

# On track

Keeping you on track with the developments at Grahams Hi-Fi

Winter 2007



“One of the five best hi-fi shops in the world”

ARENA Magazine

## in this issue...

**Arcam** Solo Movie 2.1

‘Au Revoir Standby’

Stocking Fillers

**Meridian** 300 Series

**Meridian** F80

**Neat** Momentum 4i

**Loewe** TV Systems

**Pioneer** 8th Generation Plasma

**Philips** Pronto TSU 9600

**Linn** Klimax DS

**Rotel** RSX-1058

**Rega** P3-24

**Arcam** MS250

Recommended CDs

New Staff



## arcam solo movie 2.1

Following on from the highly successful Solo Movie 5.1 system, Arcam has recognised that many music lovers desire home theatres without the complexity of a surround sound speaker system. Arcam has just introduced the stylish yet discrete Solo Movie 2.1 system - a ‘stereo-only’ version of the Movie 5.1 system. Features include:

- universal stereo disk playback (DVD-V, CD, DiVX, DVD-A and SACD)
- internal video scaler to HDMI 720p/1080i
- internal DAB/FM radio tuner
- option for second zone audio output with independent volume control
- 50wpc audiophile grade power amplifiers
- optional add-on iPod docking station.

Using a pure stereo approach, the Solo Movie 2.1 delivers a fully evolving sound delivered either by a stereo pair of loudspeakers or smaller ‘satellite’ speakers with a companion subwoofer. When coupled with the rDock or rLead, the iPod interface offers an integrated solution and the best sound quality possible. Like the 5.1 version it comes inclusive of a dedicated learning remote control giving the user simple control of the TV and SKY or Freeview receiver.

## Is it really time to say ‘au revoir standby’?

The impact of society’s ever-increasing energy consumption is something we are all becoming acutely aware of, and something we as individuals should consider seriously. We are of course taking this very seriously here at Grahams and have been designing and planning many of our installations more recently to take energy efficiency and consumption into account.

Within our homes, items such as cookers, lights, and heaters are obvious consumers of large amounts of energy, but other less obvious things cumulatively make a significant impact. Our whole house control systems allow intelligent control of lighting which can save vast amounts of energy. We are now starting to put ‘economy’ buttons on our touch screens which can reduce lighting loads across the whole house at the press of one button.

*Continued on page 4*



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## stocking fillers

### project USB phono box II

Project has released a new phono stage that allows you to transfer vinyl directly to your PC. Your existing turntable plugs into the phono stage, both MM and MC compatible, and a mini USB – USB lead connects it to the computer. It doesn't come with any PC software; however a variety of freeware programs can be downloaded from the Internet. This is a wonderful way to transfer all your precious vinyl on to hard disc for archiving purposes or just listening to on your MP3 player. £75



### the lutron solina dimmer (£37.50)

for table and floor standing lamps is ideal for living rooms as well as bedrooms for bedside lighting. This elegant dimmer is a simple "plug and play" and is available in three colours, white (£37.50), pink and black (£47).

Whilst we normally use Lutron HomeWorks for our whole house integrated systems, we can also recommend their Rania and Lyneo range of stand-alone, in-wall dimmers which are simple to fit, and replace standard wall switch. Prices start at £32. See [www.lutron.com/europe](http://www.lutron.com/europe) for more details.

### arcam rdock

We have featured this product in recent newsletters, but this is without doubt worthy of another mention. The Arcam rDock is simply the best way to connect your iPod to your hi-fi system. £139.



## meridian on-wall speakers

For many years, Meridian has been making leading edge loudspeaker designs that offer the highest levels of performance available. These speakers are generally active designs with built-in power amplifiers. They have now introduced a range of custom speakers designed for discrete installations. These include in-ceiling, in-wall and on-wall models.

The 300 Series consists of three ultra-slimline models - the 320w, 330w and 350w - all of which are offered as in-wall (surface grille), flush-mount (completely hidden), and on-wall designs. They feature a wide-dispersion ribbon tweeter for superb performance in any location.

Both series are available as passive models driven by conventional amplification or, as a "remotely active" system, driven by the new Meridian G41 powered crossover/amplifier.

