

on TRACK

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

Winter 2001/2

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



NEW REFERENCE DIGITAL SPEAKER FROM MERIDIAN

From our experience of the previous ranges of Meridian speakers, we expected good results from their flagship **DSP8000s** (£26,500) but we were hugely impressed to hear such exceptional performance in both two channel and home cinema applications. A four-way DSP active loudspeaker, the DSP8000 can be used as a stereo pair or within a multi-channel system of up to seven channels. It can be mixed with other Meridian DSP and Active

loudspeakers to provide the optimum solution for any room. They comprise three 150W and two 100W power amplifiers per speaker, four digital active converters and 24/96KHz up-sampling. All processing is performed up-sampled in twin 100MHz digital signal processors (DSPs). The standard finish is piano black, but you can have a variety of colours including Ferrari red to match the weekend runabout! Grahams are proud to be one of only two dealers in London who have the DSP-8000 speakers on permanent demonstration. They now form part of our top-end reference system in the basement home theatre room.

DVD Audio and Surround Sound

The heart of our high-end home theatre system is the Meridian **800 Series** digital surround sound processor and DVD player. By the time you receive this newsletter, the latest version of these products should be in production, offering the very best performance for DVD audio as well as surround sound for films. In the 800 Series, important audiophile features are addressed – including low-noise power supplies, the provision of more connections (including balanced audio), and highly transparent analogue and digital audio and video processing. Meridian have been pioneers in the development of DVD Audio, with their MLP decoding system being chosen as the de-facto standard for DVD Audio. This technology is licensed to all manufacturers who produce DVD Audio players and is a major achievement for the Cambridgeshire based company.



CALENDARS

The Grahams 2002 calendar, similar to last year's format, is now available for collection. If you would like to reserve one for collection at a later date, please phone or email as soon as possible as we only have a limited number.

CHRISTMAS OPENING HOURS

Open	Closed
Thurs 27 th Dec	Mon 24 th Dec
Fri 28 th Dec	Christmas Day
Sat 29 th Dec	Boxing Day
Wed 2 nd Jan	Mon 31 st Dec
	New Year's Day

ANY OLD CHANGE?

From the 1st January 2002, many European countries will be switching to the Euro. We are supporting our MD's Rotary Club by collecting foreign coins and notes that will be converted to cash and donated to their chosen charity – Autism for Children.

Please bring in your old change or notes when you next visit and we'll make sure it goes to a worthy cause.

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THE PEOPLE AT GRAHAMS

We are constantly looking at ways for our staff to move and grow within our company, and are pleased to announce the following moves within our team.

Geoff Bull, who was our Service Manager for many years has now moved over to the Custom Installation department to provide technical and programming support.

Julian Slinn has now taken on the role of Service Manager; his priority is to implement systems within the Service Department to enable us to offer an even higher standard of service to our customers.

Congratulations to **Ray Horn**, installations manager, on the birth of his son, Harry Alexander who was born last May.

Congratulations to **Akik Miah**, engineer, on his recent marriage to Rema.

GAME, SET & MATCH

During the second week of Wimbledon back in July, we opened our doors and invited our customers to experience the world of Lawn Tennis in the luxury of our large-screen surround demo rooms. Strawberries were consumed in quantity and a "good time was had by all" - except for a certain Mr Henman who did not quite make it to the very end.

OPEN DAYS

Also during July we had the official launch of our new demo rooms and at the end of June welcomed representatives from both Imerge and Linn to help us demonstrate the range of CD servers from both companies. The Imerge multi-room server is complimented by the single room S1000 server (£1200) that we now also have on permanent demonstration.

