

on track

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

No. 41 Summer 2009



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

ARENA Magazine



From left to right. Robert Halam (Chairman of CEDIA Region 1), Wendy Griffiths (CEDIA Region 1 Exec. Director) Simon, David Graham, Piotrek, Alex, Jude (all from Grahams and Martin Stanford (Sky News).



grahams wins CEDIA award for best integrated home

Established in 2006, the prestigious CEDIA Awards recognise and promote high quality system design, installation and integration within the home automation industry; setting the standard for CEDIA Electronic Systems Professional members across CEDIA Region 1 which comprises Europe, Asia, Africa and the Middle East.

The 2009 CEDIA awards took place at ‘The Brewery’ in the City of London on Friday 3rd April, sponsored by Sky News, Dynalite and Dymo, a black-tie event with around 300 industry guests.

Grahams Hi-Fi were thrilled to pick up the winning prize in the category of Best Integrated Home (under £100,000) for their ‘London Penthouse Project’. This project was featured in our last newsletter ‘to have it all’ section.

Speaking with Martin Stanford from Sky News at the event David Graham said:

“We are delighted to have won this award which acknowledges the hard work that my team at Grahams put in to our exciting projects. We are very fortunate to work with clients who put their trust in us and allow us to help create spectacular homes for them. All of our competitors have the same access to the best equipment and get to work in amazing homes, it’s clearly what we do with these tools, and our expertise and experience which makes the best projects stand out. This acknowledgement is even more prestigious when we consider that this is not just a UK award, but included projects from across the whole of CEDIA region 1. We are looking forward to 2010!”

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philips pronto tsu 9300

The new TSU-9300 fits neatly into the Pronto family of remote controls bringing full functionality to a slim unit that sits neatly in your hand. The display is a 2.8" colour touchscreen with the ability to create your own design to personalise the remote control.

The range of Pronto remotes are fully programmable and can provide 2 way feedback of music servers (including the Kaleidescape system) and a whole range of home automation and entertainment systems.

As well as operating using standard infra-red signals, they have Wi-Fi connectivity which allows the handset to speak to Pronto extenders on a network so you can easily gain control of equipment not in line of sight of the remote. This is ideal for controlling equipment located in cupboards or even in other areas of the house.

A charging base is provided to keep the rechargeable battery topped up and always ready for use. All of these remotes can be programmed and configured by us to your exact needs.

Finally, for those who want something totally exclusive, the 9600 and 9800 prontos are available hand-finished in beautiful premium leather. There is a choice of colours and they are custom made to order. Price – as they say "If you have to ask..."



the black hole...

Think you are going mad losing things? Where did you put that car key? What happened to the change you put on the hall shelf? Well, perhaps we have the answer for you. When we recently opened up a Meridian DSP-5000 speaker in our service department for an upgrade, we found around 4kg of 'lost items' which had been carefully posted through the speaker's rear port by the owner's children. We should point out that not all speakers have 'ports' as many are sealed, but if things have gone missing at home you could look in your speakers!



new jvc projectors

Over the years Grahams have stocked and recommended many projectors but the two new DiLA Home Theatre models from JVC have established new benchmarks in performance and value, breaking new ground in colour accuracy, black levels, ease of use and flexible adjustment. Both the entry level DLA-HD350 and higher quality DLA-HD750 are 1080p full high definition and combine deep black levels with the unprecedented native contrast ratio of 30,000:1 and 50,000:1 respectively; a potentially awe-inspiring difference.

With THX certification the HD350 and HD750 provide a highly cinematic, almost film-like experience with a dynamic and stable image matched by a strong depth of field and smooth visuals.

The HD750 is available in Pearlescent Black at £5,450 and the HD350 in Gloss Black and Gloss White at £3,500.

If you want a huge, high quality picture, we have no hesitation in recommending this JVC. It's a serious contender for best in class.



meridian hd 621

HDTV, Blu-ray Disc, satellite and cable, multimedia PCs, games consoles, digital camcorders and more are increasingly adopting the HDMI interface. It's a neat cabling solution but, as the picture quality has improved with these new sources, engineers at Meridian believe you may well be compromising the sound quality as Digital video signals and digital audio can conflict when carried down the same cable. The HD621 (£1,495) will help by splitting the signals, using a single cable to deliver video to the display and feeding enhanced audio to a Meridian loudspeaker or surround processor, resulting in significant improvement in quality, including stereo accuracy, surround imaging and localisation, as well as improved transparency among high frequencies.

