



Piezophone™

Contact microphone for string instruments

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About Me

B.Sc. Electrical Engineering

Old Dominion University, 2011

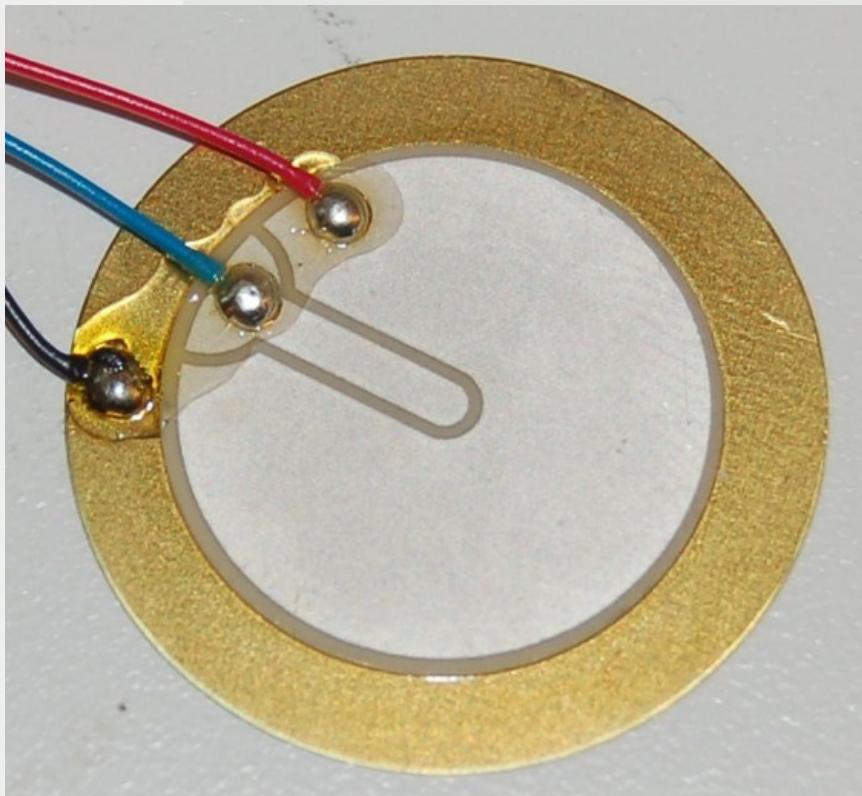
