

Organic Audio®

The story of a God idea manifesting

Introduction

*Let's get one thing straight: **God is not boring.** And your **life with Him** shouldn't be either.*

This is a story of what it takes to walk with the Holy Spirit and see Him do everyday miracles.

"I want to let my readers know the lessons learned through the last 18 years pursuing a passion and calling.

I have learned to listen to the Holy Spirit's quiet inner voice, perhaps successfully 40 to 50 percent of the time, and saw an offering for a kingdom business conference based on biblical principles. I knew I was supposed to attend. I did so. While there I heard the Holy Spirit say that I needed to team up with the sponsors, and did so. It has been the best thing that I have done for my business."

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Chapter One

Beginnings

My first ten years were spent in a community that had a church, a small store at the crossroads, a church on the opposite corner, and an old-style southern mansion with columns across the road. Behind the church was a fishing swamp and lots of woods. Beside the church was a manse for the Pastor, and that is where I lived.

When I was ten, my parents decided they wanted their boys, of which there were three, me being the baby, to be exposed to more opportunities in a bigger city. So, we moved to a big city, especially in my eyes, in another part of the state. At ten, culture shock is not an accurate description of a ten-year-old child being cast into a neighbourhood with houses 25' apart, a busy road for a front yard and an elementary school across the road.

The first year in this new world is vague in my memory, with only a few traumatic instances. The second year, however, ended in a life changing experience for an 11-year-old. I believe the year was 1962, and a young black girl was enrolled in the first grade in my school, the first step in integration for this city.

My sixth-grade class consisted of all the kids that could not afford to travel to another school, and me. My parents refused to sign the necessary paperwork saying the black girl was the reason for the transfer. That year introduced me to concepts and circumstances that rivalled the initial move to the city.

My neighbourhood turned into the hood, and in hind sight, I started the years of an identity crisis. Part of the solution was to take up an instrument and start exploring music. I found both an escape and gifting.

When the advancement to middle school came to pass, my mother readily signed the transfer papers for the purpose of a better music department. The middle school was where my closest brother attended, so it was good to have someone I knew. The band director was awesome, a trumpet player who was dearly loved in the city in all the music genres from classical to jazz.

The Next Move

As my neighbourhood was now a hood, the church my father pastored decided it was time for them to transfer also. The church bought land across town and built a brand-new house for us. Back to some woods!! The next musical move for me was friends I had made in band, wanted to start a combo. I said sure, what do I need to play? They needed a bass player, so I signed up for a paper route in my new suburban "hood", got up early every morning, rolled papers, got on my bike, collected money and bought a Sears and Roebuck bass and amp. Turned out I had a pretty good ear to learn current radio hits and loved the challenge, and especially the improvement in identity that came from a group.

Then came high school! New people, lots of pretty girls, and a new level of musical talent to get to know. I met an amazing guitar player, who became a lifelong friend, and we started a more serious combo. We were good enough to play often in coffee houses and gatherings and our reputation rose among our musical peers.

Then came college, 1969, height of the Viet Nam war. I got accepted to a state university for the music department as a trombone player (my band instrument of choice). Cliff notes for college; I had a marvellous, strict music theory professor who opened up the world of musical language, I met the next level of musical talent, and we started a more serious "band" instead of combo. (The guitar maestro was also at the same music department.)

Summer of the first year we were playing at the beach club in Myrtle Beach and opened up for the Platters. Sunny Turner, the lead singer, heard me play and offered me a job as conductor and to help form a band to travel with them. Needless to say, that ended my college career. As I was somewhat of a rebel, I ended my college career with an A in music theory and a knowledge of how to play bridge. Everything else ended in a .065 grade average. But I was starting a path of professional musicianship.

The next eight years were full of ups and downs. The best thing that happened was marrying my bride of 50 years! The last band I played with was written up as the best unrecorded group in America. We were on the road to real success, but egos got in the way and we changed personnel. I ended up leaving the road and searching for a new way to live.

After the last band, I met Jesus on a mountain top and knew enough about him to cast down an eastern guru I had hooked up with and ask Him to take that place of authority. As my current world consisted of musicians and drug dealers, my new life was pretty much the same as the one at the time. However, the Lord has a way of being patient with His babes!

