

On track

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

No. 46 Winter 2011



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

ARENA Magazine

dates for your diary

Thursday 8th December
Home technology event

Designing Future-Ready Homes
3-8pm see back page

Saturday 10th December
Meridian Event 10am-6pm
See page 2

Thursday 19th January 2012
Live concert Barb Jungr
See page 7

grahams calendar

The new 2012 bespoke Grahams calendar featuring some of the beautiful homes we have worked in this past year will be available by the time you read this newsletter. They are limited edition. Please contact us if you would like to reserve one for collection next time you pop by.




new demo rooms

We have been working hard in our basement demo room over the past few months and have revamped the room with some exciting new products, which you need to see and hear to believe.

Whilst the quality of our entry level video projection is at an all time high we have recently added a new projector to our range. At a cool £32,400 this is a significant leap up from our existing offerings, and is manufactured by Digital Projection International (DPI) based in Manchester. DPI manufactures and distributes ultra high-performance DLP® reference standard projection systems for demanding commercial digital cinemas and is perfect for high-end home cinema.

The images are projected on to a DNP screen which uniquely hangs on two thin wires making it look like a large plasma screen. The screen retracts into the ceiling when not in use. Whilst the picture is of critical importance in any home cinema, the sound is equally important too.

 “Walls of sound” is a new concept in pushing custom in wall speaker solutions to the limit. Whilst we carry an exceptional range of in wall speakers predominantly from B&W, Walls of Sound is a different bespoke solution. Walls of Sound not only uses individual, high-end drive units for each sound frequency but also uses the cavities of the wall to perform the function that a ‘box’ would do as part of a traditional loudspeaker design. The other fundamental difference is the crossover which is individually engineered (following acoustic room measuring) to match the exact requirements of your room and your listening preferences. So if you want the performance of a large high quality floor standing speaker, but need it to be unobtrusive, we may have the solution for you. Please call us to arrange a demonstration.

The system in our demo room is set up for either stereo two channel use, or full cinema surround sound and uses the Meridian 861 Reference surround processor for both purposes.

Finally, our demo room also includes Lutron lighting control and some of the latest examples of our Crestron control solutions using an iPad as the interface.



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stocking fillers

Arcam R Cube

Looking for a stocking filler? The Arcam R Cube may be the answer. This portable music system is now available for an amazing £350.

This mighty mini has the ability to fill a medium sized room with sound totally unaided by any wired connection whatsoever. It has a rechargeable internal battery pack making it fully portable. It can obviously run on mains power too. It has a built-in iPod dock, remote control and you can also stream to it from your PC or iPhone/iPad with the separately available rWand/rWave wireless dongles.

We have a number of them available for a home trial. Please call us for further details.

B&W C5

It's now some 18 months since B & W launched its 'conventional' P5 headphones and they have proved overwhelmingly successful being both extremely comfortable and sounding great.

Building on this experience B & W has introduced an 'in-ear' model. The C5 is based on identical aspects of transducer engineering developed for the P5 and it is clear B & W has produced another winner.

To extract the best performance from the C5 it is critical that the ear piece is a really snug fit in the ear. They are supplied with four different sizes of ear buds to facilitate this and once they're in the right place you are cocooned in your own acoustic world. If you feed them from a high quality source, they have to be heard to be believed. The C5 costs £150.00 including carrying pouch and iPhone/iPod/iTouch ready connecting lead.



meridian event saturday 10th december

Grahams Hi-Fi has been working closely with Meridian for nearly 40 years and were one of Meridian's first UK dealers. To celebrate this successful partnership, we would like to invite you to our special Meridian event on Saturday 10th December 2011 held at Grahams.

We are thrilled and delighted that co-founder and Technical Officer of Meridian, Bob Stuart, will be joining us. **Bob Stuart** studied psychoacoustics, a branch of psychology concerned with the human perception of sound, at Imperial College London and he is at the forefront of Meridian's technological research and product development. Meridian developed the first audiophile CD player in 1974, the world's first consumer digital surround controller, and the MLP lossless packing system included in Blu-ray Discs. The company's optical disc players, DSP-based loudspeakers, video projectors, and scalars are unique in the industry, maintaining a super-quality digital signal throughout the path from the studio to the home, using advanced digital signal processing. It is Bob's pursuit of the perfect experience that drives the technical side of the company and continues to inspire the constant innovation behind Meridian's products and reputation.

