

on track

Keeping you on track with the developments at Grahams Hi-Fi Summer 2003



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

ARENA Magazine

open evenings

We are hosting two Open Evenings at Canonbury Yard to give our customers an insight into home entertainment systems and networking.

The first - A General Introduction - will be on 2nd July, and the second - Networking, including ADSL, High Speed Internet connection etc. - on 9th July.

Both start at 7pm and end at 9pm. Space will be limited, so if you would like a ticket please contact Gabriella on 020 7688 2850 or e-mail gabriella@grahams.co.uk

linn's new digital disc player



UNIDISK 1.1

The **UNIDISK 1.1** player is an integrated universal digital disc player that establishes the highest sonic and video standards and delivers universal disc recognition and precise processing for all major optical digital disc formats. Combining superb sound and picture quality with simplicity of use, the UNIDISK 1.1 player is engineered to deliver compelling levels of audio and video involvement regardless of format. It automatically recognises all major Audio and AV optical disc formats for two-channel and multi-channel Super Audio CD, CD, DVD-Video, DVD-Audio - uniquely configuring audio and video playback almost instantly.

The UNIDISK 1.1 incorporates a comprehensive range of video outputs, all of which carry a constant signal, enabling concurrent use of several video playback devices. A variety of

control interfaces include on-screen graphics, a user-friendly fascia with simple direct control of the large digital display, and a comprehensive luminous remote handset. Additionally, it offers an RS232 control interface and can integrate seamlessly with Linn's Knekt multi-room system.

The UNIDISK 1.1 player is available in black or silver finishes.

KISTO - AV System Controller

The **KISTO** is Linn's new top-performance System Controller. It offers outstanding sound quality and video performance. In the analogue domain, it supports up to six audio channels, allowing control of multi-channel SACD and multi-channel DVD-Audio. In the digital domain, it supports up to eight audio channels, allowing replay of all major surround formats. The KISTO supports all popular video formats, including Progressive Scan video, interlaced RGB, S-Video and Component video. Designed to be simple to set up and install, its in-box video processing capabilities allow plug-and-play performance with video source products and video imaging systems. In the Linn tradition, it is modular, expandable and upgradable.



KISTO

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spendor speakers

Spendor has been transformed over the last couple of years since Philip Swift acquired the company, building on their worldwide reputation for innovation, engineering, and natural sound. The 'S' Series of loudspeakers comprises seven models, ranging from the compact and elegant S3 Stand / bookshelf loudspeaker to the S9 floor-standing speaker, which offers a terrific performance into both stereo and home theatre applications. In between, there is the smallest floor-stander, the S6, which delivers great sound from a slim cabinet. The larger S8 offers serious power-handling with a special bass-mid drive unit. Additionally, the range includes the C3 centre-channel loudspeaker and the Sub-3, an active sub-woofer. Finally, Spendor has just brought out the SR5 - an innovative high-resolution loudspeaker which has been designed and engineered specifically for use on a wall. With its natural uncoloured sound, high efficiency, easy-to-drive load and full magnetic shielding, it is ideal for two loudspeaker stereo systems, surround-sound systems, and a diversity of high-performance multi-room and multi-media audio systems.



new trio from naim



Twelve years after Naim first introduced their original CDS CD player, they have launched the CDS3 which sets new standards. All the trademark features of a Naim player are brought together in the CDS3, along with a host of new and innovative engineering solutions. The CDS3 costs £7,050 (including the XPS2 power supply at £2,300).



Naim has introduced a new mono-bloc power amp, the NAPV 145. Based around the circuit topology of the latest NAP 250, it provides even greater dynamic capabilities and enhanced audio performance, resulting in a superb solution for high quality multi-channel or active audio systems. Price £1,750.