Mandolinist

Violist

Sound Engineer

Lemongrass Acoustic Trio

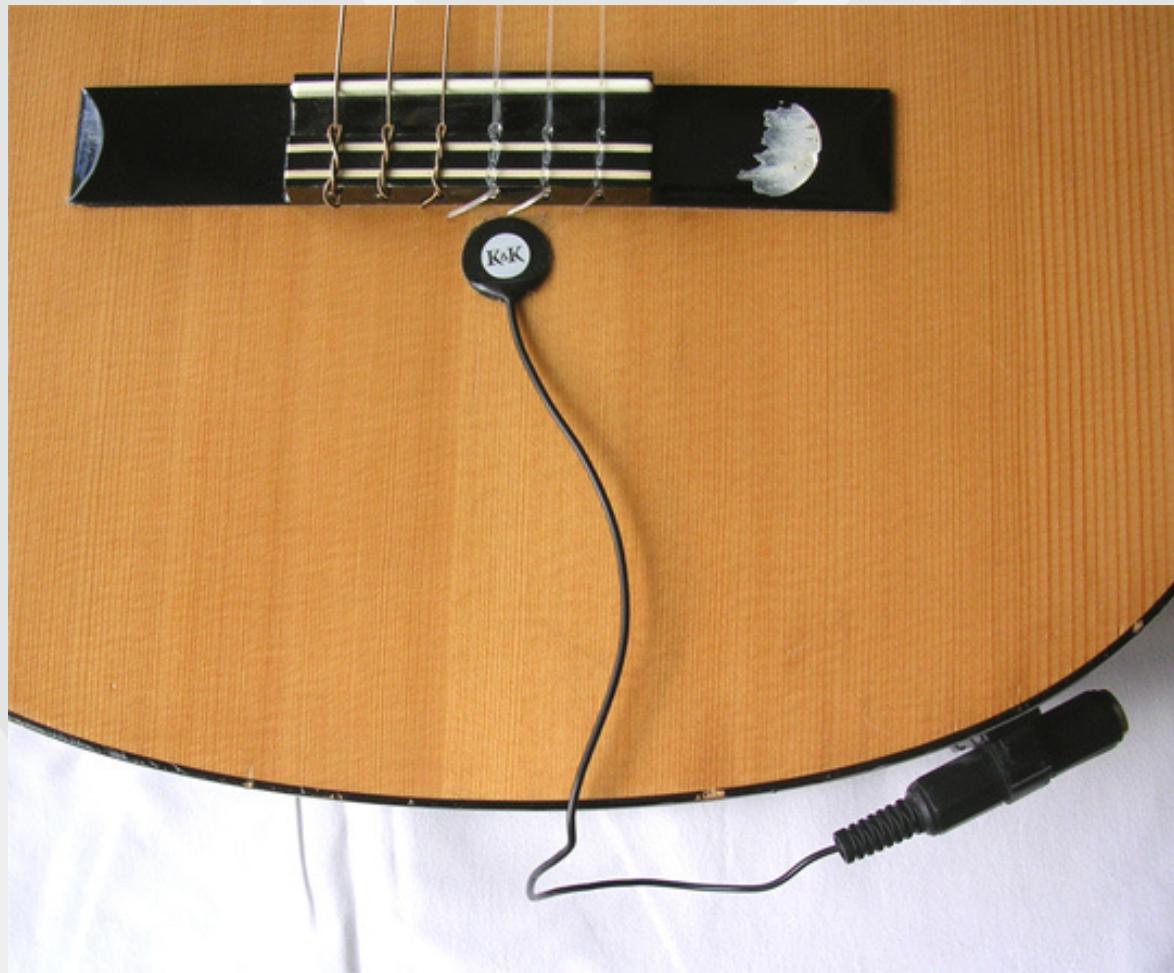
The Problem



Piezoelectric buzzer

- Cheap
- Readily available
- Fairly reliable
- normally used as a speaker, quite loud