We have a range of exciting things for you to see and hear. Firstly, Bob will be demonstrating the Meridian 40th Anniversary System, and will give us an insight into how this limited edition reference system came into being. We will also be featuring Meridian's award winning Sooloos Digital Media System and DSP Theatre System. For those car lovers amongst you, we will have in the courtyard, two of the recently-launched compact Range Rover Evoque 4x4s which feature Meridian's Surround Sound System - providing the opportunity to experience the superb sound system first-hand.

This is a rare opportunity for both music lovers and people interested in cutting edge audio technology to have a chance to hear Bob Stuart talk, as he is not normally allowed out these days! So please do come and join us for the event. It is informal so pop in any time from 10am to 6pm on Saturday. If you are able to come please call or email to let us know and you can expect a warm Grahams welcome.



*The Meridian
40th Anniversary System*

We will be demonstrating the following new Meridian products...

meridian DSW - its first true digital signal processing (DSP) subwoofer

Designed to support a wide range of Meridian DSP Loudspeakers, in a variety of applications for two-channel and surround systems, Meridian's new DSW subwoofer is optimized for both music and for Meridian Digital Home Theatre. It brings a range of other performance enhancing features that are only possible in a true DSP Loudspeaker. Meridian has been producing Digital Signal Processing loudspeakers for years, at all levels of performance and price. Now, for the first time, they are releasing a DSP subwoofer designed to complement their loudspeakers.

In addition to being suitable for use with any Meridian Surround Controller, the DSW is ideal for use in a system incorporating the Sooloos Audio Core 200 – for example with a pair of the new DSP3200 loudspeakers.

DSW is offered with two high-gloss paint finishes: Traffic White and Traditional Black.



meridian DSP3300s

The new Meridian DSP3300 is a compact, multipurpose two-way digital active loudspeaker. It uses similar electronics and speaker unit technology housed in a more conventional cabinet, designed to deliver outstanding levels of power and clarity in rooms where space is limited.

The versatile DSP3300 is ideal for use in Meridian Digital Theatre applications where it can be used singly as a centre channel; in pairs as main left and right channels or as surround channels. They are also ideal for building into cabinets. Digital Signal Processing is used to implement a sophisticated loudness control that allows the DSP3300 to deliver a bigger sound that remains balanced at low listening levels

The DSP3300 is offered with two high-gloss paint finishes; Traffic White and traditional High Gloss Black at the retail price £ 2,250 each, including VAT.

meridian media drive 600

A new edition to the Meridian Sooloos range is the new Media Drive 600, which is a dedicated system storage solution that can be used as a modular element when building a new system, or to add further storage to any existing Meridian Sooloos Digital Media System. The whole Sooloos range will be on demonstration for you to see, hear and experience.



Turntable Accessories

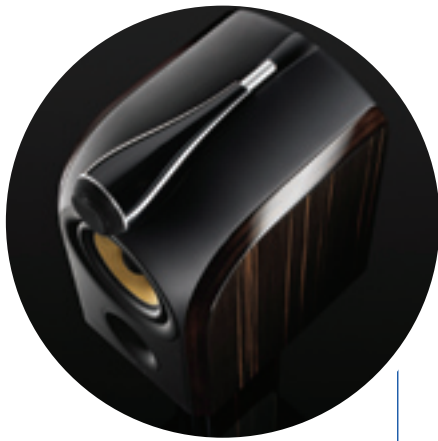
For those of us still playing records, (there are many, including an amazing number of youngsters), it is an extraordinary fact of life that few people view record hygiene with any more concern than a wipe with a damp cloth, or at best a sweep of a brush inherited from a distant relative.

We offer our Keith Monks wet /vacuum cleaning service which costs £1.50 a disc with spectacular results. If you fancy a more DIY approach we import and sell a German wet cleaning system called Knosti. It has proved enormously popular over the years and, at £48 for the whole kit, it remains great value and is really easy to use.

Finding a replacement for the ubiquitous carbon fibre brush has also proved difficult recently, but we now have in stock again a suitable brush @ £17. A gentle sweep will keep the majority of dust at bay but not attack major contamination in the way a wet clean will.

We also sell a good quality replacement inner sleeve for 40p and to keep your stylus clean, there is nothing much better than Linn's "green" paper which we can supply free of charge in small quantities. Pop into Grahams if you would like some.

new products



b&w pm1 stand mount speakers

When B&W introduced the incredible 800 Diamond range last year, the smallest stand mounted speaker (the 805) was elevated to a new performance level but it also moved into a new price bracket. We felt this left a gap in the range and something compact but of outstanding quality was desperately needed for people who could not stretch to the price of the diamond 805. Addressing this, we are delighted that B & W have now introduced the PM1 with matching floor stands.