The Axess centre-channel loudspeaker brings excellent performance into the multi-channel arena in a small, easy to accommodate package. The two 130mm custom mid/bass drive units are housed in separate enclosures within the main cabinet and are shielded to enable use in close proximity to the monitor. The Axess speaker is available in cherry, maple or black ash finishes and costs £1,250.

miller & kreisel speakers

M&K have always been at the top of our list for home cinema speakers. The new LCR 650 and LCR 850 models are superbly crafted and are available in beech or cherry wood finishes, and white, black or titanium. These new models are not only impressive for the home cinema, but also work very well on music playback. We always recommend the Tripole speakers for optimum rear effects. Previously these were restricted to being mounted on floor stands or wall-brackets. M&K's new floor-standing Column Tripole surround speakers are free-standing and can be placed close to a wall. The three models vary in height from 22 to 35 inches.

The K17 has been added to the compact 'K' series speakers. A titanium (metallic) finish has been introduced which fits in particularly well with the current range of plasma TVs. These packages are convenient to site, smart to look at and versatile in performance.

what's new at grahams

rotel 02 system



Rotel's new 02 system comprises a CD player, tuner and integrated amplifier, all housed in elegant cases and available in silver or black finishes.

The RCD-02 CD player uses an advanced 'over scan' transport mechanism allied to Burr Brown HDCD compatible digital to analogue converters. Special attention has been paid to the crucial power supply section to ensure it creates the optimum electrical environment for the delicate audio electronics.

The RA-02 is a 40-watt per channel remote control amplifier. A dynamic performer, it is capable of driving even difficult loudspeaker loads with control and grace. Finally, the RT-02 is an RDS, FM/AM remote control tuner. Tuned using UK components and a Burr-Brown output stage, it offers clear sonic performance.



rega

The Planet CD Player improves on the classic Planet in both aesthetics and performance. It uses the same circuit topology as the original Planet, but with improvements in the digital to analogue converter, power supply and coupling capacitors. The Mira 3 Amplifier is a high performance audio amplifier featuring improved levels of functionality and controllability. The overall impression is an amp with a more confident and defined sound.

flat screen TV

Panasonic LCD displays are proving, without a shadow of doubt, to be at the forefront of today's flat screen display devices. Beautifully finished in silver, they provide a very sleek and compact means to access widescreen (16:9) TV. Provided you have an aerial feed, you can choose to locate these units in virtually any surrounding to produce crisp, clear picture and sound. In the early years of development, LCD displays were largely confined to computers and only available in 4:3 display. Having improved vastly in picture quality, they have evolved for home TV use and provide the necessary connections for VCR, DVDs etc. All the current range of Panasonic LCD TVs (tau) are now designed to be plug-and-play.

Since we put these units on display in our reception area, most of them have been bought as impulse purchases, particularly for bedrooms and kitchens. They are available in 15" and 22" models and include a desktop stand. As an additional option, the 15LV1 is available with a built-in DVD/CD player. They can also be wall-mounted with fixed, manually adjustable or motorised wall-mount brackets.

Even better news is that they have just recently come down in price, with the 15" model starting from £1,200. We have one of Panasonic's new 22" models to give away in our competition below.

win a 22" panasonic LCD TV

Just answer the following questions and send your entry (*including your contact details*) by email to panasoniccomp@grahams.co.uk or on a postcard to Panasonic Competition, Grahams, Canonbury Yard, 190a New North Road, London N1 7BS by 25th July 2003. The winner will be contacted by 1st August 2003.

1. In what sizes are the Panasonic LCD TVs available?
2. What optional extra is available with the Panasonic 15LV1?
3. In what colour finish do the Panasonic LCD TVs come?





B&W speakers

B&W has introduced a new finish to their acclaimed 600 Series which has become synonymous with superb value performance in both 2-channel stereo and home theatre. Previously available in sorrento (light oak) or black, all 11 speakers are now also available in calvados (a rustic red finish). The 600 Series comprises three bookshelf / stand-mounted monitors, three floor-standers, two centre-channel speakers and three subwoofers.