B&W 600 Series 3



After the class-leading performance of the 600 series 2 range of speakers, B&W had a hard act to follow. Reaction so far would indicate that they have surpassed expectation both sonically and aesthetically. We carry the bookshelf **601** (£250), the **602** (£300), a new entry-level floor standing speaker, the **602.5** (£400) as well as the **603** (£600). Acoustically, the 600 series 3 benefits from substantial improvements based on its predecessors, including new Nautilus tweeter assembly for improved ultrasonic performance, better-sounding crossover components, and improved internal insulation and damping. Overall the look is slimmer and the finish much more convincing. Available in Sorrento Oak and black Ash.

B&W Celebrate 35th Anniversary with Signature 800

What can you do if you've fallen for the dulcet tones of the Nautilus 801s but don't live in the warehouse-sized room needed to house them? Listen to and be bowled over by the new flagship Signature 800 of course. Joking aside, these speakers have been launched to celebrate the 35th anniversary of B&W. The most obvious changes have been the use of two 10" bass drive units, effectively giving the same output level as a single 15" unit and the addition of a specially tweaked external crossover which is housed in a cast aluminium plinth. Overall there has been a reworking of both the tweeter and mid-range units to give a sonic package which is second to none. To match the sonic abilities of the 800s there has also been the addition of an exquisite Tiger's Eye veneer and blemish-free Connolly leather. Alternatively you can choose the standard veneers and cloth available on the rest of the Nautilus speaker range. The Signature 800 costs £16,000. There is also the N800 version that comes in the usual finishes and costs £11,000.



DOOR ENTRY SYSTEMS POP-UP ON TV

We regularly talk about some of the systems integration that Grahams is now so heavily involved with. In this newsletter we thought we'd show you some of the latest door-phone systems we integrate with our whole-house installations. The BPT Nova monitor is a discrete and stylish 2" colour LCD display with intercom. Not much bigger than a regular 13A double socket, it is a huge improvement over its large and unsightly predecessors. Whilst these units can work as a stand-alone system, we usually link them into the TV distribution system, allowing callers at the front door to be viewed on these tiny monitors or on any TV around the house. With our more advanced installations, they can even pop-up as small picture-in-picture on your TV set when the front door bell is pressed.

LINN CONTINUES TO BREAK THE MOULD



KLIMAX TWIN

There is no doubt that Linn has broken moulds with the quality of their CD12 and Klimax 500 Twin mono power amplifiers. The Klimax Twin (£6000) is the introduction into the range of a twin-mono design stereo power amp which produces a 'real world' 125W into 8 Ohms. As with the other items in the range, the Twin is machined from a solid block of aluminium. There will also be a matching Aktiv cross-over system available for people considering or already enjoying the Linn Aktiv route.

ONE BOX SOLUTION – CLASSIK DVD

Due shortly, comprising DVD / CD, AM/FM Tuner, five channel Dolby Digital/DTS/Prologic amp, OH! and an ability to integrate into a full Linn Knekt System. The only thing Linn have left out is the kitchen sink and when you realise all of this is contained in a box the same size as an ordinary Linn Classik you have to forgive them this omission. There is also a choice of five different colours. The Classik DVD offers unrivalled functionality and ease of use and will be equally happy in the bedroom or main living room. It is expected to cost around £2000 and should be available at the end of January.



LOEWE

Loewe has announced additional finishes to their Aconda and Vitros televisions. They consist of the SELECT range high gloss finish which includes the rear casing. The LIVING range introduces lighter green, blue and silver finishes and finally the VITROS will be available in platinum, basalt and steel blue. Loewe will be introducing a 40" Aconda available in a variety of finishes.



NEW FEATURES ON CLASSIK CD

The highly acclaimed Classik, Linn's compact CD player, AM/FM Tuner and amplification system is now further enhanced with the addition of two distributed audio functions and an optical digital output to allow connection to a CD-R/W or mini disc recorder. It offers a choice of two standard options for distributing Classik audio sources into secondary rooms. The first offers simple multiple room audio with DIY installation connecting a single Linn Classik to up to four additional Classiks without any programming. The second option allows full control of a Linn Knekt system via an optional Linn Knekt Room Control keypad when professionally installed. Linking two systems together is simple, using a small CAT5 data cable. The price remains unchanged at £995 (in black), now providing even better value and is available in white, silver, green or blue finishes at a small extra cost.