The built-in lip-sync control compensates for any latency resulting from external digital video processing. In other words, it makes sure that your picture and sound are always in perfect synchronisation, creating a more involving audio-visual experience.

If you already have a Meridian surround sound controller, are thinking about upgrading your sound system to Meridian, or if you simply want to get the best out of the latest sources - you'll find the HD621 forms the Vital Link.

To experience the HD621, please call us to make an appointment for a personal demonstration.

the b&w panorama

Earlier this year B&W released the Panorama sound bar (£1500). This provides a full 5.1 surround sound from a single, slim speaker housed below your TV. Thanks to HDTV the images now available on flat panel TVs have become sharper than ever. Unfortunately the sound quality of these screens has not matched the improvements in picture, giving you only half the experience. The Panorama sound bar fills in this gap, vastly improving the sound of your TV. Clever DSP technology provides home theatre, multi-channel surround-sound to your TV making it sound as good as it looks.

B&W have spent more than 40 years developing and refining some of the world's most advanced acoustic technologies. So it shouldn't come as any surprise to learn that the Panorama performs really well in stereo too. Much of the technology is derived from their audiophile hi-fi speakers and the award-winning Zeppelin i-pod system.

A simple input/output panel on the back of the Panorama means that connecting almost any piece of A/V equipment directly is easy and does not require a separate processor. The sound bar's ingenious design also incorporates its own built-in powerful subwoofers and amplifier. If you've always wanted the surround-sound experience, but can't accommodate the 5.1 speakers, the Panorama may also be just for you.



b&w xt8 speakers

B&W are releasing the new XT8 floor-standing speaker to take the place of the XT4. The XT8 uses an upgraded Mid range drive unit based on the FST drivers from the 800 Series, a new one-piece aluminium extrusion, revised bass units and an upgraded crossover making the speaker very different to the almost identical looking XT4.

There are also some cosmetic changes. B&W have removed the diagonal spikes from the bottom of the speakers and replaced these with a circular disc, which greatly improves stability. The XT8 will be available in black or silver finish from the beginning of June and is priced at £2300 per pair.



b&w cm updates

B&W are in the process of adding new speakers to their highly popular CM series. In addition to having introduced the beautiful High Gloss Black finish earlier in the year B&W will now expand the range by adding the new larger CM9 floor standing speaker, CM Centre 2 speaker and CM5 bookshelf speaker. These will be complimented by a new subwoofer, the ASW 10CM.

The new speakers are for larger Home Cinema and Hi-Fi setups and will give an even larger and more lifelike experience than their smaller siblings. With their ability to fill a room with breathtaking sound they continue the very high quality of sound reproduction previously available.

The quality of CM Series drive units has made it possible to use minimalist crossovers throughout the whole range. The resulting gentle transition between drivers avoids the unnaturally rapid changes in dispersion that bedevil more complex designs, while the high quality components, carefully chosen after exhaustive listening tests, ensure that as little as possible gets between you and the sound of the original recording.

Prices for the new speakers are £1,760 for the CM9, £734 for the CM Centre 2 and £782 for the CM5. The subwoofer is £856.

what's new at grahams

linn radikal motor control unit & linn urika phono stage

It is a remarkable fact that if you purchased an LP12 turntable back in 1973, it would still be possible to take advantage of the latest motor & phono stage improvements now on offer. There have of course been some substantial improvements recently with the Keel sub-chassis & Ekos SE tonearm, but the increase in musical resolution offered by the new motor & power supply, not to mention the phono stage has proved quite breathtaking.

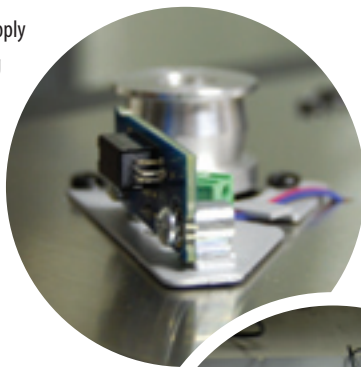
The LP12 has always used an AC synchronous motor which has been supported by various power supply upgrades, the first being the Valhalla, eventually followed by the current Lingo.