The results are unparalleled performance from a custom install loudspeaker system; easily comparable with Meridian's stand-alone designs, but with the flexibility of invisible, semi-visible or slim on-wall mounting capability; providing solutions for most applications.



## meridian F80 – new finishes

When we introduced the new Meridian F80 in our last newsletter we should not have been surprised by the tremendous customer interest in this stylish, compact audio system. Meridian has now added two more great reasons to own the F80, with two new special edition Ferrari high-gloss finishes - a rich, burgundy Rubino Micallizzato and Grigio Silverstone, a smart gunmetal graphite – available from now until the end of the year at no extra cost. Further accessories will become available in the near future, so watch this space.



## neat momentum 4i

Neat has released a new speaker that is refreshingly easy on the eye and due to some clever internal design, produces an extremely impressive sound. The Momentum 4i is a 2.5-way floor-standing speaker that features four drive units in each speaker. However, due to the radical use of the isobaric design, only the tweeter and mid/bass unit are visible. The mid/bass units have been modelled on the top of the range Ultimatum series and the tweeter is a titanium inverted dome design. Neat Acoustics has all of the crossover components custom made to their exact specification. They are efficient with a sensitivity of 88dB into 8 ohms, which should present no problems when using a good integrated or pre/power amplifier. Sonically the speakers produce a very clean and open sound with strong emphasis on full yet taut bass reproduction. They have excellent timing qualities and give an engaging experience that works in real listening environments. All of this technology is housed in beautifully crafted veneer cabinets, available in four real wood finishes; cherry, oak, maple and rosenut. Other finishes are available by special order.



## new pioneer 8<sup>th</sup> generation plasma

Pioneer has a long history of producing excellent television screens. Grahams has supplied and installed them over the years, and they never failed to impress customers. The new 8<sup>th</sup> generation 'Kuro' (translates from Japanese to 'black') screens are capable of producing the deepest blacks and richest colours around.

The new models are a 42" PDP-428XD and 50" PDP-508XD, both HD ready 720p 'Kuro' screens with integrated Digital DVB-T Tuner; and the 50" PDP-LX508D and 60" PDP-LX608XD, both full HD Ready 1080p 'Kuro' Screens.

The 8XD range is stunning, and 'spot-on' with a clean understated finish. At the heart of the new Pioneer high definition plasma TV is the revolutionary high performance panel that keeps the image exceptionally clear and bright at all times. The screens feature integrated digital DVB-T tuners, multi-screen options for picture-in-picture and 'Home Gallery' functions, these let you view images from a USB memory card or use the USB 2.0 to interface with a digital camera directly to the plasma.

Bottom-line? We've rarely seen such amazing picture quality from a high definition TV. We have tried a number of DVD players with HDMI, and every time the screen produced a superb picture. Although Pioneer Plasma TVs tend to be more expensive than the average, they do deliver what they promise and the extra outlay pays huge dividends.



## president david

In July 2007 David Graham was inaugurated as the President of The Rotary Club of Golders Green. Rotary International is a global network of service volunteers.

The main objective of Rotary is service, both in the community and throughout the world. Rotarians build goodwill and peace, provide humanitarian service and encourage high ethical standards in all vocations. The Rotary motto is "Service Above Self." It is the World's largest service organisation for business and professional people, with some 1,210,905 members operating in 168 countries.

This year, as president, David is supporting a number of local charities which includes Nordoff Robbins Music Therapy. This is an interesting charity with a clear connection to our business at Grahams where music is so fundamentally important.

Music is an intrinsic part of all of us. Pulse and rhythm are found in our heartbeat, our breathing and our movement, melody is created in our laughing, crying, screaming or singing. These intimate connections with music can remain despite disability or illness, and are not dependent on a musical training or background. Because of this, music therapists can use music to help people from the very young to the very old and with a wide range of needs. For more information please see the following sites:

[www.rotarygoldersgreen.org.uk](http://www.rotarygoldersgreen.org.uk)  
[www.nordoff-robbins.org.uk](http://www.nordoff-robbins.org.uk)



## loewe range on display

As many of our customers are aware, Grahams has stocked and recommended Loewe TV systems for many years. Now that TV screens have become an integral part of most entertainment systems in the home, we have decided to display a more comprehensive range of Loewe TVs. The new arrangement will see us showing two models from the Spheros, Individual and Xelos ranges and two from the new Connect range to be launched in January. There will also be a new DVD recorder and wireless rear surround speaker package.