The Problem



The Problem



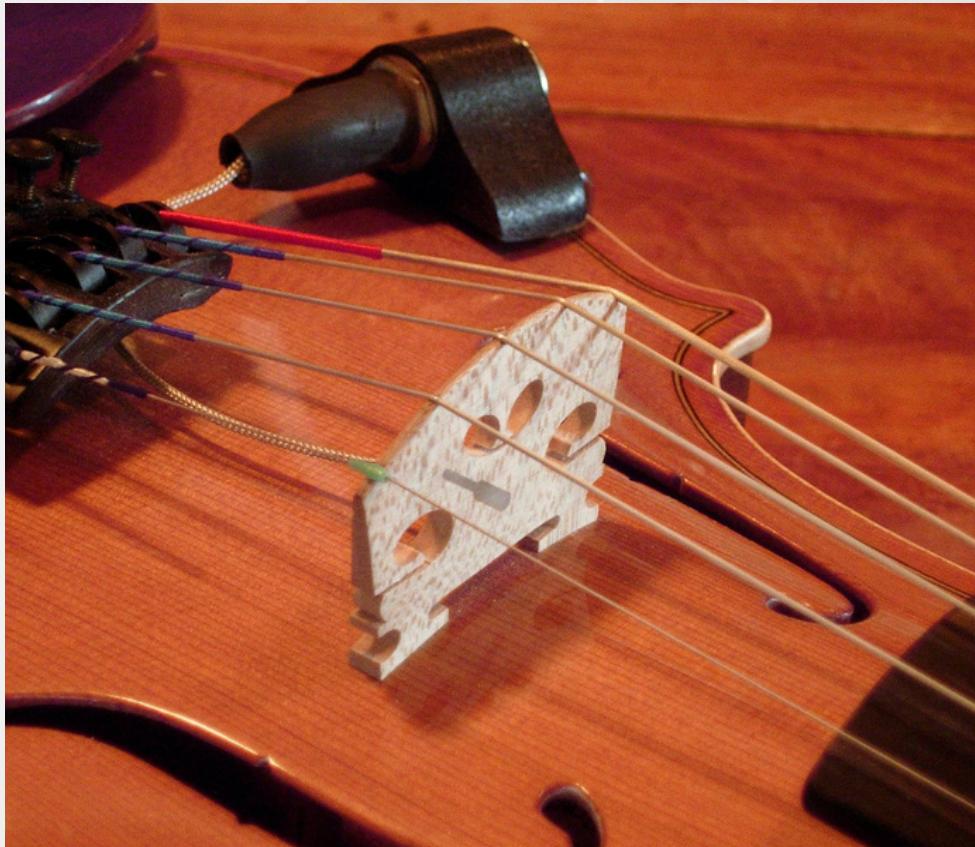
The Problem



The Problem

- Piezoelectric discs are typically tuned as speakers in the range of 1-10kHz
- Sold as-is with no information, common for DIY work
- When connected to common audio systems without a special pre-amplifier, this results in *impedance mismatch* which produces a very poor tone, reinforcing the stereotype that "piezos are bad"

The Competition



Barcus Berry 1320
\$120 (₹9600)

Replaces original bridge, which
changes the sound

Bridge must be fitted by professional
luthier at personal expense

Jack connector not included

Preamp provided at additional
expense

The Competition

Barcus Berry 3110

\$350 (₹ 28,000)

Comes with passive preamp (does not require power)

Clamps on to existing bridge with screws

- additional weight changes the acoustic tone
 - screws cause physical damage



The Competition



Fishman V-200

\$160 (₹12,800)

Attaches to bridge without damage

Changes acoustic tone

Preamp provided at additional expense

The Competition

AKG C-411
\$200 (₹ 16,000)

Preamp not required;
electret mic, not piezoelectric

Attaches with black putty that leaves
residue on instrument surface

Thin wire prone to damage



The Competition



DPA 4099
\$600 (₹48,000)