I worked for my brother, who got a mathematics degree and decided to be a carpenter. This introduced me to hard work, being a grunt at the bottom of the total pole, and putting up with an older brother's glee at making me do what he wanted. I was beginning to learn patience

After a couple of accidents with a jointer on the ends of a couple of fingers, i decided I needed another occupation. I went back to school at the same university, found mercy for the bad grade point average and was able to retain the hours I did have credit for and start with a "O" grade average. I decided to study electronics to be able to fix my amps instead of paying someone else. This led to meeting a friend who had a TV repair shop who wanted to sell the business. I asked my professor who had taught me all I knew about electronics if he thought I could do this. A couple of weeks later he said it would be hard, but he thought I could do it. I became a small business owner, by myself, with some help from the seller. I eventually became the warranty center for all the major manufactures. Many things occurred that don't apply to the Organic Audio story, but were foundational to it happening. Our God is like that!!

Chapter Two

Foundational Years

Returning to college after 15 years! It amazed me how much I enjoyed my general college classes. The biggest problem I faced was being the grade spoiler. Didn't make many friends in the younger generation, I just cared how I spent my time. As I was still searching for the next phase of my life, I decided to pursue learning electronics, as a practical matter. This is when I met my friend with the TV shop. After I became a very small business owner, I thought it would be prudent to take some business courses.

Over the course of the next several years, I learned my electronic trade and took all the courses necessary for a business minor. After finishing my major and minor requirements, I still had a fair amount of general college requirements to take to qualify for a degree. As this time at college produced a 3.75 grade average (the grade average was due to an English teacher that said if we were excellent writers, we wouldn't be in her class), I decided not to waste my time at gaining information I was not particularly interested in, so I ended my collegiate career.

These years held three priorities for me. First, my wife and I became God Chasers. The saying during those days was "to be under the spout where the Glory comes out". We did our best to do that. The second was our family. We were blessed to have a girl and a boy and they were our next focus. To help with the small, but growing business, I also played with the head of the jazz department at the university and learned much about jazz. Most every Friday and Saturday nights were playing at restaurants, with events scattered in.

Third was the business. As a service business, after 12 years I ended up being a Sears Service Center for four of the northwest counties in the corner of my state. At the peak, I had 18 employees and came as close to bankruptcy than at any other time. The main reason for this was having to fix whatever Sears sold, which meant I had to expand the workforce to perform the service. What I learned was, the reason Sears wanted guys like me was they were losing money on the service end and passed the problem downstream.

When the contracts ended, so did my employees. My good friend and best repair man I knew returned to the home shop and had the best years of the repair business, recovering from the mistakes and reestablishing the reputation as an honest electronics service center.

Around 2004 I started to see the future of TV and electronic repair moving to the recycling center. It was time for a readjustment. After prayer, I decided I would pursue a general contracting license. I had spent time working for my brother, so I had an interest in building and the business side had potential. I filed all the paperwork with the government

departments and was approved to take the “test”. This test was the hardest event in my entire time of having to take “tests”. With the favor of God, I passed with a fairly high score. I ended up building a shop for the contracting business and jumped in.

Chapter Three

First Challenge

In 2007 a customer came to us wanting to put speakers in a chair. He had a trailer with theatre seats installed and a big screen TV that showed car races and the chairs moved with the race. He would go to car lots for a weekend and would be the attraction to bring potential customers to the lot. He was so impressed with the reactions of the people after the experience; he wanted to build a chair for home use. As he had no knowledge of how to do speakers, he came to us.

After he left, we had a good chuckle about “that wouldn’t work”. Being interested in income, we decided to give it a shot. I had a good friend who was an engineer in Kentucky, who also did sound for his church, so I called and asked him his opinion. His response was “that wouldn’t work”, but because I asked, he said he would think about it. A couple of months went by and I got a call saying this may have possibilities and it might be worth doing a proof of concept presentation.

We set up the meeting and he came to us and set up a frame we had the customer build, and everyone was impressed. Discussions ensued and Bill and I started getting serious about making this happen. Many things occurred during this period, and in hind sight, the Lord’s hand was upon this effort, and our enemy also was aware.