With the introduction of the new Radikal, the LP12 has now adopted a DC motor whose speed, via a sensor on the platter, is constantly monitored by its accompanying Radikal power supply offering an incredible increase in stability of the record groove as seen by the stylus. This facilitates the amazing increase in clarity & timing.

The Urika phono stage (£2250) comes mounted on a new dedicated Trampoline baseboard and derives its power from the Radikal power supply. This provides a very short connection between the cartridge & phono stage, a highly sensitive area for noise & radio pollution and allows an output at line level direct to the amplifier.

The motor upgrade and power supply come as a package, but upgrading to the Urika internal phono stage is not possible without first fitting the Radikal motor & control unit.

The Radikal motor is available with two versions of the external power supply. One to match the Akurate range (£2,500) and one to match the Klimax range (£4,500). There is also a special package price when buying Radikal and Urika at the same time.



kaleidescape mini system

A Multi-Zone Entertainment Server in a Compact Package

The new Kaleidescape Mini System integrates a complete multi-zone Kaleidescape System into a single box, putting your entire collection of movies and music at your fingertips. Its elegant design is beautifully suited for a living room, and it installs as easily as an ordinary DVD player. The base Mini System stores up to 75 DVDs or 825 CDs and can be expanded by adding Disk Cartridges to store up to 225 DVDs or 2,500 CDs, or any equivalent combination. Content stored on a Mini System is protected by Kaleidescape's RAID-K technology, and need not be re-imported if a hard disk drive fails.

The Mini System creates beautiful high-definition output from DVDs, providing a viewing experience that rivals Blu-ray. It can be expanded by adding Players so you can enjoy your entertainment collection in other rooms of your home, by adding Servers to accommodate your growing collection, or by adding other Mini Systems to do both. The Mini System has a movie zone and two additional built-in music zones to provide 'whole-house entertainment' out-of-the-box. Browsing your collection on a Mini System is simple and rewarding. With the press of a button on the remote control, your movies or music are sorted by title, actor, artist, director, genre, year-of-release or run time. The built-in Movie and Music Guide Services automatically cross-reference your entertainment collection to help you rediscover your favourites and share them with family and friends. The user interface offers high-resolution cover art and provides an endless panorama to help you quickly identify the movies and music easily. The 'select play' feature allows you to directly start the movie without trailers and advertisements - even for rented DVDs!

The Kaleidescape Experience makes choosing a movie, television show, or album interesting and fun for the entire family eliminating the frustration of rummaging through discs and mediating between siblings.

The Philips pronto is an ideal partner for the Kaleidescape and on the larger models provides full 2 way control with cover art.

Priced about 40% less than the current Kaleidescape System its retail price starts at £6,695.



*Kaleidescape mini system:
a multi-zone entertainment server in
a compact package*



to have it all

This issue's 'to have it all' features a new-build Ski Chalet is located in the Swiss Alps with spectacular views down into the valley below. Grahams were involved in the early stages of design and were asked to design and install our usual range of whole-house systems, including music throughout, control of the heating, ventilation, pool, lighting control, security shutters, RF distribution, data networking, security cameras, phone system, door entry and full remote access.

The chalet is of a traditional design but quite contemporary in many ways and as such, everything had to blend in. There was a requirement for a good quality home theatre in the main lounge and the biggest challenge we had was to find a location for the cinema's main speakers, which required some innovative ideas due to the 4.5m high pitched roof.

The AV system includes some custom-made smart solutions. The Cineversum Black Wing 3 projector is mounted on a custom mechanism that allows the projector to disappear up out of view behind one of the wooden beams. The main Lounge needed to contain both a good quality home cinema system and also be able to be used for playing high quality music. We came up with a great solution of using Meridian Digital active speakers for main music, which are programmed to be re-configured to become the rear surround speakers when you are sitting with your back to them watching a movie.