The PM1 is a compact 2 way loudspeaker that totally defies the normal laws of physics by producing a sound of incredible scale and a particularly refined midrange & treble.

Starting from the top of the cabinet, many people will recognise the B & W signature trademark of the externally mounted tweeter housing. This contributes hugely to the PM1's ability to sound both open, but especially detailed throughout the treble range of frequencies, simply cleaner clearer music.

Moving down the cabinet can be seen B & W's chosen mid/bass unit construction of Kevlar & Aluminium. B & W have used their well proven Matrix cabinet design which provides a solid and rigid enclosure and is normally only available in the much more expensive 800 series.

A truly wonderful creation, the PM1s cost £2,000 a pair or £2,400 including matching stands.

ifa - berlin consumer electronics show

During October our Simon Thurston went to Germany to learn about the forthcoming Loewe products (on the horizon) and to have a look around the IFA show. Loewe training was held at a hotel and allowed many UK dealers a chance to see new TV and audio products only then in the pre-production stage.

Afterwards there was a chance to look around the extensive Loewe stand at the IFA show and visit the rest of the show. Of particular interest amongst the new Loewe offerings were their outstanding fully functional concept screens and in the rest of the show was the first showing of 3D screens without the need for glasses. Whilst 3D is still in relative infancy, clearly the need to watch without glasses is an important development but it will probably be another year or two before the technology becomes main stream.

rega news

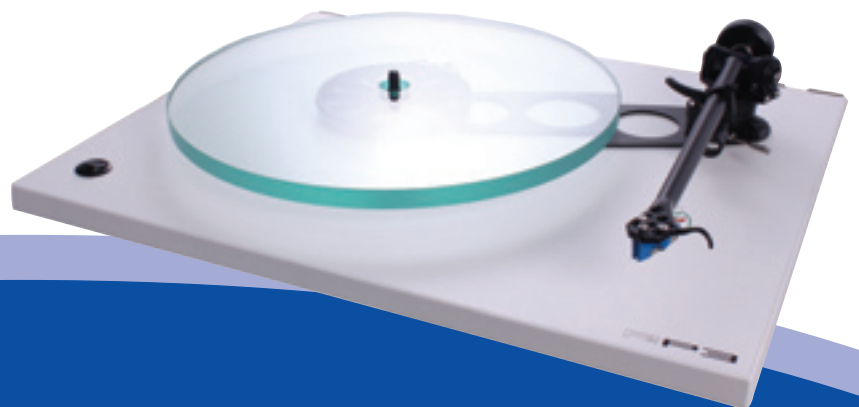
Long established as one of the worlds most innovative specialist audio manufacturers, Rega has been very busy recently revisiting a number of their existing products, including the Apollo CD player and its turntable range.

In our last newsletter we talked about the Brio R amplifier & Rega's DAC which were the first products to adopt the new Rega casework. These have now been followed up by the Apollo R top loading CD player which promises a big lift in performance over its predecessor, the multi award winning Apollo. By the time you read this we hope to have the first production unit on demonstration. Its estimated cost is £548 inc VAT.

Returning to Rega's true home turf, they have totally revamped their range of turntables starting with the RP1. This has been available for some months now but has proved to be amazingly popular especially as it sells, ready to play, including cartridge for £230.00 or £298 including a higher spec belt, mat and the Bias 2 Cartridge. The higher spec kit is available as an upgrade to existing RP1 owners for £80.

The RP3 replaces the ubiquitous P3 & later the P3/24. This has been entirely rethought as a design and although it may appear the same visually, everything apart from the lid has been reassessed. It is now fitted with the retooled RB303 arm, improvements have been made in a unique form of vibration control and the motor has been further refined too. Rega turntables have always provided incredible value engineering and performance and the new RP3 continues this tradition. The turntable costs £475 without cartridge (a choice of cartridges starting at £65), or at £549 including the Elys 2 cartridge.

Finally the P5 will be replaced by the RP6 which will include the new TTSPSU external power supply. This will incorporate all of the improvements mentioned above but taken to the next level. It will cost £800 excluding cartridge.



new products



naim nd5 xs

Naim has followed up its high quality digital streamer with a new model, which sits in the XS family. The ND5 XS uses the same streamlined casework as the rest of the XS series, whilst making the most of the technology used in its bigger brother, the NDX.