In 2008, I was clearing a lot for my father-in-law as the town was taking his home of 50 years to build a four lane road to the university. We were building excitement about this new project with the speakers and had lined up the necessary components and people to pull off presenting the “chair” to a furniture company. That led to doing the official furniture show held twice a year in High Point, NC where the entire furniture industry decides where to spend their money.

Back to clearing the lot. I was almost done and decided to clear the briars off an old road bed that I thought would work for the driveway. Going slow, I was cutting across the hill and suddenly there was no more road. I was on a small Kubota tractor with a bush hog on the back and ended up on the back of the tractor as it turned over 2 ½ times before stopping. I am convinced a miracle happened as I woke up breathing. Of course, there were injuries, but I am convinced angels had me in their hands.

When going to the furniture show, I met the “silent” partners for the chair effort and knew this was not right. Over the next few days, the business model they had was discovered and it was to enhance the experience in the porn industry.

I ended the relationship, and after legal advice, dropped the idea and efforts for 2 years.

Chapter 4

A Gift Given

The next couple of years was spent nursing the dwindling service repair business, recovering from the accident and birthing the contracting business. One day, the chair concept was brought back from the moth balls and we decided to start thinking about it again. After all, the first effort was a hit. Our goal was to come up with a satisfactory small enclosure that produced enough low end, bass, without using a larger speaker under the seat. The chairs for the furniture show had two eight inch woofers mounted underneath.

I started diving into the paradigm of building speaker cabinets, reading and learning software. The experimentations were OK, but our blockage was they were no better than what was available on the market. Why pursue something that was already done?

One day, Bill and I were at lunch and Bill said, “why don’t we do this”? My response was we would have to do some trickery electronically to make it work because it was definitely outside the paradigm of how audio worked, at least to solve our issue. We decided to try.

Bill started trying different ways, and I called my engineer friend to get his opinion. That response was “that’s stupid, it won’t work”. (Sound familiar?) We weren’t stupid enough to accept that verdict, and smart enough to try anyway, uneducated as we might be. After all, I wasn’t dead from the accident, giving full credit to God and His angels, so we proceeded to try.

One day Bill came to me and said I had an inspiration and tried it. It worked!! Sure enough, we got an amazing amount of low end out of 4” drivers. After more development, I threw away the books and software as this idea completely changed the paradigm of how speaker enclosures worked. We immediately knew this was way above our pay grade and we committed to give the credit where the credit was due, this was a ***Gift from God!***

Chapter 5

A Gift Explored

Next came the search for the best drivers (ie, the mechanical speaker that moves) and shape for the enclosures to fit in a chair. Here my carpentry experience came into play. We had used drain PVC pipe for experimentation as we could manipulate the air volume behind the driver because that was the “secret” ingredient for low frequencies. God did away with that requirement, so space requirements were dictated solely by driver size and mounting requirements.

We found that we could reduce the size of the driver from 4” to 3”, which made application for a chair even better. It also made the gift a more amazing idea and started a long period of searching for appropriate drivers. We looked and looked, which meant bought and bought, drivers from many manufacturers, but weren’t happy with the overall results. We wanted a full range driver, so crossovers would not be necessary. Finally, Bill found a company that was raved about in the European DIY community, whose reviews focused on the full range performance. Full range meaning from low frequencies to high with a balanced rendering.

Of course, the price point was prohibitive, especially after all the previous investments. But there is a saying that I am still learning, you get what you pay for. I ordered a pair. After installing with our engine, we never looked back, and never want to look elsewhere. The pairing can only be understood with the ear, words do not suffice.

We needed to find a way to describe the gift, so we first had to try to understand just how this gift worked, and describe the benefits it produced. As I am the musician and Bill is the high end audiophile, we both were impressed with the amount of information we heard from recordings we had been listening to since childhood. The technical term for this was fractal information, pieces of information lost in the reproduction process. As we were musically inclined, Bill wanted a musical term and suggested ARIA. My job was to come up with what that acronym stood for. Therefore, Acoustic Retrieval Information Amplifier. Next we had to describe the mechanical nature of the gift. We settled on engine. So our website uses the ARIA Engine.