Music is distributed around the chalet into a number of rooms using Crestron Audio distribution, B&W speakers throughout and music from a 4-zone Kaleidescape music player, Windows media centre and digital satellite. There are a number of Kaleidescape DVD players which can be watched in HD on any of the televisions around the chalet. The speakers on the terraces are wonderful for use in the summer months. Other zones include the Master Bedroom, Bathroom, Kitchen, Gym, Indoor Pool, Steam Room and main Lounge.

The Loewe televisions in both the Master Bedroom and in the main Lounge are on motorised wall brackets which bring them out towards the viewing area at the touch of a button.

Crestron in-wall touch panels are located in key locations and these are supplemented by the new Crestron TPS-6X wireless touch-panels which can be operated anywhere in the chalet or taken out on the terraces.

The whole chalet's interior and exterior lighting is controlled using a Lutron Homeworks system which also deals with the control of 30 security shutters. The shutters, lights, pool heating, chalet heating, AV systems and security cameras are all available on the Crestron panels and can also be accessed remotely via the Internet. This is really powerful in terms of remote camera monitoring, being able to turn the pool or chalet heating on or off and also being able to watch local Swiss Cable TV from the UK or anywhere else in the world.

Full details of this installation can be found on our web site.

naim summer sound road show

The Naim Summer Sound Road Show will be coming to Grahams on Thursday 16th July. Naim will be showcasing their new speakers and a new DAC. Do join us between 2pm and 7pm to see and listen to these exciting new products and enjoy a glass of wine and refreshments.

Once again there will be the opportunity to purchase Naim merchandise and one lucky visitor will win a Naim Power-Line following entry to our prize-draw on the day.

hi-note aftercare programme

Following our note in the last issue, a number of our clients have taken up this option. We are continuing to develop this service which includes a number of scheduled visits throughout the year depending on your plan, and in addition, offering a priority call out service when required. Should you wish to ensure that your equipment is maintained throughout its life on a regular basis please contact Tony Diamond tonyd@grahams.co.uk who will be happy to provide a quotation for your particular system.



your old tv is worth up to £350!

Spoil your eyes and caress your ears. Whether you are an existing Loewe TV owner looking for your next TV, or considering the future of your old CRT set in favour of an LCD flat screen, there is a Loewe screen to suit your individual requirements. Trade In your old TV and receive up to £350 off the purchase of a new Loewe TV (minimum screen size 32"). Applies to orders placed before June 30th 2009.

- £250 when you Trade In a non-Loewe TV
- an additional £100 if the TV you Trade In is a Loewe
- maximum Trade In £350

shop on line



We are delighted that a number of you have taken up the opportunity of using our online shop at www.grahams.co.uk/shop We intend to develop this service, in particular for those products and accessories that you often want to quickly acquire from the comfort of your armchair. Your comments and feedback are much appreciated.

naim uniti



The new Naim Uniti (£1,995), Naim Audio's first ever all-in-one audio player, comprising:- CD player, integrated amplifier, DAB/FM tuner, Internet radio, iPod dock, digital-to-analogue converter, music file player, network stream player combined with legendary Naim musical quality, engineering integrity, design sophistication and interface know-how. Quite a mouthful.

The 50-Watt-per channel integrated amplifier based on the award winning NAIT 5i is combined with a CD player based on the similarly acclaimed CD5i, and a digital-to-analogue converter. It has the ability to play streamed audio files wirelessly from a UPnP™ server or internet radio stations, and separate inputs for USB memory sticks carrying audio files such as iPods and mp3 players. It can playback Windows Media-formatted content, AAC, Apple Lossless (from your iPod), FLAC and WAV formats and thanks to NaimUniti's internal DAC, external digital audio sources, such as satellite TVs or games consoles, are a breeze too. The optional 'n-Link cable' allows the NaimUniti user to connect and charge their iPod through the NaimUniti's dedicated rear panel iPod input.

If space is an issue, and top quality sound is a must, then this new offering from Naim could be for you. You just need to add a pair of speakers. As Naim dub the Uniti 'All in one, for one and all'.

naim factory visit

On 26th January, David, Paul and Jude accompanied around 35 of our customers on a visit to the Naim Audio factory in Salisbury. Whilst a few people made their own way to the factory, most departed by coach from Canonbury Yard. The day included a full factory tour, lunch at a local restaurant and then we were split into groups with an opportunity to see and hear the Naim Bently audio system as well as a good demonstration in the factory demo room which included the Naim Hi-Line. It was an interesting and enjoyable day out.