QED cable

In the early 70s, QED Audio Products changed the way people thought about hi-fi cables. By the time QED 79 strand was launched in 1978, it wasn't considered just another speaker cable, but a serious hi-fi component. The XT400 cable (part of the X-TUBE range) is a genuine breakthrough in loudspeaker cable design. It is sensibly priced, easy to use, electrically stable to ensure excellent sonic quality and is available from stock at £20 per metre.



panasonic DMR-HS2 DVD/hard disc recorder

This multi-function unit can be used as a DVD player, replace your VCR for television recording, and also record onto DVD RAM or DVD R discs. It has a built-in TV tuner, just like a regular video recorder allowing up to 52 hours of recording onto its internal hard disc. Because the hard disc and DVD RAM can read and write at the same time, you can start watching a programme before it's finished recording! There's even a slot on the front which allows you to plug in media from digital cameras for direct copying onto DVD.



marantz VP12S2

As part of our continuous efforts to maintain and improve the quality of the products we stock, we have decided to add the Marantz VP12S2 high-end DLP (Digital Light Processing) projector to our range. It makes use of the latest DLP chip from Texas Instruments and sets a new standard in picture quality for DLP projectors, providing a stunning contrast ratio of 2600:1. It has a host of connections including a DVI input for inputting digital signals directly from other digital devices such as future DVD players and camcorders, and is the quietest high-end projector we have heard.

what the papers say

Trevor Nelson, in a 60-second interview with the **Evening Standard**, '*Grahams – the world's number one hi-fi store. I've been going there all my life.*'

The Times – '*...a specialist shop like Grahams, where they take you unto an high place and tempt you with all the hi-fi glories of the world.*'

The Evening Standard, in a home-security feature: '*...One such expert installer is Grahams Hi-Fi. Its bespoke systems start at around £10,000 and combine music, television and intelligent lighting with security cameras and an alarm.*'

T3 – '*Take a peek inside a London stockbroker's hi-tech home, where even the fire is remote controlled.*' This two-page feature was based on the case study 'To Have It All', published in our last newsletter.

The **Mail on Sunday** visits a Grahams installation – '*a hi-tech future-proof home that's heaven for all control freaks.*'



what's new

competition winner

John Guy from South West London was the lucky winner in our Anthony Gallo competition featured in our last newsletter. Here he is collecting his complete surround sound system of Nucleus Micro speakers.



Remember someone has to win, so why not enter our competition on page 3 and win a Panasonic LCD television!

anyone for tennis?

If you can't make it to one of our open evenings and feel you need an excuse to visit us – we will be happy to welcome you to our demo rooms during Wimbledon fortnight (23rd June – 6th July). Large screens and surround sound systems are fantastic for watching films and listening to music, but they also work extremely well when showing live sporting events.

Enjoy some strawberries and cream in air-conditioned comfort and see just how good live sports can be on one of our super home cinema systems.

Telephone Gabriella on 0207 688 2850 or email gabriella@grahams.co.uk to arrange an appointment.



to have it all

Over the past year we have worked closely with a number of property developers who have commissioned Grahams to provide custom installation services in homes they are renovating. Many of the projects are properties in the £1.5m - £10m price range where developers realise it is important for them to be wired with all the latest technology in order to assist sales.

The cost of installing these types of systems is relatively small when compared to the value of the property and potential refurbishment cost. There is no doubt that if two properties in the same street are on the market at the same time, the one that is appropriately wired for today's world will sell more easily and at a premium.

Our designs deliver maximum effect for the developer at a relatively low cost, with the ability for the final purchaser to upgrade if they desire. Installations include:- distributed music and video, structured wiring for telephones and data, TV and satellite distribution, door entry, phone systems, lighting control and various elements of security integration.

The installation we featured in our last newsletter was by Anna Owens Designs. In this issue we are showcasing another one of Anna's projects, a home located in Knightsbridge, London, one of several being developed by Capital Residential Management Ltd.

The property features a Lutron Homeworks lighting control system integrated with colour in-wall Crestron touch screens. These touch screens control not only the lighting, but all of the entertainment, blinds and much more.

A plasma-based home theatre system is located in the main living area with LCD TV sets in the master bathroom and bedrooms. The front door entry phone is integrated with the Panasonic telephone system. Video images from the front door and other security CCTV cameras are viewable on the plasma screen and other TV sets around the house. In-ceiling speakers provide music to the kitchen, master bedroom and bathroom, with outdoor speakers on the terrace for those lovely warm summer evenings that we have so many of here in the UK! The house is also fully wired for data and broadband as well as Sky TV, which is available in all rooms.