To enable us to display and demonstrate these more effectively, we are redesigning the area that is currently Studio 5. As we put the final touches to the design, we also plan to feature other lifestyle solutions such as multi-room control keypads, universal remote controls, surround, in-wall and in-ceiling speakers, television mounts and swivel brackets.

what's new at grahams



## philips pronto tsu 9600

The original Philips Pronto universal remote, introduced way back in 1998, offered a level of programmability and customisation totally unheard of at its price; it quickly became a success with installers and end users alike. But over the years, other companies have introduced smartly designed models of their own. In launching the Philips Pronto TSU9600 touch-screen control panel, the new Pronto aims to reclaim its crown as king of remotes.

The sleek looking Pronto is designed to work with every brand of equipment on the market; and for anything not included in its vast code library, it can 'learn' new codes. It features a 3.7" LCD screen and can be used as a simple Infra-red universal remote control or with two optional extenders to maximise control. The RFX9400 Wireless Extender can control your AV system, lighting and on-line music throughout the home via Wi-Fi. Even more impressively, the RFX9600 Pronto Serial Extender - which incorporates all the above features - can also trigger automatic curtains, projection screens and other devices providing a solution that can be used by all the family.

The TSU9600 is a quality device that, with an extender, can become the centre of an entire smart home system and provides a competitive solution that brings this technology into a more affordable area.



## Is it really time to say 'au revoir standby'?

*continued from front page*

We are also looking at all products we sell to identify their power consumption both in-use and in-standby so we can decide which items in our systems should and could be usefully powered down when not in use.

Many manufacturers often do not publish comprehensive information on the 'standby' consumption of their products, suggesting that they do not consider it relevant, at least not yet. This may in time change due to increasing consumer awareness and desire for this sort of information, but for the time being we are measuring this ourselves.

### So what do things really cost to run?

A useful item for comparison is a fridge freezer. Typically, an A+ rated fridge freezer costs around £33 per year to run.

An LCD TV costs around £11 a year to use; a plasma costs £50. In use, LCD clearly beats plasma with regards to power consumption. However, the situation is reversed when 'standby' power consumption is considered. A Pioneer plasma costs less than a pound to leave on standby for a year; this may, in part, be due to Pioneer's specific commitment to reduce power consumed by standby. As a reference, this is about the same current as leaving your phone charger plugged in!

However, it is not quite as clear-cut as just switching equipment off when not in use as there are downsides to this approach. Electricals often perform at their best when they are warm and stable. Your Sky+ box won't be able to record if you unplug it from the mains and you will also start getting letters from Sky to say the box is not connected to a phone line when it tries to do updates over night. There is some concern that regularly switching electrical items on and off stresses the components within them, and significantly reduces their lifespan. This means they could fail sooner and have to be disposed of. This might have a higher financial and environmental cost than if the item had been left on standby and had had a longer lifespan.

The recently introduced "Waste Electrical and Electronic Equipment" (WEEE) directive has put the onus on manufacturers to contribute towards re-cycling costs. As a distributor, Grahams is a fully paid-up member of the Distributor Take-back Scheme (DTS), operated by Valpak, which supports and enhances a network of collection facilities where consumers can return their old EEE for recycling free-of-charge. More information on these facilities can be found via [www.recycle-more.co.uk](http://www.recycle-more.co.uk).

In conclusion, if an item is being used regularly, it is probably best to leave it in standby between uses. This will ensure it performs at its best and lasts longer. But, if an item is to be left for an extended period of time, switch it off to reduce energy wastage.

Perhaps not quite time for 'au revoir standby', but its aims are sound and manufacturers appear to be taking heed - Pioneer's plasmas being a good example. At Grahams you can be assured that we are taking this very seriously and want to play our part.

For more information you can read more about this on our website [www.grahams.co.uk](http://www.grahams.co.uk)

## carbon offset

We are going to sponsor 50 trees in the Pestalozzi Rotary forest in the name of our first 50 customers who purchase a system from us in December. This small gesture will help go towards offsetting the production of CO<sub>2</sub> which is normally a bi-product of creating energy by burning fossil fuels. In simple terms, trees breathe in CO<sub>2</sub> and exhale harmless Oxygen.