LINN FIVE-CHANNEL POWER AMPLIFIER

The Linn AV5125 (£1750) Class V multi-channel power amplifier is powerful and versatile. With a Linn switched-mode power supply, the AV5125 provides compact amplification for multi-channel home theatre, music and multi-room sound. A Class V adaptive demand-driven power supply tracks the input signal to supply only the clean silent power required, producing 125watts per channel into 8 Ohms, 250 watts per channel into 4 Ohms or a total maximum output of up to 500 watts across all channels.

GRAHAMS HI-FI

ARCAM PRODUCTS



DT81 Digital Tuner (£650)

ARCAM's new entry-level digital tuner receives DAB broadcasts on both band 3 and the new L band. It has 16 presets for storing favourite stations and auto select dialling, in addition to viewing all available stations alphabetically. It also includes an FM tuner bypass function and comes in silver or black.



AVR200 home cinema receiver (£800)

Arcam's replacement for the successful AVR100 amp incorporates new pro-logic 2 technology. There has also been a reworking of the speaker set-up menu to allow much more flexibility.

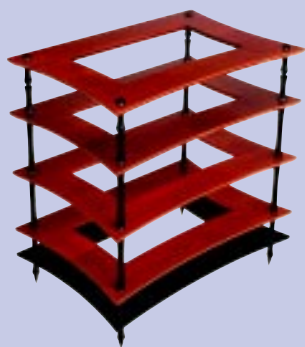
A32 Integrated Amp (£1100)

The A32 is a brand new amplifier that replaces the FMJ A22 integrated amp. It keeps the same generous output of 100W per channel, but has been improved in every other way, to produce an amp which is worthy of being the top of a successful range of equipment. The inclusion of an MM or MC phono stage is an added bonus and like the rest of the FMJ range is available in silver or black.

NEW PRODUCTS

REGA

Since November, the Rega range of electronics has been available in either silver or black finishes. Rega are also introducing a textured finish to their range.



QUADRASPIRE

Q4 reference

We have been stocking the Quadraspire range of equipment tables since their launch in 1995 and have always thought they provided the perfect balance between form and function. Not content with resting on their laurels, they have decided to take things a step further with the launch of the Q4 reference table. New design features reduce the amplitude of vibrations and give an overall improvement to the transparency of the system. As with other Quadraspire products, shelf heights can be adjusted and extra levels added.

PHILIPS

New 32" Plasma Display

Until now, most plasma displays have been either 42" or 50" in size. This is often too big where space is at a premium. New models are starting to appear from various manufacturers, including the Philips 32" Plasma Flat Television that can be mounted on the wall or placed on a table or cabinet with the help of a cast metal stand. This display costs £5000 including TV tuner / processor and wall bracket.

ARSENAL AT HOME

'On Track' now contains a new section where we plan to feature one of our installations in each issue. The first of these contains a home theatre room for a customer who is not only a movie fan but also a football fanatic - being a major supporter of our local team Arsenal.

The system is installed in a large north London family home and was conceived when the house was renovated around 5 years ago. Although the home cinema system was completed only recently, the first phase of this installation took place about 3 years ago. At this time, we installed a Linn Knekt multi-room audio system linking the study, drawing room, dining room, den and master bedroom. The home theatre room then only contained a TV and the video sources. The Linn system not only provided audio distribution, but also control of the audio sources from the remote rooms.

The cinema room also doubles as the children's play room, so the cabinet was designed to house not only the range of equipment, but also a plethora of toys and games belonging to the three sons. The cabinet was custom built by Mark Wilkinson with practical design input from Grahams.

