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Subject: Re: Attracting Non-Audiophiles To High End Audio  
Posted by [Wayne Parham](#) on Sun, 09 Aug 2009 15:22:48 GMT  
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I started off with an absolute need to keep costs down. My first speakers were an attempt to get good sound on a budget. That's how the smaller speakers in my line were born. After that, I wanted to do some price-no-object models, and my larger speakers and cornerhorns were a result. Still not expensive by audiophile standards, but they do incorporate a whole lot more engineering than many loudspeakers on the market. So I guess, in a way, all my speakers are about value. That's what counts, in my opinion, no matter the price tag.

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