## new staff

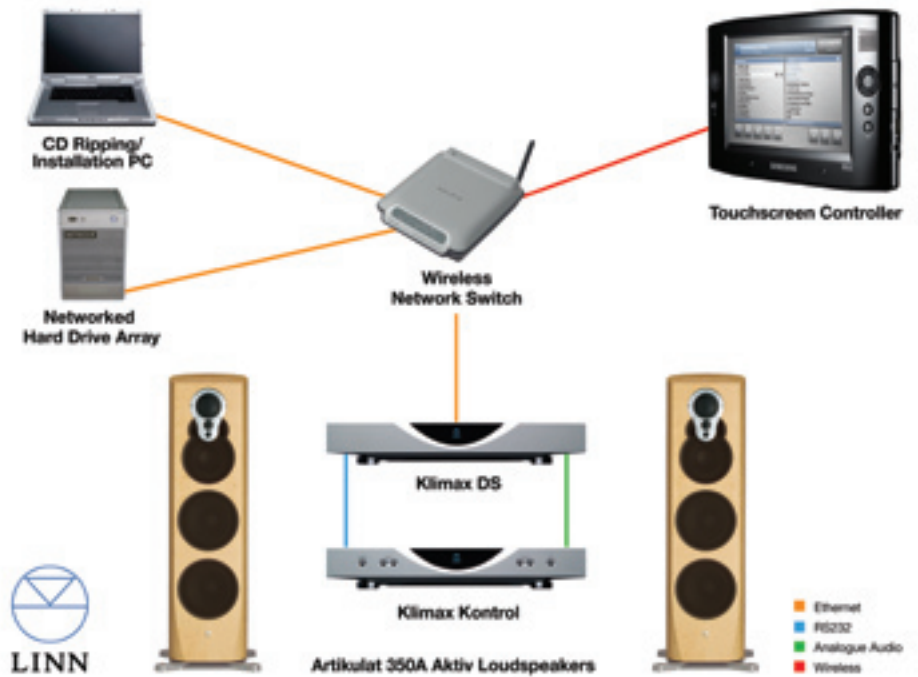
**Adrian Nesbitt** joined us this summer as an installer. He was born in New Zealand, but spent many years in Sydney, Australia where he worked in the AV installation sector. In his spare time he listens to rock music and plays bass guitar.

**Simon Nancekivell** also comes from New Zealand, where he has spent the last seven years working as an AV installer. He joined Grahams this summer to continue his trade in the UK. His hobbies include snowboarding, mountain biking and squash.



## should we be certified ?

As part of the continuing drive for high standards within the industry, CEDIA (the Custom Electronic Design and Installation Association) has announced that professional certification will be mandatory for all UK based CEDIA ESP members from January 2008. The CEDIA Certification program defines a series of benchmarks for designers and installers and was set up to provide a valid, credible and reliable method of certifying individuals working within the industry. We are pleased that whilst this will be mandatory from next January, Grahams already has a number of certified designers and installers on its team and last June, Phil Cottle, one of our project managers, attained the highest mark in the group when he sat "Designer Level 1".



## the digital klimax has come at last...

At Grahams we have been using hard-disk based music servers for a number of years, and Linn in particular were at the forefront of this technology. The recently introduced Linn Klimax DS is the first real high-end hi-fi product that takes a digital stream over a standard home network and sets a new, previously unattainable, sonic standard.

The Klimax DS is an original LINN design and completely open, supporting the highest quality formats (including FLAC and WAV) and is controllable through the UPnP™ AV 2.0 open standard. This means users can quickly and easily access and control their music through a wireless, Ultra Mobile PC or similar device. The music can be stored on standard networked hard drive devices (NAS drives) and is totally scalable.

Our initial listening test showed this device to potentially out-perform the same music played on our highest quality CD players; it is easily in the same league as the Linn CD12 reference CD player. Storing music in this way also opens the door to studio quality playback of downloaded material which Linn are already offering via their record label.

This is undoubtedly the most exciting product we have seen for some time that really addresses the needs of audiophile listeners who want all the convenience that digital media storage can provide. Think of it as the iPod's big big brother.