The choice of equipment was carefully made to maximise performance and space. The main front speakers are active versions of the M&K S150 speakers that we use in our own basement demo room. Being active, they are mains powered and contain their own power amplifiers and electronic crossovers. This saves space on equipment and provides a completely matched speaker and amplifier solution. The system utilises two active M&K sub woofers discreetly located on top of the equipment cabinet, unseen from the floor,

but that work remarkably well in such an unusual location. The front main speakers are built into the cabinets and hidden behind acoustically transparent panel doors.

At the heart of the system is the Meridian 561 DTS Digital surround sound processor. This provides video and digital audio switching for a multitude of sources. Being a football fan, the owner has Sky digital satellite, ITV-digital and two additional satellite receivers to allow as many UK and European sports channels to be seen. There is never a dull moment in this household!

The video playback system has the use of a Panasonic 32" wide screen TV for general use and a 7 foot drop down Vutec electric screen that is filled with a superb image from the Sony D50HT ceiling mounted CRT projector. You may notice that the screen drops down in front of the centre speaker. Not a problem in this installation because, the screen is specially designed with the top section being perforated to allow the speaker sound to pass through.

Control of the entire system is achieved using a universal touch screen controller that makes the whole room come to life. Some interesting safety features were installed to prevent disasters such as sensors that stop the screen from being dropped if the cupboard doors are open. Without these sensors, it could be all too easy to damage an expensive screen.

Finally, a Lutron lighting control system was installed that integrates seamlessly with the touch screen controller and provides the finishing touch to the room.



Keeping you up to date with the best in music

Grahams recommended music list.

This selection of music is available for collection or by mail order. Either contact us by phone, e-mail, fax or post, our contact details are on the front page of this newsletter. Postage & Packing for up to 3 CDs is £1.50 & 1 LP is £2.00. For larger orders there is a maximum charge of £4.00.



1. Love *Forever Changes*

Considered to be one of the greatest albums ever, *Forever Changes* was recorded by the L.A. band in 1967. Newly remastered, the CD includes several bonus tracks. The contrast between the basic sound of acoustic guitars, bass & drums with added electric guitars & string & horn arrangements, & the beautiful, uplifting melodies with the tough, harrowing lyrics, give this memorable album a timeless quality. Arthur Lee's "Andmoreagain" & Bryan Maclean's "Alone Again Or" will stay in your consciousness.

CD £9.50 LP £16 180grms



2. Tom Petty & The Heartbreakers *Anthology*

34 tracks on 2 CDs, from "Breakdown" in 1976, through "Stop Draggin' My Heart Around", recorded by Stevie Nicks on her *Bella Donna* album in 1981, to a previously unrecorded track, "Surrender" in 2000. This HDCD® remastered collection shows them to be one of the greatest, & most consistent, rock-&-roll bands of all time, a line-up which includes Mike Campbell, the guitarist & sometime co-writer & co-producer, Benmont Tench on keyboards & Howie Epstein on bass since 1982.

2 CDs £14.50



3. India Arie *Acoustic Soul*

A very assured debut album from this 25-year-old Denver-born, Atlanta-based singer-songwriter. India Arie Simpson started playing guitar & singing when she was at college. This is a modern R & B CD, which pays tribute to the great soul musicians of the past. On "Intro" she sings of her "ancestors Sam Cooke, Marvin Gaye & Donny Hathaway" opening doors for her, & she dedicates the last track to Stevie Wonder. This album, appropriately, is on the Motown label.

CD £14.50



4. Suzanne Vega *Songs In Red & Gray*

This is Suzanne Vega's first album for five years, & 13 years since she burst on to the music scene with her debut, self-titled album. Songs is centred around the break-up of her marriage to Mitchell Froom, who produced her last two, more experimental, albums. This CD, produced & arranged by Rupert Hine, has a more acoustic feel with Suzanne Vega's guitar & vocals taking centre stage in the mix. 13 new tracks, 13 new stories.