The overall design of this home is contemporary and the attention to detail is exquisite. At the time of going to press, this exclusive property in the heart of London is on the market – if you need to ask how much, you probably can't afford it! Whatever the price, it will be worth every penny when you consider all the hi-tech kit we've installed there.

By the way, please do mention our name if you decide to buy it!

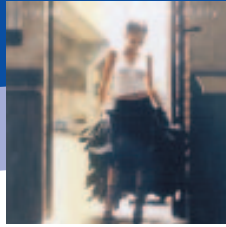
Our thanks to Anna Owens Designs (phone 020 7386 9502) and to Capital Residential Management Ltd for their support and co-operation in producing this article.

grahams recommended music list



1. Pink Floyd *The Dark Side Of The Moon*

This is the 30th anniversary release of one of the great rock albums, initially released in March 1973. With multi-layered sound and myriad sound effects, it is the ideal album to transfer to full 5.1 surround sound. In fact, this superb sounding version is available as a hybrid SACD and LP. The hybrid disc has two layers. The first plays on all CD players and the second includes both a stereo and 5.1 mix playable on suitable SACD players. The LP is in its original packaging and includes a special 30th anniversary poster.



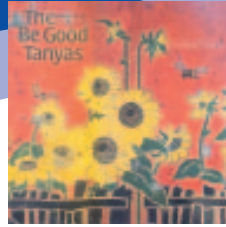
2. Vivian Green *A Love Story*

Vivian Green is a 23-year-old R&B singer-songwriter from Philadelphia, who used to be Jill Scott's backing singer and supported Maxwell on tour last year. She wrote or co-wrote all the tracks on this CD. She describes *A Love Story* as "about a love I lost and a love I gained. Each song is a chapter telling its piece of the story." Despite the fact that this is her debut album, Green has a mature and sophisticated vocal style, honed through years of performing jazz standards in clubs.



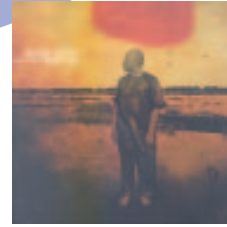
3. Richard Thompson *The Old Kit Bag*

Over 30 years since he left Fairport Convention, Richard Thompson still produces great albums. The latest, subtitled 'Unguents, Fig Leaves and Tourniquets For The Soul', is no exception. It features Thompson, who wrote all the tracks, on vocals, guitars, accordion, dulcimer, mandolin and harmonium, with Danny Thompson on bass and Michael Jerome on drums. The spare sound is sympathetically produced by John Chelew ('Bring The Family', 'Norma Waterson'). A 180gm 2 LP set should be out in June.



4. The Be Good Tanyas *Chinatown*

Chinatown, named after the Vancouver district where the BGTs live, is the excellent follow-up to their debut CD, 'Blue Horse'. The BGTs are Frazey Ford on lead vocals and guitar, Samantha Parton on mandolin, ukelele and vocals and Trish Klein on guitars and banjo. All three women harmonise. Whether they are playing original material, arranging traditional songs or covering songs like Townes Van Zandt's 'Waiting Around To Die', the group have their own delicate, individual style. The legendary Olu Dara guests on cornet.



5. Salif Keita *Moffou*

His best since 1987's 'Soro', this new album is a return to Keita's Mali roots. Most of the tracks include a variety of African musicians, although on three cuts he just accompanies himself on acoustic guitar. *Moffou*, the name given to the little flute that Malian farmers use to scare off birds from their crops, is also the name of the club Keita has just opened in Bamako, Mali's capital city, to promote West African music. On this mainly acoustic album, Keita has written and produced all the tracks.