## grahams supports NSPCC concert

Once again, Grahams was proud to have sponsored the 5<sup>th</sup> Festive Flutes concert for the NSPCC at St James' Church, Prebend Street, N1. Festive Flutes, who returned to perform for the third time, are a dynamic group of lady flautists who arrange music that they consider to be monumental and unforgettable. The concert, entitled 'Overnight Sensations', included hits from the world of opera, film and musicals.

The funds raised will help contribute to the ongoing work carried out by the NSPCC in the local area to protect children, and also a much needed 24-hour service and helpline.

Our thanks go to Elizabeth Walker and the local Islington Committee for arranging this event. More details can be obtained about future events, including how you can join the local committee, by contacting the NSPCC Appeals Manager, Danielle Moore on 020 7596 3700 or email [dmoore@nspcc.org.uk](mailto:dmoore@nspcc.org.uk)



## competition winner

The first prize winner of the Arcam Solo competition (featured in our Summer 2007 newsletter) was **Mr C Gross**. The runner up prize went to Julian Kerr who won an Arcam rDock.

Congratulations to our winners and many thanks to those of you that took the trouble to enter the competition.

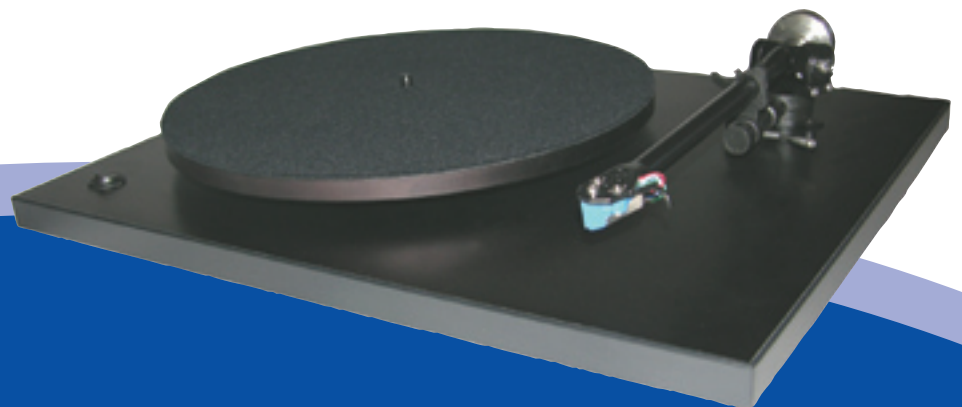


## rotel rsx-1058

Following on from the great success of Rotel's RX 1052, a two channel, four zone stereo, multi-room amplifier; Rotel has now released a 5.1 channel cinema version. As well as offering 5.1 channels of surround sound, the RSX-1058 also includes a high performance video scaler that can up-sample all the video sources to 1080p resolution. It has four HDMI inputs and one output allowing for connections to and from the unit to be of the highest quality possible. Like the two channel version, the real bonus with this receiver is that it provides four additional zones of two channel audio. With the addition of optional keypads and power supply, remote access to basic control functions for a variety of sources is allowed. Overall, this is a very versatile product that can solve a number of audio problems in one go.

## rega p3-24

By Rega's own admission, the inspiration behind updating the P3 came from them looking back at the virtues of the classic Planar 3. "No unnecessary frills; rugged reliability and outstanding musical performance". To this end, they have redesigned the plinth, power supply and tonearm. The plinth now offers improved rigidity due to the use of "phenolic resin laminates". The biggest change is in the motor and power supply areas; the motor is now the same high quality, low vibration motor that is used in the more expensive P5 and P9 turntables. This now allows for the addition, as a separate upgrade, of an external power supply which is a significant sonic improvement and also gives the ability to switch speeds at the touch of a button. The final main change is in the tonearm. The ubiquitous RB300 was the bench mark for budget arm design for many years. The new RB301 still retains the simple looks of the 300 but has used an improved vertical bearing housing, which improves rigidity and places less stress on the main arm bearings. Overall these improvements add up to a turntable that deserves to carry on the Rega Planar mantel.



# what's new at grahams

# grahams recommended music



## 1. Wilco Sky Blue Sky

Recorded at 'The Loft', Wilco's studio, on the top floor of a building in Chicago's Irving Park. The album was recorded direct to tape with hardly any overdubs. Tweedy sings live in the room with the other musicians, making for a much more collaborative effort. The six of them, including Nels Cline, would sit in a circle for hours, methodically working on one song at a time. The album has a tight, mellow feel with deliberately less reliance on studio effects, as Tweedy said "we just wanted to sing some songs".