When the prototype was built, we would introduce customers to the experience and the feedback was 98% positive. Perhaps the most impactful for us was when a game programmer tried his program, and after a half hour got out of the chair with no words, just tears.

Chapter Six

A Gift Created

Now we had a functioning proof of concept of the gift, with most of the electronic pieces in place. Next was creating a presentable chair from the pieces, adding the structural frame and housing for the audio.

My carpentry skills were limited to houses, cabinetry, trim, etc., not furniture. After thinking about ease of construction, I opted for a copy of an Ames chair, a classic Swedish design. There was a business in a nearby town that produced the curved blanks of the chair for the factories that produced the design. All I had to do was shape the back and bottom of the chair to work for us.

The arms were a rectangle elongated for the seat length with our engine enclosed within. The back had wings at the head rest where two drivers, without the engine, were mounted for back channel info embedded in movie tracks. All the woodwork was done with walnut with a natural clear finish. Cushions were black. It actually was a good looking chair, but the sound was amazing.

At this point we thought we needed to expand the offerings to conventional near field systems, which is home audio systems. This started a long effort to make a “normal” speaker sound as good as the chair system did. Our engine performed as expected, but room considerations changed the presentation.

I have an attic in my shop that has a museum of really nice enclosures made from hardwood, but making the engine function was a challenge. We did small shelf speakers and mid towers to full towers. We got close to the chair performance, but not quite.

The closest we came to retail were satellite systems, complete surround sound kits, and TV’s. Our showroom was nice, but the business was still repairs and installs.

Name and Protections

I felt we needed to name this venture, so we settled on Artisan Audio. Seemed to describe the effort so did paperwork for the state and became official. The response from our customer base was so positive, the desire to start selling was strong. However, we were concerned that our gift was so simple that if we did market it, the idea would show up on every corner. God was meeting our needs, so there wasn’t a rush to let the idea out.

The unction was to look at the patented speaker designs to see if someone else had done what the Lord had showed us. I spent many, many hours reading patents on the patent data

base. Found were the components we used, but nowhere did I find the way the components were assembled to produce the results. Finally, I logged into Legal Zoom and filed a preliminary patent application. I had learned that if your idea had even been published in a trade magazine, it was not patentable as unique. I reasoned that perhaps the best defence was an offensive move, at least that way no one else could patent the idea and try to shut us down.

That started the patent process, but I had no expectation it would work. After a couple of months, I received a notice from the patent office rejecting my claims. No surprise, but I read the notice out of curiosity and realized it was a partial rejection, not total. I figured it might be time to drop some money on lawyers to at least understand what this meant.

I found a firm in a city near me and set an appointment. I actually took a system to demonstrate what we had done. The lawyer patiently listened and said he would do some investigation and let me know. Of course, the cost for this was set. I agreed and went back home.

A couple of weeks later I was notified that they would be happy to proceed on my behalf and of course gave sufficient news of hope to reel me in. One thing that he pointed out was he checked on our choice of names and that if we were successful, we would have a lot of expense fighting for our name as there were countless businesses with the same name. His suggestion was to find one like Zerox, Pepsi, etc., that were new names.

A fellow elder in our church had started a website business in Dallas when he worked for IBM and gladly gave me his name, including the .com. That is where Fysson.com came from.

Jumping forward through the lawyer stories, I had to find new lawyers due to them missing deadlines. I finally found one in my state that actually could practice with the patent office in Washington. I can build homes because I have a license number from the state, patents are the same, you have to be licensed to practice with the government.

After telling my story to him, he said he would call me back after he spent some time thinking about my situation. He had never dealt with an audio product and wanted to consider what he would have to do. On the return call, he gave me his plan, asked if I was willing to help educate him, and gave a set price to do the work. I agreed and that started a couple of years of back and forth with the patent office for him to figure out what they were looking for.

In the summer I had a call from him saying we had yet another rejection, but he was sure he could satisfy them. Could I read the rejection and give him suggestions? I was in the middle of construction season and told him I wasn't interested, just do what you think best, I trust your judgement.