As with the NDX, you have a choice of either using the front panel display and remote control or the iTouch/iPhone/iPad app to control the ND5 XS and the functionality remains the same also. You can also stream digital music, access a multitude of Internet radio stations and their Podcasts. Connecting your iPod to the front panel socket allows access to the music stored on your iPod. The ND5 XS connects either wirelessly or by a wired connection (preferred) to your home network. You can also improve other digital sources by using one of 3 digital inputs on the back, which allows use of the high-quality internal DAC.

With the introduction of the ND5 XS we now have an even wider range of performance and cost options. Why not arrange a demo to show you what is possible?

The ND5 XS is available now for £1,925 or £2,175 including a DAB/FM Module.

naim superuniti

Naim has released a new version of its extremely popular Uniti called the SuperUniti. This takes forward the premise of a high quality single box music system and greatly increases the performance by removing the CD player in order to allow for a higher quality amplifier to be included. The SuperUniti is based on the streaming capability of the UnitiQute combined with the amplifier from the SuperNait. This has produced a very high quality all-in-one player capable of partnering much better speakers than the Uniti is capable of driving on its own.

The SuperUniti has no less than 6 digital inputs including the, now standard, iPod USB interface on the front, which is capable of digitally transmitting your music from the iPod for the best performance and also playing music from a USB key/fob.

The SuperUniti has replaced the CD player with a large, comforting volume knob but retains the internal DAB/FM radio as well as Internet Radio capability. It is a great continuation of their Digital Streaming offering and we would highly recommend popping in for a listen. If you are looking for a simple, single box solution capable of high performance then this has to be high on the list of systems to look at. The Naim SuperUniti costs £3,250 and is available now.



naim updates

Naim has released updates to all of its streaming models (UnitiQute, Uniti, NDX) to allow streaming of 24bit/192kHz files as well as Apple Lossless files up to 24bit/96kHz. The Uniti and UnitiQute will also have a new alarm clock feature in addition to this. These features are standard in the new ND5 XS and SuperUniti. Because these updates are all hardware based, it will require the unit being returned to Grahams for updating.

The NDX update will cost £125 for any units purchased before 1st July 2011, and if they were bought after this, the upgrade will be carried out free of charge. The Uniti and UnitiQute updates will cost £250. Over the next few months the cost of a new Uniti and UnitiQutes will rise by £175 and until then, current versions are still available at the lower spec and price.



If you have an early Uniti with the nLink connector on the back this will need to be returned to Naim for an additional upgrade first. Please contact us for further information.

naim focal jm lab merger

United by their passion for perfect sound, leading high-end audio brands Naim Audio and Focal, recently announced their merger to create a new European leader in the audio industry. A new holding company will be called Focal & Co. The brands will remain independent in most aspects, with the most positive benefit being collaboration in Research & Development. By bringing together these hugely talented companies, Focal & Co will create an industry leading R&D capability to propel the Naim and Focal brands to the next level of innovative and high quality audio in the world of hi-fi technology.

range rover evoque - meridian system

Meridian and Range Rover both share a British heritage. The new partnership began with the all-new Evoque model launched in the UK on 8th September.

The Evoque is available with two optional high-end Meridian sound systems. The Meridian Sound System, a 380-watt, 12-channel stereo system featuring 11 loudspeakers including a special dual-channel subwoofer, or the Surround Sound version featuring a full 15-channel stereo/surround system running 825 watts and driving 17 loudspeakers mounted around the vehicle.

We will have two Evoques at Grahams on Saturday 10th December. See page 2 for details.



to have it all

Our “To have it all” installation in this issue features a West London property which we have recently completed for a property developer. This beautiful home is on the market and includes a Grahams home technology solution.

It is now standard specification that any luxury property within London should include sophisticated lighting, AV systems and integrated home control. These requirements should be considered from the design stage by the architect and interior designer, and ideally this is when Grahams should really become involved.

This property is one of many we have worked on with Anna Owens Designs over the past few years and is located in one of London’s most desirable areas. The home has been completely renovated with a new basement and a large rear extension. As the location is in a conservation area there were strict guidelines that the designers had to adhere to when designing the property. This influenced them to design the property in a way that would blend classic and modern architecture and contemporary design seamlessly.