CD £14.50



5. Orlando Cachaito Lopez *Cachaito*

Orlando "Cachaito" Lopez is the bass player on the superb "Buena Vista Social Club" album. This CD, also produced by Nick Gold on his World Circuit label, is very different. It is a mix of Cuban son, Latin jazz & Jamaican dub music. He is joined by, amongst others, Pee Wee Ellis, saxophone, Jazz Jamaica's Clifton "Bigga" Morrison, Hammond organ & Hugh Masekela, flugelhorn. The stand-out track "Tumbao No.5" was inspired by Charles Mingus's "Haitian Flight Song".

CD £14.50



6. Eric Bibb *Roadworks*

Eric Bibb, son of singer Leon Bibb, & nephew of pianist John Lewis, has produced three superb CDs in the last year or so. The demonstration class "Just Like Love" & the new CD "Painting Signs" are both well worth having. However the essence of this singer-songwriter is in seeing him perform live, as anyone who has been to one of his numerous concerts will attest. *Roadworks* recorded live-in-concert & live-in-the-studio captures that essence.

CD £14.50



7. Charles Lloyd *Hyperion With Higgins*

Charles Lloyd dedicated this recording to his drummer, Billy Higgins, who died before it was released. Higgins was the engine room behind such greats as Ornette Coleman & Sonny Rollins. This excellent ECM recording has John Abercrombie on guitar, Brad Mehldau on piano & Larry Grenadier on double-bass. All compositions are written by Lloyd including the 5-part "Darkness on the Delta" which features Abercrombie's tribute to Robert Johnson.

CD £14.50



8. Copland *Third Symphony etc*

This excellent CD is conducted by Eiji Oue, a protégé of Leonard Bernstein, with the Minnesota Orchestra, & contains "Fanfare For The Common Man" & "Appalachian Spring" suite, as well as the *Third Symphony*, all three pieces composed between 1942 - 1946. This CD, on the Reference Recordings label, was made last year as a centenary tribute to the birth of Aaron Copland, & the sound quality of this 24-bit HDCD® recording is quite superb.

CD £14.50

GRAHAMS NEWS

GRAHAMS SUPPORTS LIVE MUSIC

Although it goes unnoticed by many, Union Chapel at Highbury Corner is fast gaining a reputation as a key London Venue.

Hailed by Time Out as: "Visually and architecturally one of London's best places to appreciate live music", Union Chapel is amongst other things, a concert venue of international standing, a functioning Congregational church and a valued resource for homeless people.

Julia Farrington, programme manager says: "This season the concert programme has included performances by leading jazz, world, rock and classical musicians.

"In November we hosted a concert by Fretwork, Britain's pre-eminent viol ensemble. Not for the first time, Grahams Hi-Fi has been exceptionally generous as champions of the concert, helping us in many ways.

"Last season we also staged a production of *Elegji - 'a recital with images'* which mourns the loss of 20 paintings destroyed by fire in the Kosovan war - performed by the painter's sister, the soprano Besa Berberi."

To find out more about future concerts or anything to do with the Union Chapel programme, please contact Julia Farrington on 020 7226 8778 or check the website www.unionchapel.org.uk

Julia Farrington
Programme Manager,
Union Chapel Project

GRAHAMS NEWS

BUSINESS AS USUAL

An overview by Tony Graham

Grahams is a family business established nearly three quarters of a century ago, and is one of the most respected names in the Hi Fi industry.

Thanks to the dedication of the directors and staff, we have survived many world catastrophes including the Great Depression, the Second World War, and now the tragedy of the World Trade Center. Our success has been achieved by providing our customers with high quality products, matched with a comparable standard of personal service. In these times of uncertainty, our solid foundations and the goodwill we have built up over three generations, will ensure that our business will continue to satisfy our customers now and for many years to come.

Recession is an unknown phenomenon at Grahams. We have consistently achieved our targets over the years. We have invested in improved premises and better training for our staff, who have collectively notched up over two hundred years of service!