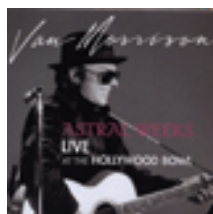
grahams recommended music



1. Leonard Cohen Live in London

The last time the novelist, poet, singer-songwriter, Leonard Cohen performed in London was in 1994, when, he tells us, "I was just a sixty-year-old kid with a crazy dream". Broke, thanks to his former manager, he needed to tour. Fortunately, he could call upon his extensive oeuvre, from Suzanne in 1967, one of the twenty-six songs here, until the present day. This leg of his sell out worldwide tour was recorded live in concert at the O2 Arena on July 17th, 2008.

2 X CDs £17.00 DVD £12.00



2. Van Morrison Live At The Hollywood Bowl

On November 7th and 8th 2008 at the Hollywood Bowl, Los Angeles, Van Morrison performed the whole of Astral Weeks, considered to be one of the most important popular albums ever recorded, live for the first time. In his band was the jazz guitarist, Jay Berliner who played on the original studio album forty years before. As the man said "it's got it all, jazz, blues, folk, classic. You name it". A great companion album to the sublime original.

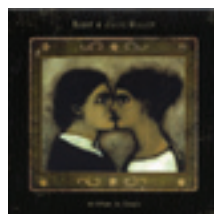
CD £13.00 2 X LPs £20.00



3. Maeve O'Boyle All My Sins

This lyrical debut album from the twenty-one year old singer from Glasgow was produced by Calum Malcolm (Blue Nile) on the Linn label. She is joined by her band, as well as John McClusker on fiddle. Maeve, known as Mona, has written all of the tracks, except for the songs she wrote with Rick Ross of Deacon Blue, and Gordy Goudie of Echo and the Bunnymen. She performed a memorable solo acoustic set at Grahams last January, accompanied only by her guitars.

CD £13.00



4. Buddy & Julie Miller Written In Chalk

This excellent piece of Americana is only the second album of the husband and wife duo, although they have recorded many solo albums. Buddy Miller has played guitar for many years with Emmylou Harris and Steve Earle, as well as touring with Robert Plant and Alison Krauss. Most of the tracks are written by Julie Miller, accompanied by Emmylou Harris, Patty Griffin and Robert Plant on vocals, as well as Buddy himself, who recorded it in his home studio in Nashville.

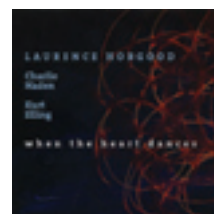
CD £12.00 2 X 180gm LPs £20.00 (Ltd Edition – bonus tracks)



5. Chris Wood Trespasser

Chris Wood is an English folk singer-songwriter, who plays fiddle and guitar. All of the tracks on this album are written, co-written or arranged by him. He states "all the songs are about enclosure in some form or another". In the 2009 BBC Radio 2 Folk Awards Chris won 'Folk Singer of the Year', and Trespasser won 'Album of the Year', beating nominees such as Eliza Carthy, Julie Fowlis and Karine Polwart.

CD £13.00



6. Laurence Hobgood When The Heart Dances

This is a duets album with Hobgood on piano, and jazz great, Charlie Haden on bass. It was recorded by Ken Christianson, for the Naim label, using his 'True Stereo' method, recording live, acoustic music with two microphones direct to an analogue reel to reel recorder, without the use of processing or compression, to make the listener feel that he is actually there. Even better, the album features three tracks with Kurt Elling, currently the leading jazz vocalist of his generation.

CD £12.00 LP tbc

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. There is a maximum charge of £5.00. There is a 10% discount for the purchase of all six recordings.

linn competition factory visit - april 27th 2009

Five winners of our last newsletter Linn Competition were accompanied by David Graham and Jude Martins from Grahams on a VIP visit to the Linn Products factory in Glasgow, Scotland. It was a long and exciting day which included a full factory tour, lunch with Linn's Chairman, Ivor Teifenbrun MBE and a demonstration of some of the new developments at Linn. In particular the DS (Digital streaming) devices and the brand new LP12 motor and power supply upgrades (The Radikal) and Urika phono stage.