6. Vince Benedetti meets Diana Krall *Heartdrops*

To hear Diana Krall singing standards get the excellent recent live CD 'A Night In Paris'. However this "new" CD was recorded in 1989. In 1988 Benedetti, a trombonist, composer and native of Zurich, drove a taxi part-time. He happened to give a lift to Krall, who was performing in a bar in a local hotel for a month. Suitably impressed when he saw her perform, he invited her to return the following year to sing & play piano, with his band, for ten concerts and to make this recording of original material.

arcam factory visit

After the success of our outing to Naim Audio last year, we have arranged a visit to Arcam on Wednesday 17th September.

As one of Arcam's first dealers (25 years ago the Chairman John Dawson introduced us to his first product – the A60 amplifier), we thought you might like the opportunity to visit the factory just outside Cambridge.

Pick up, by coach, from Canonbury Yard will leave at 9.00am. On arrival at Arcam, refreshments will be provided followed by a comprehensive factory tour and demonstration of key Arcam products, including the new FMJ AV8 pre-amp processor and P7 power amp. Buffet lunch will be provided, after which there will be a Q&A session.

We have to limit the number to 25, and expect the take-up to be very high. Therefore if you would like to join us, please call Gabriella at Grahams as soon as possible. We will confirm places by 21st August.

union chapel

The summer season is set fair at Union Chapel with a great range of music in 'London's best venue to appreciate live music', *The Independent*. Depending on your tastes, we have the organ recitals running throughout the summer, Jean-Luc Ponty, Edinburgh wow acapella group Naked Voices, the great Ryuichi Sakamoto charismatic experimentalist from Japan, plus the good-time dancing bazaar of Hubble Bubble and the queen of up-beat Egyptian dance music, Natacha Atlas. Many thanks to Grahams Hi-Fi for helping to make the CMN concert, Double Helix, in February possible. It was a great night of music and a Union Chapel highlight.

Julia Farrington

Union Chapel

www.unionchapel.org.uk

auction evening

Grahams continues to support local charities and we recently auctioned a "Night Out At The Pictures" by offering the use of our home cinema rooms for the evening. The winner made a generous donation to come and spend the evening at Canonbury Yard, watching films in our demonstration rooms. We provided the pizza and beer and also offered to match the donation pound for pound thus raising over £500 for the charity.

music order form

This selection of music is available for collection or by mail order using the coupon below. Contact us by phone, e-mail, fax or post, our contact details are on the front page of this newsletter.

Please send your completed order form to: Grahams Hi-Fi, Canonbury Yard, 190a New North Road, London N1 7BS or fax to 020 7359 7620



7. The Marsalis Family *A Jazz Celebration*

This disc is a treat. Recorded live at the Kiefer University of New Orleans Lakefront Arena, this concert marked Ellis Marsalis's retirement as music teacher and the establishment of a Chair in his honour. Joining the pianist, for the first time publicly, are all his music-playing sons, Wynton on trumpet, Branford on saxophones, Delfeayo on trombone and young Jason on drums. They are joined on a couple of tracks by one of Ellis's former students, Harry Connick Jr.

8. Mozart *Horn Concertos Nos. 1-4*

Despite the fact that these concertos were recorded nearly 50 years ago, this version, with Dennis Brain as the soloist and Herbert von Karajan conducting the Philharmonia Orchestra, still remains the reference. This mono recording, which was recently digitally remastered at Abbey Road Studios, sounds extremely warm and natural. The Horn Concertos are coupled with Mozart's 'Quintet in E Flat for Piano And Wind Instruments', where Dennis is joined by his brother, Leonard on the oboe.

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|--------------------------------------|---|---|
| 1. Pink Floyd | <input type="checkbox"/> SACD Hybrid £14.00 | <input type="checkbox"/> 180gm LP £15.00 |
| 2. Vivian Green | <input type="checkbox"/> CD £14.00 | |
| 3. Richard Thompson | <input type="checkbox"/> CD £14.00 | <input type="checkbox"/> 2 x 180gm LPs £22.00 |
| 4. The Be Good Tanyas | <input type="checkbox"/> CD £14.00 | |
| 5. Salif Keita | <input type="checkbox"/> CD £14.00 | |
| 6. Vince Benedetti meets Diana Krall | <input type="checkbox"/> CD £14.00 | |
| 7. The Marsalis Family | <input type="checkbox"/> CD £14.00 | Postage & Packing <input type="text"/> |
| 8. Mozart | <input type="checkbox"/> CD £9.50 | TOTAL <input type="text"/> |

Postage & Packing for up to 3 CDs is £1.50 & 1 LP is £4.00. For larger orders there is a maximum charge of £4.00.