INVESTING IN THE FUTURE

Some of us still refer to Canonbury Yard as "the new building," but it was in fact 13 years ago that we moved here from Pentonville Road. We have seen major changes during this time in the range of services and solutions we provide for our customers. Over the past 18 months we have invested extensively in improving our demonstration facilities by totally revamping Studio 3 and building our fabulous basement demo room. The next phase will include updating our other two demo rooms. This will be followed by a major re-design of our sales and reception area, to improve the facilities for our customers and accommodate our expanding sales team. Watch this space...



New Naim Speakers

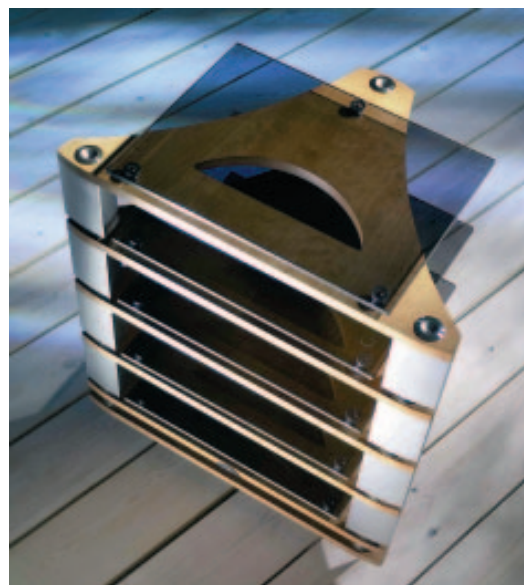
Naim have introduced the **Allae** Loudspeaker (£1990) - a new two-way floor-standing speaker designed to be used either close to the wall or further out into the room. Initial listening sessions indicate Naim have produced a very open and scintillating sound. The bass response has also been improved giving us the wonderful 'live' sound we have come to expect. They come in a variety of wood finishes.

Naim Home Cinema

Naim's long-awaited home cinema range comprises the **AV2** processor (£2100) and **NAPV175** (£1195). The AV2 is a 7.1 channel, Dolby Digital/DTS and high quality two-channel pre amp boasting 6 analogue and 4 digital inputs. The NAPV175 is a three-channel, 50 watts per channel power amp based on the NAP150 and offering the same high quality audio performance for the centre and rear channels.

Firm support from Naim

Naim's first step into the world of isolation tables is a versatile tripod-based combination of metal, wood and glass shelves, isolated from each other via spike/cup and ball-bearing decouplers. The **Fraim** provides the perfect platform for Naim (or indeed any equipment) to shine and comes in maple, cherry or black ash finishes.



Multi-room amplifier

The **NAP6-50** (approx. £2000) is another first for Naim as they enter the multi-room market with this three zone (six channel) 30wpc power amp. It includes many flexible features such as signal sensing, standby modes and a trigger input to allow remote control. It also has an intelligent, fan-cooling system that means it can be stored in confined spaces. Maintaining a high level of sound quality was of paramount importance, even in remote applications, and this solution allows you to have high quality audio throughout the house.

NAIM FACTORY VISIT

As one of Naim's oldest and largest independent dealers, we thought it would be a great idea to organise a factory visit - especially for those fans and owners of Naim products. Our first customer-factory visit to Naim Audio in Salisbury will be Monday 11th February 2002. Pick up by coach from Canonbury Yard will leave at 8.00am. On arrival at Naim, refreshments will be provided followed by a comprehensive factory tour and full Naim demonstration including the new A/V preamp and a sneak preview of some new products. Buffet lunch will be provided, after which Roy George, Chief Designer at Naim Audio will take a Q&A session.

We have to limit the number to 40 and because we expect the take up to be very high we may end up having to pull names out of a hat! Please call Jude Martins at Grahams if you would like to join us. We will confirm places by 11 January.