CD £14.00

CD + DVD Ltd Edition £14.00

(whilst stocks last)

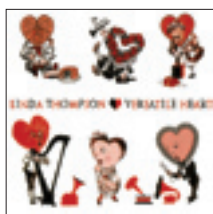
2LPs + CD £22.00



## 2. John Fogerty The Long Road Home

In dispute with his record label, Fantasy, for 30 years over royalties, Fogerty had stopped performing his Creedence Clearwater Revival songs. When Concord Music bought Fantasy in 2004 they restored his royalties, he re-signed for the label and brought out a retrospective CD, 'The Long Road Home'. Now he feels able to move on and record a new album and, once more, do his "swamp-rock thing". As he said "it was a way, finally, for me to be reconnected and re-associated with the music I had made so long ago".

CD £14.00 180grm LP £15.00



## 3. Linda Thompson Versatile Heart

Linda is joined by son, Teddy, who plays guitar and has co-written many tracks with her, and daughter, Kamila, who contributes one song, making it a real family affair. Despite making her name as one half of Richard and Linda Thompson in the 1970s, like her erstwhile husband, she is in fine form today. Her detached, but vulnerable voice allows her to tell emotional tales movingly. This CD includes a track called 'Beauty', written for her by Rufus Wainwright, and features a duet with Antony, from Antony and the Johnsons.

CD £14.00

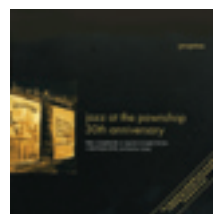


## 4. John Fahey The Yellow Princess

Although Fahey owned his own record label, Takoma, the great guitarist and composer recorded this album in 1968 on the bigger Vanguard label. Fahey plays solo steel-stringed acoustic guitar, with his usual unique mix of folk, blues and classical influences, but here he is uncharacteristically joined by members of the rock group, Spirit, on a few tracks, to great effect. The LP is re-mastered from the original master tapes by Steve Hoffman and Kevin Gray and pressed by RTI on the Pure Pleasure label.

CD £9.00

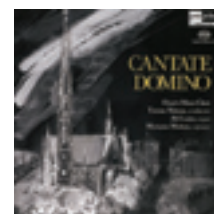
180grm LP £20.00



## 5. Various Artists Jazz At The Pawnshop 30<sup>th</sup> Anniversary

This is the definitive version of the most famous audiophile jazz album ever. Arne Domnerus, alto saxophone, Bengt Hallberg, piano, Georg Riedel, bass, Egil Johansen, drums and, on the second night, Lars Erstrand, on vibes, in a small jazz club in Stockholm on December 6 and 7 1976, recorded on to a pair of 2-track Nagra tape recorders with 2 matching microphones placed on stage with a few others in the room picking up the atmospherics. The most natural live recording with performances to match.

3 X SACD Box Set + Bonus DVD  
(interviews 2006) £25.00



## 6. Cantate Domino

Another Proprius audiophile recording celebrating its 30<sup>th</sup> anniversary is Cantate Domino. This is the Christmas album to own, and one that is on permanent demonstration at Grahams all the year round, as a reference recording of works for chorus, brass and organ. From the opening notes from an organ in Enrico Bossi's 'Cantate Domino' to the last note from Irving Berlin's 'White Christmas', the atmosphere captured by a Revox A77 and 2 Pearl TC4 microphones, is tangible. It was re-mastered for SACD in 2003.

SACD £14.00

This selection of music is available for collection or by mail order. Contact us by phone, e-mail, fax or post. Our contact details are on the front page of this newsletter. Postage & Packing for 1 CD is £1.00 and for 1 LP or up to 4 CDs is £3.00, with the box set counting as 4 CDs. There is a maximum charge of £5.00. There is a 10% discount for anyone purchasing all six recordings.

## arcam ms250

Following our pre-launch feature on the new MS250 music server back in our Summer 2005 Newsletter; we were informed that Arcam had put the project on hold for various technical reasons. These issues have been resolved and Arcam has now started production. We are pleased to announce we now have a unit on demonstration.

