Olufsen. As well as acquiring the hardware that you need, Dartmouth AV can also install your Apple Mac and set up iTunes, email accounts and wireless networks, all for a fixed fee. Further tuition can be purchased by the hour at a competitive rate.

“Feel free to give me a call or drop me an email,” says Neil, who is always happy to help.