A few months pasted and I had almost forgotten about it. I received an email from the US Patent Office saying congratulations, you have been awarded a Utility Patent for your speaker design. I read it several times to make sure of what it said, then cried in rejoicing for the favor of God! Not only had Jesus given us the idea and gift, He had also given us a patent to protect His gift.

We needed a mission statement, so we settled on “Bringing high end audio to the working man”. We just wanted people to enjoy and appreciate the majesty of music without having to sacrifice too much.

Chapter Seven

The Gift Presented

The First Trip

Now that we had protection, it was time to present what we had. Because brick and mortar audio stores were becoming a thing of the past, I wrestled with how to break into this market. The best place to try and get noticed were audio shows, of which there are several across the nation, and internationally. The closest to us was Capital Audio Fest, just outside of Washington DC.

I contacted the show owners and they were more than willing to let us rent a room. We had our website active, so we had enough presence to satisfy them. So we worked out the logistics and hit the road. We really had no idea what the high end audio world was about, just that our gift was awesome. We took our chair and sets of speakers, and set up, anxious for the next day when people would start to come.

It was quite a show! I had no idea of how expensive this level of audio was. We priced our best speakers at \$4400 a pair, thinking that was almost too much. Seeing the competition and listening to them, we realized the nearest competition started at \$30,000 and up. How about a turntable for \$50,000? I had no idea such a world existed, as do most people.

We had lots of interest until they found out how much they cost, then interest disappeared. The only answer we could come up with is they thought there was something wrong with them because they were so cheap. Expensive lesson....

There were some bright spots for us. Several audio publications wanted to review us, and we got good response from them. The best thing was that one of the magazines gave us "best of show" for our chair, as the most innovative product at the show.

The audiophiles that sat in the chair would say, after 30 seconds or so, this is as good as headphones. After 60 seconds or so, it would turn into, no this is better than headphones! We came back home with an education and many pats on the back, just one sale.

The second trip

Two years later I decided to return to the show with revamped designs and a goal of spending more time looking at the competition to understand better to compete.

One of the main takeaways was that people seemed to be confused when listening to our speakers. We finally settled on the fact that our presentation was so real it was uncomfortable. People were used to hearing “stereos” which always have some electronic manipulations, making the reproduction not real, but normal. Real was not normal.

As for the competition, the same comparison of quality started at \$30,000. However, this time a company had the biggest room and their system cost \$1,250,000. That one did sound better than ours, but even then, the front end was more responsible for the difference than the speakers. I did meet the owner of the speaker company they used for that system, he had on a coat and tie. I figured he had to have something to do with the system, and I was right. I told him we were also vendors, but we were at the garage stage of development. He encouraged that he and his father started the same way, keep at it. My final question was two parts. First how much just for his speakers? Answer, \$200,00. Second, do you really sell these? Answer, we have customers in every country in the world.

I like our mission statement better!!

The third trip

After the second trip, I was not so sure I wanted to go back. Seemed to be money not well spent. One thing that we did in the meantime was to revisit the idea of a console for the furniture industry. I had a good friend whose son was an award winning designer for entertainment system furniture and wanted me to introduce him to our speakers. He was impressed and did a couple of sketches of ideas he had. I didn't particularly like them, but asking him if he would be OK with me doing what I thought, to prove that the concept would produce.

I did that and of course our speakers excelled, as they did every time we tried new designs. However, his contacts in the industry were not interested in something that was new. If it wasn't selling then, they didn't want to risk something new. I guess I understand that.

The fall came around and time for another Capital Audio Fest. This time, the company we used for our drivers was also displaying at the show. They had developed their own towers and were wanting to break into the market. I thought this would be a great time for them to hear our systems. I had told them about how good their drivers were with our design, but words don't do justice, so having them listen was an opportunity I found attractive. So, the check book opened.

When we arrived, we were on the third floor, they were directly underneath us on the second. First day of the show we went and met them. It turned out that they had hired a company from the west coast to represent them, disappointing. Also disappointing was the performance of their speakers. Their price tag, \$30,000. We finally talked the rep they hired to come and listen so that he could give a report and comparison between the two designs.