I would like to pay by:

- Cheque Visa Mastercard/Access/Eurocard Switch Issue No.

Card Number

Cardholder Name

Start

Expiry date

Signature

Address (where items will be delivered)

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Daytime Telephone number

Evening Telephone Number

Goods will normally be dispatched same day but please allow up to 14 days for delivery.

cedia cpd for architects

As well as training our own staff, we also provide a CEDIA CPD to architects. This Continual Professional Development course is approved by the RIBA. Most professional bodies require their members to take a number of hours' training each year to keep them up to date. The CEDIA CPD covers all aspects of systems integration in the modern home and provides an overall instruction on how these systems work, integrate and can be installed. We have already presented this course to a number of architects who have found it both useful and informative. If you are a registered architect and are interested in the CPD for your own practice, please contact Gabriella Grandi.

If you are not an architect but are interested in this course, see front page for open evenings we will be running at Grahams.

people at grahams

In each issue of On Track we have the opportunity to announce new members of staff to our growing team. We are in the process of recruiting several new members of staff, and look forward to introducing them in the next issue. In the meantime, we would like to officially welcome Niall Barker to the fold. Niall joined us in November as Technical Project Manager and is now almost part of the furniture!

Unfortunately, we are losing Chris Rawlinson, who has been with us for two years. Chris began his full-time working career at Grahams and brought with him the enthusiasm to learn and explore the technicalities of plasma screens and home cinema. He has been an important member of the sales team and we are sorry to see him go. He leaves to pursue his dream of becoming a commercial airline pilot and starts training this summer in South Africa. We wish him all the best in his new career.

staff training

Staff training has always been an important issue here at Grahams. We are very pleased that there is now a worldwide certification programme, which many of our staff will be taking over the next few months. CEDIA (The Custom Electronic Design and Installation Association), of which we are a founder member, has certification for both system designers and installers. These examinations will be run for the first time in the UK at the CEDIA Brighton Expo in June. We are sure that all our staff taking part will pass with flying colours.

new reception

At last we have completed (well almost) phase one of our reception area refurbishment. We now have four workstations, CD racks and storage cupboards and, as our picture shows, this new area is light, bright and functional.

Further improvements and developments are planned and we look forward to welcoming you to see it for yourself.



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

ARENA Magazine

the smart show

We recently visited the Smart Show at the NEC in Birmingham. This trade-only show focused on the electrical retail trade and covered all electrical appliances from fridges to plasma screens.

Items that appeared to be getting the most interest were DAB (digital radio), numerous small LCD TV sets and DTV decoders for 'free to air' Digital TV reception. Of all the LCD TV sets we saw, the Panasonic models that we've been selling for the past year or so still lead the way in terms of performance, and we've got one of these to give away in our competition – see page 3.

The three products that caught our imagination are:

A Pace DTV set-top box with a built-in hard disc recorder - nothing new there - but the latest box does have two outputs, allowing you to simultaneously watch two different channels at the same time – we would suggest that you watch them in different rooms though!

Karcher – who many people will know for their power jet car washers - were showing a nifty robotic cleaner that wanders around your house cleaning as it goes. When it's full, it simply returns to its docking station, empties the rubbish, recharges itself and then goes back to cleaning. It's not too clever at coping with the stairs, so you'll need one for each floor. A snip at around £1200 – or £6000 if you have a five-storey town house.

The Icebox by Beyond – touch screen PC / entertainment system with waterproof keyboard. This new product is designed to fit under a kitchen wall unit and includes a television, DVD player, touch screen computer with web browser and most importantly a remote control keyboard that is fully waterproof. We hope to have a prototype on demonstration soon and this will be linked into our Crestron control systems to provide complete control of a central entertainment and house control.