Although it was an early start for all, everyone had an enjoyable time and we were well looked after by our hosts at Linn.

Many of the winners had been Linn owners for over 30 years - and a few are clearly in need of some upgrades including David Graham!



Pictured right from left to right: Paul Naudi, David Willis, David Graham (MD Grahams), Mike Greenaway, Jeremy Marchant, Jude Martins (Grahams) and Robert Albany.



meridian promotion

In recent years, Meridian has released some of the most advanced and high performance products ever produced by the company. Products like G08.2, 808.2 and DSP7200 have advanced the boundaries of digital audio technology with unique proprietary 'apodising' upsampling filters that claim to even correct errors in the original recording.

We are delighted to announce that Meridian is offering owners of their CD Players and Surround Sound Controllers a unique opportunity to trade-up to a higher level of performance this Spring/Summer.

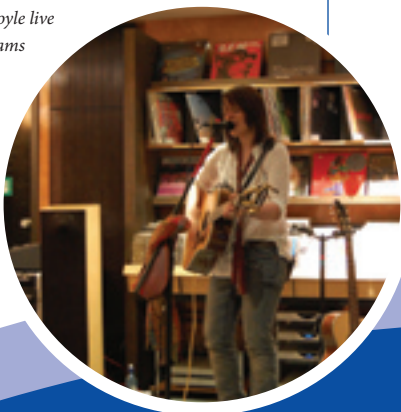
From May 1st to September 30th 2009, Meridian will offer a fixed trade-up value for selected 500 Series, G Series and 800 Series CD players and Surround Sound Controllers against the purchase of new, higher specification models.

Products that qualify for this trade-up promotion are: 506, 507, 508, 588, G06, G06.2, G07, G08 and G08.2 CD Players.

541, 561, 565, 568, G61, G61R and G68 Surround Sound Controllers

For more details please speak to Paul, Jude, John or Simon in Sales on 020 7226 5500

*Maeve O'Boyle live
at Grahams*



email version of 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.



the what?

As well as being a talented installer, **Alex Lewis** is also a talented musician, featured before on our staff pages with his previous band Sumi Masen, he is now playing drums with The What? The What? Comprises Markus Chakra from Canada, Alex (Drums) and Ben Thorne (Bass).

They have played lots of venues in and around London including student house parties! Their sound has been described as "new classic rock", a bit of dance thrown in for good measure too.

After being together just over 6 months 'The What?' recorded an EP with engineer Kevin Feazey at Islington's Fortress Studios and was mastered by Tom Leader, who has worked for many famous bands and artists including The Buena Vista Club. The EP is available in store or online at www.thewhatmusic.com, and it will be on iTunes very soon. www.myspace.com/thewhat

and the winner is...



Senior Project Manager, **Darren Hancock** is the bassist in the band Black Bikini Alpha. Recent winners of the Best Indie Track 2009 with their track 'Nightmare', BBA have been described as a cross between The Clash and Depeche Mode.

Their Last single 'London Town Is Falling Down' was released in October and was featured on the Scream network where it was played on rotation on video jukeboxes over the country. Their next single, 'Kicking

And Screaming' (due now), been used by DC Shoes for their online and cinema advertising campaign for snow boarding clothing. Their album 'Grand Madness' is due for release in the summer. To find out more and hear some of their tracks visit:

www.myspace.com/blackbikinialpha

live concert at grahams

On 22nd January we held an open evening for our customers, which included a live concert featuring Maeve O'Boyle who played a two-hour intimate solo acoustic set in our reception area. This was a great opportunity for our customers to hear a new up-and-coming artist. Maeve's debut CD is now available and is one of the featured CDs in this newsletter. See page 7 for more details.

*Mountain climber or
custom installer, Sam
Hewlings*



'ain't no mountain..'

Gap Year student, **Sam Hewlings** who works in our Custom Install department is a keen climber. This summer, before he starts his university degree in Mechanical Engineering at Warwick he will be climbing the highest mountains of Africa and Western Europe in aid of the Royal Marsden Cancer Campaign which is currently raising £15m for a new children's hospital. Donations can be made at www.justgiving.com/hewlings. We wish Sam good luck with his adventures whilst supporting this worthwhile charity.