When he walked in his mouth opened. He stayed for a bit, but left shaking his head. As it turned out, I never heard that the company heard his opinion. What did happen is the company exited the speaker competition and now only offer designs for the DIY community to use.

My relationship with them is excellent and poised for advancement when circumstances align.

That is probably the last time we will try the show route.

Chapter Eight

Offerings

Because we were the developers of this God given invention, we are always saying, “what if we do this? Or maybe this?” My friends that were great sales folks keep saying just start selling. Due to not having the knack, or gifting, nor knowledge of how to ask for money, it was easy to get caught up in the fun of design.

An old friend of mine, and customer of the repair business, heard the speakers and wanted in. He was right next to retirement and had some cash, so we struck a deal. His name is John and we became the creation crew. I did the designs, the CNC work, and first designs. John would help assemble and do the finishing. We used hardwoods 90% of the time so there were finishing learning curves to travel for both of us.

Our most enjoyable times were when we were done with the different speakers, hooked them up in the sound room, and marvelled at how good God is!! There were only a few times that the new designs needed to be revisited. However, I was very good at creating a lot of kindling for our wood stove.

Chair System

The chair was the first offering. One of my electronic customers was in the shop to get pick up his TV, and I offered to show him the chair I had made. He immediately asked if he could hear it, of course that was my intent. It turned out he owned the largest Lay-Z-Boy outlet in Florida and asked if he could take a picture. Of course you can, was my reply.

He called me a week later and said that the corporate officer for Lay-Z-Boy was going to be in town for the university’s football game, she was a graduate, so the meet was set. She and her husband showed up the next weekend. I had a second chair at the time, not as nice as the one that won best of show, but sonically as good so both got to experience them together.

We watched pieces of a couple of movies, and some music of their choice, for 30+ minutes. I answered all the questions and they were intrigued. My customer, who stayed in the shop area while this went on, came in and asked her what to do rate this on a scale of 1 to 10? Her answer shocked both of us, a 12. My customer was thrilled and we talked about what he thought this would mean after they continued to the ball game. Our expectations were high.

Two weeks later, Lay-Z-Boy corporate was on the phone with me. “We heard the report for your chairs and we very much want to come see your factory”. I said “there must be a

misunderstanding, we are the inventors with the concept, you are the factory. I was hoping you would want our systems". The conversion ended shortly thereafter and was the last communication I had with the company.

My customer was upset! He said he wouldn't quit until he had an explanation for me. It turned out that they were already in development of an audio chair with an ex-employee and even though the officer in charge of all new developments preferred our system, corporate prevailed.

At this point, serious consideration was given to turning the speakers into a stand-alone version that did not need the chair. I got to work and came up with a solution that was doable in our shop. I worked with a company in my state that did moulding with plastic/foam material that was the middle of the process from handmade to injection. The results can be seen on our website.

Naming became an issue and the person I used for my website was good at marketing so I asked him to think about it. We had tagged the tech for the chair as close proximity sound, powered by the ARIA engine. He called and said as he was in prayer about the name, he heard INIO. He explained those were the first two and last two letters of intimate audio. We bought in.

With the new design we started exploring the retirement community complexes. We did this because as I serviced the local apartment building's TVs, I would walk down the hall from one loud TV to the next apartment with another loud TV, then another, and another, etc. We also had family members of the elder generation that one could hear TV fine and the other had to leave the room. We installed the first prototypes for parents and life changed for them. We knew this could be a quality of life issue for the hard of hearing.

My home town had a high-end retirement center that my father had input into at the founding of the facility. We had an introduction to one of the residents through a high school buddy of mine who had spent his career in audio for TV. He agreed to listen to our speakers, so we showed up and set them up. He immediately wanted to buy them because he could take his hearing aids out and hear the TV better. He was the first customer and I asked him for a testimony, which he could provide as he did and the audio/video for the community. That testimony is still available on our website.

John and I spent much time and money pursuing not just this one community, but others also. We finally learned the roadblock for entry was non-solicitation requirements in the by-laws from corporate. We realized that we needed to come at the market from the other end. Because of t

he many hats that I wear, the retirement center hat got hung on the hat rack for a future time.