Our brief was to design a whole house AV system that integrated audio, lighting, blinds and security to all rooms and for it all to be controlled by in wall control panels that matched the aesthetics of the home. Although the technology should be of the most current specification it should not dominate the house and should be discreet. The property had to have all the systems that “tick all the right boxes” and be wired with the correct level of technology and future proofing to allow the final home owner to then expand the systems as required.

Taking on board the need to blend the classic and modern designs, Crestron in-wall touch panels were installed with chrome plates that matched all low level mains outlets and Lutron lighting controls. These panels controlled the audio and video systems in the house as well as the lighting in certain areas and were able to view all cameras around the property including those at the front gate and front doors.

The lighting system itself incorporated over 150 lighting circuits and 25 motorised blinds all of which were controlled by polished chrome Lutron switches or the Crestron panels. In addition to the on-wall touch panels an iPad can be used as an alternative control.

A separate “staff house” at the rear of the property is connected to the main house which allows full access to the lighting, security and telephone system.

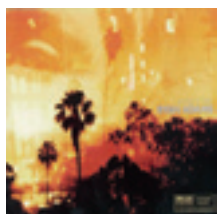
The main house includes a grand dining room, a separate cinema room, playroom, games room with a bar, indoor swimming pool with sauna and steam room as well as a gym.

Much of our work comes through referrals from interior designers and architects and our understanding of the way the AV systems should be incorporated into these type of projects helps produce a stunning finished home as these pictures will show.

The property is on the market for a cool £29 million- an ideal starter home for most. We would be happy to share the commission on any referrals that lead to a sale !

to have it all

grahams recommended music



1. Ryan Adams Ashes & Fire

After a two-year break from music recovering from an inner ear disease, Adams returns with his sparest album yet. Although there is a bass player and a drummer the album focuses on Adams, on acoustic guitar, singing his songs. There is support from Benmont Tench on keyboards, as well as Norah Jones on piano, who also provides backing vocals along with his wife, Mandy Moore. The album is produced by Glyn Johns and mastered by Bob Ludwig.

CD £12.00 LP £20.00



2. Paul Simon So Beautiful Or So What

Simon says of this new album "it's the best work I've done in twenty years", whilst Elvis Costello, in the liner notes, writes "that this remarkable, thoughtful, often joyful record ...is among Paul Simon's very finest achievements." Although released only a few months before his seventieth birthday, the singing, playing, lyrics and production on these songs fit comfortably with his best.

CD £12.00
180gm LP £20.00



3. Gillian Welch The Harrow & The Harvest

It has been eight years since Welch's last album, 'Soul Journey'. This is her most minimalist set yet, with not a trace of drums or bass, just ten original songs beautifully sung and played. Welch sings, and plays guitar and banjo, whilst David Rawlings, her musical partner, producer and co-writer, plays guitar and banjo, and provides seamless harmonies.

CD £12.00



4. Wynton Marsalis & Eric Clapton Play The Blues

Clapton joined Marsalis's jazz orchestra at Lincoln Centre in New York for three concerts in April 2011. Combining the sound of early blues jump-band with that of New Orleans jazz Marsalis wanted these concerts "to sound like people playing music they know and love, not like a project." It must have been a joy for Clapton to sing, and play guitar, with such great musicians, and the sense of fun permeates all these recordings. Taj Mahal also guests on a few tracks.

CD £12.00
CD+DVD £14.00 (limited)



5. Tedeschi Trucks Band Revelator

This is the debut album of blues singer-guitarist, Susan Tedeschi, and blues guitarist, Derek Trucks, who formed an eleven member ensemble, including a horn section, in 2010. Until then, although they married in 2001, they fronted their own successful bands. The music, all written by the band, is a mixture of delta blues and Memphis soul. Revelator was recorded in their own Swamp Raga Studios in Jacksonville, Florida, and mastered by Bob Ludwig.

CD £12.00 2 X LPs £25.00



6. June Tabor & Oysterband Ragged Kingdom

Ragged Kingdom is the follow up to 1990's landmark 'Freedom & Rain' album, which first teamed up Tabor, a traditional folk singer, with Oysterband, a folk-rock outfit. The choice of songs here are varied with traditional ones, arranged by the band, rubbing shoulders with some excellent covers, such as a stripped-down version of Joy Division's 'Love Will Tear Us Apart' with excellent vocal interplay between Tabor and John Jones, as well as a powerful version of P J Harvey's 'That Was My Veil'.