As a reminder, the MS250 music server is a high-quality music replay and storage device incorporating an Arcam-quality CD player with a built-in 400Gb hard drive. It can store some 640 uncompressed CDs or up to 4,800 CDs (about 80,000 tunes) in compressed audio formats. Unlike most other music servers, the sound quality of the MS250, when stored in uncompressed WAV format, is as good as any dedicated Arcam CD player.

It supports up to four audio zones, via analogue, and lets you make compilations of your own music on to CD-R. When connected to the Internet, it can automatically access an internet database and recognise the vast majority of CDs that contain track lists, timings and genre information, as well as providing access to internet radio stations from around the world. The quality of internet radio will of course be dependent upon the data rates broadcast by the radio stations and the speed of the internet connection.

From the front panel you can browse and select playlists or with the external video output provided, get more information on your TV. The music on the MS250's hard drive can be backed up to an external hard drive.

A very useful feature is its two analogue inputs allowing you to record LPs on to the MS250. Vinyl records will of course need to be played through an external phono pre-amplifier. You can also replay music stored on your iPod or other portable storage device through one of the MS250's analogue inputs.



## christmas opening hours

Our opening hours over Christmas and New Year will be as follows:

Saturday	22 <sup>nd</sup>	December	9 am – 6pm
Sunday	23 <sup>rd</sup>		<b>CLOSED</b>
Monday	24 <sup>th</sup>		<b>CLOSED</b>
Tuesday	25 <sup>th</sup>		<b>CLOSED</b>
Wednesday	26 <sup>th</sup>		<b>CLOSED</b>
Thursday	27 <sup>th</sup>		10am – 8pm
Friday	28 <sup>th</sup>		9am – 6pm
Saturday	29 <sup>th</sup>		9am – 6pm
Sunday	30 <sup>th</sup>		<b>CLOSED</b>
Monday	31 <sup>st</sup>		<b>CLOSED</b>
Tuesday	1 <sup>st</sup>	January	<b>CLOSED</b>

## grahams nominated finalist in the CEDIA 2007 awards

In our last newsletter we featured an installation that was our most unusual custom project to date; this included a motorised letter box lift. In this day and age, where many people have high-tech homes and very particular needs, this is one of the features that make for a unique talking point. We were nominated as one of the three finalists in the ‘most unusual’ category in the 2007 CEDIA awards.

Full details can be found in the installation section on our website including a video clip that shows this in action.

## congratulations



**Tony Graham** celebrates his Golden Wedding Anniversary. In this celebration year for anniversaries, it would be inappropriate not to mention that our MD Tony Graham celebrated his 50<sup>th</sup> Wedding Anniversary. He and his charming wife Eva celebrated their anniversary in September. They hosted a lunch for family and close friends and treated themselves to a holiday in China in October. I am sure you will join us in wishing them many more happy and healthy years together. This picture from the archives shows them on their wedding day, we don’t think that they have changed much since that day so they must be doing something right.

**Jude Martins** is celebrating his 50<sup>th</sup> birthday this month (December) and has planned a big celebration with his family and friends at The Otter’s Club in Bandra, Mumbai. Jude has been at Grahams for nearly 20 years and we are sure you will join us in wishing him many happy returns.



**Paul Janove** is celebrating 25 years with Grahams. After gaining a degree in English and a brief spell working in his family business, Paul joined Grahams in October 1982 as an admin assistant to Tony Graham. His passion for hi-fi led him to move into sales after covering in the sales department during staff absences. Several years later he was appointed to the board as sales director. He has a great love of music, especially jazz and he has expanded our music department, procuring many wonderful classics on vinyl and CD. In his spare time, Paul enjoys playing tennis, going to jazz concerts, fine dining and spending time in the Florida sunshine.



## 2008 Calendar

Our Grahams 2008 calendar is now available for collection. Stocks are limited so if you would like to reserve one for collection please call or email us ([sue@grahams.co.uk](mailto:sue@grahams.co.uk)) so we can put one aside for you.

Our newsletters are published on our website as PDFs which can be downloaded. If you would prefer to receive our newsletter electronically, please email us: [newsletter@grahams.co.uk](mailto:newsletter@grahams.co.uk) with our contact details and we’ll add you to our email list.