Home Audio

Our quest to make the near field speakers sound as good as the chair continued. The results were impressive, just different. Our speakers, performance and quality wise, were better than the competition as we discovered at the audio shows. After the first show, my focus was on making the appearance better. We discovered the WAF factor needed attention. That is “wife approval factor”. So we continued with solid wood with leather accents around the drivers.

The offerings during this period included multiple speaker enclosures, a standard in the industry, and single enclosures for less expensive needs. Our advantage here was the drivers we settled on. They are all full range so crossovers are not necessary. The current website has these models in the David line.

Pro Audio

One of my construction clients was also a photographer for Samaritans Purse and Life Way out of Nashville. He fell in love with the speakers and would talk about them when on assignment. At one of the Beth Moore events he was telling the praise group about them. The next morning the piano player saw him at breakfast and said that he felt he was supposed to help expose us to the Nashville scene. Turned out that he owned a recording studio and invited us to come see him and show the speakers.

John and I went for a couple of days. His response was that he thought they were the best mid range speaker he had ever heard, but the check boxes for his studio were not all checked. However, he said we had to meet a friend of his that was the project manager for KRK studio monitors, a Gibson subsidiary.

I made the connection and our first conversation was more about Jesus than audio. He gladly said he would critique the speakers so I sent him a pair of our 4” stand alone. He lives in California, so I figured some time would pass before I heard from him. He let me know they arrived safely and he would get back with me. About six weeks later my phone rang. After pleasantries, he said it was the first speaker he had ever heard that he thought would crossover from audiophile to pro-audio. The main criticism was there was not enough low end. “Work on that and let me know how it goes” was his response.

You can probably tell I enjoy a challenge with potential. John and I talked and thought. Our first offering had the tower with three speakers on one engine. We used the largest driver

the company made, an “eight inch” for the low end. I told John, why don’t we put the eight inch driver in its own cabinet with its own engine and see what happens? Within 30 seconds of its birth in our listening room, we knew we had been missing it. Totally amazing results.

I made a pair for Rich in California and shipped away. Another couple of months and the first call was “you did it. I’m going to take it to friends to get their feedback.” Next call was “the consensus is awesome, but it needs to be powered.” That means having its own amp built into the enclosure. “If you can do this, I promise I will take you to the top of the pro-audio world.”

I spent a couple of months with off the shelf amps to see what would happen. I succeeded but the amps were difficult to deal with, so not satisfactory for sale without customization of the electronics. However, the offer is still there when we get the means to accomplish the development.

The result of that phase was discovering the eight with its own engine.

Home Audio II

I received an email from our driver company saying they had a new discovery for the drivers. The materials engineers had come up with a hybrid material that grew together to produce an amazing result. They call it MAOP. I immediately ordered a couple of pairs to hear for myself. After installing them, they were modest in their appraisal of the performance. Our engine already had pushed the quality of the drivers beyond specs, but these new drivers were a new experience.

I ordered a lot of all sizes they offered. These drivers were more expensive, as the process produced usable results a little more than 50% of the time. The choice of drivers with corresponding pricing went up on the website.

Names

We needed to name all the newest versions appropriately, so suggestions were sought. The consensus was we needed to be as biblical as we could to Honor Jesus as the source of these great gifts. My first name was for the MAOP drivers. I called them the Bezalel after the man God downloaded all the skills to build the tabernacle. I like it, but it may not stick, a little hard to pronounce. As for the main line of home audio, the David line made sense because he was anointed for music, as are our speakers. We have the Young David, Little David, and to come, the King David (still in prototype stage).

Chapter Nine

Lessons

I want to let my readers know the lessons learned through the last 18 years pursuing a passion and calling.

I have learned to listen to the Holy Spirit's quiet inner voice, perhaps successfully 40 to 50 percent of the time, and saw an offering for a kingdom business conference based on biblical principles. I knew I was supposed to attend. I did so. While there I heard the Holy Spirit say that I needed to team up with the sponsors, and did so. It has been the best thing that I have done for my business.

When I returned home from the meeting, the Lord started opening and closing doors dealing with all parts of my business. Situations that I faced needed decisions, and they resolved quickly in ways above my pay grade.