CD £12.00

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 the newsletter. Postage & packing for 1 CD is £1.00 and for up to 4 CDs is £3.00. 1 LP is £3.00 and there is a maximum charge of £5.00. There is a 10% discount for the purchase of all six recordings



linn dsm

With the continuing success of Digital 'Streaming' as a popular way of storing and listening to your music at the highest quality, Linn has added a new range of DSM Systems to compliment its highly successful DS range.

DSM Systems are designed with multi-room audio in mind; anything that is playing on a DSM System can be listened to in any room of the house, using Linn's proprietary 'Songcast' application. Plus, anything plugged into its digital and analogue inputs can be shared across your entire home network and listened anywhere on another DS player without sacrificing quality. From popular formats like MP3 to CD quality, to the highest resolution Studio Masters, from iTunes to Spotify, from iPlayer to YouTube, Internet radio and streamed concerts or anything you listen to on a PC or Mac can be enjoyed through a DSM System.

The Linn DSM systems are available at Klimax, Akurate and Majik level, the Sneaky and Sekrit will remain as they are.

Many of the features which are software based will be upgradable for existing Linn DS products. Please call us for more information,

DSM players are available in black and silver and are on demonstration.

On Thursday January 19th 2012 we are delighted to have Linn Records recording artist, **Barb Jung** playing live at Grahams Hi-Fi. Barb is one of the country's finest interpreters of contemporary song. Always original and inventive, Jung has drawn comparisons with Nina Simone and Peggy Lee.

Please contact us for details and tickets.

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

ARENA Magazine

grahams support the local arts

The Haydn Chamber Orchestra was formed in 1983 and has performed at many fundraising events for charities and it has a long and happy association with the North London Hospice.

The Orchestra has had support from an extraordinary set of stars over the years: Sir Colin Davis, Sir Simon Rattle, Sir Neville Martinson and Nigel Kennedy to name just a few.

On March 10th 2012 the Haydn Chamber Orchestra will perform at a fundraiser for the North London Hospice, at St Michael's, Highgate. The programme will include one of the best known and most-loved violin concertos, the Mendelssohn. The soloist will be Jack Liebeck. Grahams are delighted to help support this event. For further information please see www.hco.org.uk

sponsorship and support

On behalf of some of our staff and the charities they have helped support, we want to thank our customers, friends and suppliers for their generous support over the past few months.

Over the past ten years **Peter Graham** has run nearly 300 marathons all over the world! In September he reached another goal of having run in every one of the 50 states of America, when he ran in Denver, CO. With your help he raised £1,365 for the North London Hospice.

Darren Hancock ran the last London marathon and raised £1,572 for the British Heart Foundation. **Daniel Power** ran the Glasgow Half Marathon in aid of Cystic Fibrosis and raised £200. **Tracy Wise** raised £750 for Cancer Research back in October.

Well done to all of them.

grahams home technology event

On Thursday 8th December we have put together an evening of presentations mixing the latest technology alongside traditional craftsmanship. Targeted predominately towards architects, interior designers and M&E consultants, the event may also appeal to homeowners.

The event will feature a number of presentations including:

Designing Future-Ready Homes
Home Energy Compliance in Design
The Internet Cloud and its Impact on how we live.

And **Mixing Old and New Technology**, a talk and demonstration of cabinet restoration by Stephen Dwulit an expert on French polishing and antique cabinet restoration. You will also get a chance to see and hear some of the amazing home systems which Grahams have on demonstration at their Islington facility.

The event is very informal and you are welcome to come and join us any time from 3pm through to 8pm. Light refreshments will be served. For those architects joining us, our CEDIA CPD, Designing Future-Ready Homes, is fully RIBA approved.

For further information please contact Monique Simons on 020 8930 5668. Or visit www.grahams.co.uk/bni



Above: Darren and Daniel with Sally Gunnell
 Left: Peter Graham

electronic newsletter

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 with your contact details and we'll add you to our email list.

grahams web shop

Don't forget our webshop sells a range of hi-fi products including speakers, speaker cables, furniture, all-in-one systems, radios, a selection of our recommended music and a host of hi-fi spares and accessories. The shop is designed to provide an enjoyable and convenient way for customers to purchase items whether it is a replacement drive belt for their turntable or to purchase a gift for someone else or themselves!

www.grahams.co.uk/hifi

2nd hand & ex-demo

A selection of 2nd hand and ex-demonstration items are listed on our 'Special Offers' page which can be found within the Hi-Fi section on our website.

All prices quoted are inclusive of VAT unless otherwise stated.