One of the sessions contained advice about spending money in parts of the business that were not giving a return. Once again, the Holy Spirit quietly led me to look at my decisions in this new light, and be intentional about what I saw.

I returned to the INIO system. The performance and uniqueness of the gift stands in its own space. It is also the beginning of the gift and the resulting offerings have grown from its roots. The same components for the INIO are included in the Little David, which is for computer speakers. Both offerings are the most affordable also. They are the focus of the business going forward.

This writing is focused mainly on the business and its offerings, and how the process worked over time. More importantly, the personal growth and education in the Bible and Biblical concepts were the goals and the true lessons and necessary changes. It starts in our hearts and then comes out through our decisions in every day of life. As the scriptures say, it is the little foxes that spoil the vine.

Every day we have choices of how we deal with life. I have found there are marvellous opportunities every day to be offended, even at the smallest words, but I have decided to not take them, to best of my ability. None of us are perfect in these choices, but Jesus has made a way to be forgiven and try better next time.

There have been countless times a door opened and a decision needed to be made to either enter or shut. It was my confession for years that I would try everyone of them. That is not the wisest road to choose, but one done without paying attention to the Holy Spirit. Even though the intent of the heart was to advance the kingdom, the head make the decision instead of the heart. Truth; the path to destruction is paved with good intentions.

Every time what seemed like a possibility, either someone saying they would do something, or others raving about wanting to help, would never materialize and disappointment would need to be dealt with. My answer to the group was always the same, which I knew was from the Holy Spirit, there will be nothing wasted. What may seem like a defeat, or just obstructions, can always have a silver lining, if you look through the right eyes. God can always turn bad things, including decisions, into good things if we choose to believe. Truth; Father God is ALWAYS good and never the author of bad.

Perhaps the most important and difficult lesson we all need to learn is to trust God. Oh how often do I not when the circumstances seem overwhelming and situations escalate and grow worse. Our minds seem to be fertile ground for thoughts based in pride, self righteousness, and whispers from our enemy. This is where the transforming of our minds has to happen. It is always our choice which side we choose, life or death. King David wrote about this in the Psalms and what he said sums it up as well as anything else I have ever read.

Psalm 27:14 (TPT)

Here's what I have learned through it all:

Don't give up, don't be impatient;

Be entwined as one with the Lord.

Be brave and courageous, and never lose hope.

Yes, keep on waiting - for He will never disappoint you!

Update

Around the early 2000's I saw the electronics repair business relocating to the city dump. It had been awesome as a cash flow to support my family and make it through to the "empty nest" stage. Wanting to work with my son, I decided to revisit my years of working with my brother on his construction crew, and use the experience to apply for a contracting license. 2006 saw the issuance of a North Carolina Building License. For 20 years I have built from ground up to repairs, using word of mouth only.

My speaker business has always been my passion and I have dedicated it to the Kingdom of God. After joining the Mach 10 consulting group, my vision started to grow. I had heard often, do not limit God, and He was working on me to believe that.

Because of hurricane Helene, I became involved by helping with my contracting license. A close musician friend of mine, of 40+ years, who has an amazing servant's heart, started helping and ended up with a non-profit called High Country Hope. I was asked to be part of the board, which I accepted.

The people God brought to this effort are seasoned spiritual individuals with decades of experience in transforming blighted areas of urban communities. As we have gotten to know each other, and our journeys with the Holy Spirit, we have decided to start a new entity to help rebuild the devastation left by the hurricane.

We have named it; Kingdom Builders of N Carolina, LLC. The members of the LLC have successfully transformed the worst zip code for violence and poverty in west Dallas to a desirable group of 13 communities that have received over 4 billion dollars in investment.

I have come to understand the effort to make "Opportunity Zones for rural areas" lacks one part that is hardest to remedy. The business mountain to supply good enough jobs to transform the future of families. My speaker business, and other appropriate businesses, can be that solution.

Finally, I believe that this Kingdom effort should be funded by the Kingdom. Although we have the stamp of approval from the cabinet level faith offices in Washington, our government is not the source for this project. ***It is the Ekklesia's job.***

You are invited to visit; www.operationrebuildwnc.org for information about our assignment from the Lord.