Attaches to body without damage

Can be used with wind instruments

No preamp required

Prone to "feedback" at lower volumes

The Product



Piezo disc + custom cable + preamplifier

The Product



Piezo disc + custom cable + preamplifier

The Product



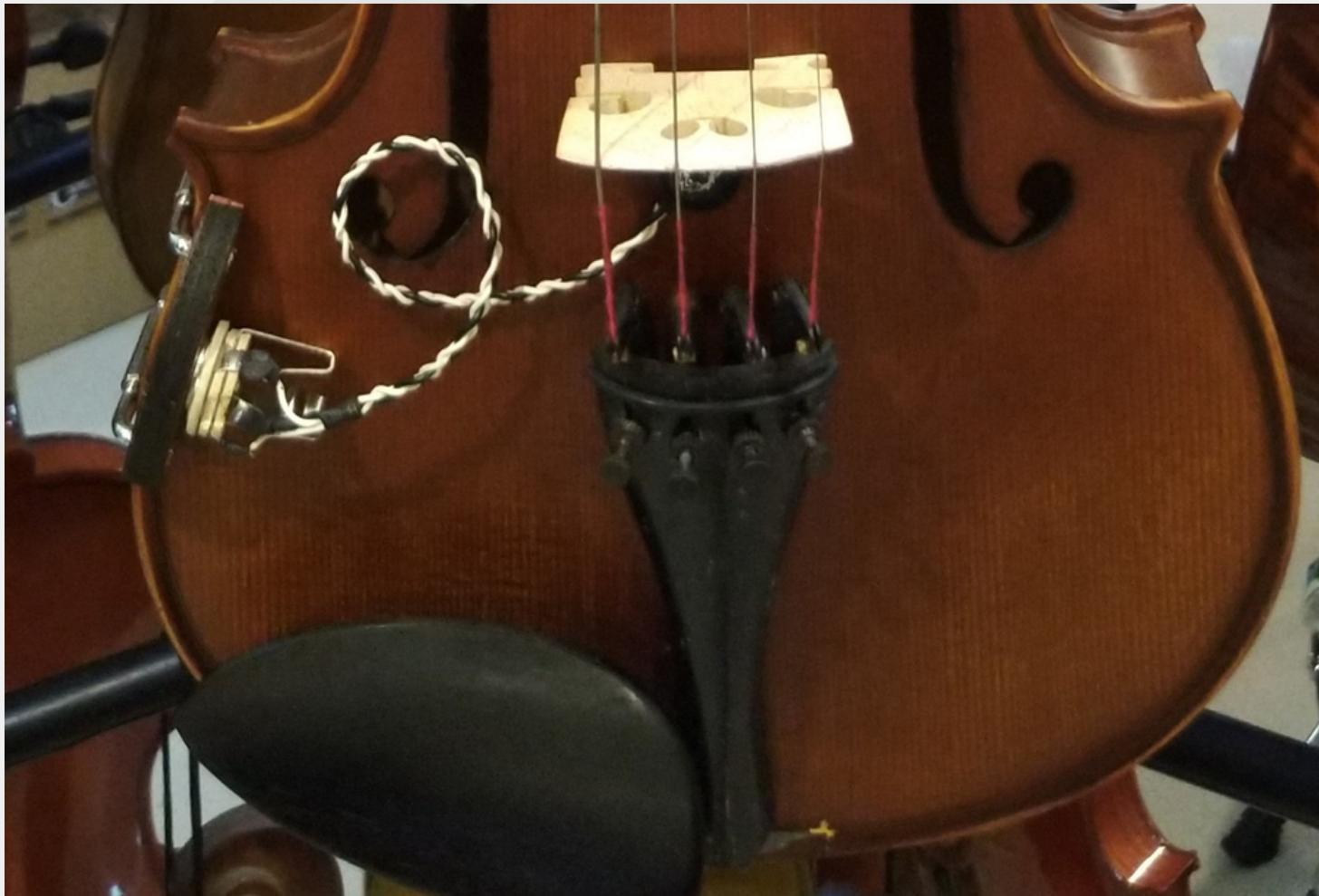
Violin clamp + low-profile plug

The Product



Violin mounting clamp

The Product



Violin mounting clamp

The Product



Violin mounting clamp

The Product



"Generic" piezo + straight plug

The Product



"Generic" piezo attachment

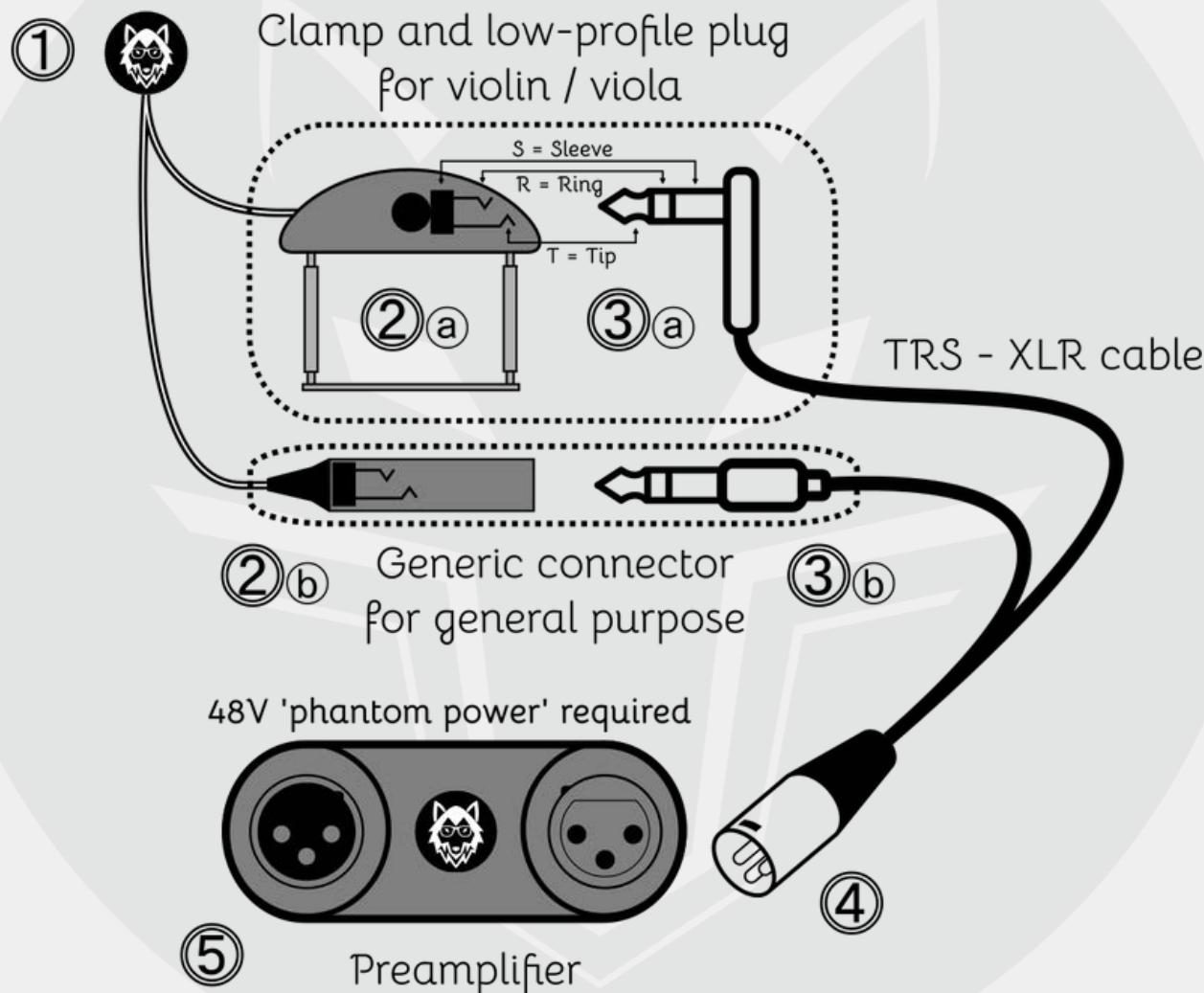
The Product



"Generic" piezo attachment

The Product

Piezoelectric disc



Note:

The preamplifier MUST be used with the provided "stereo" cable.
Standard (mono) guitar cable or an XLR adapter WILL NOT work.

The Product

Unit price: ₹16,000

Lead time: 1 week / batch of 10 units

Included:

- 1x piezoelectric disc (choice of violin or 'generic')
- 1x TRS - XLR cable (choice of straight or low-profile)
- 1x preamplifier

Phantom-powered preamplifier module requires no batteries; powered from the audio interface directly.

"Balanced signal" (differential signal) is highly resistant to EMI.

The Product

Advantages compared to competitors:

- attaches to instrument body rather than bridge, preserving acoustic tone; this also provides a better-sounding audio
- Faber-Castell™ *Tack-It* putty holds securely, leaves no residue, and can be re-used many times
- suitable for bass instruments e.g. cello and double-bass
- preamplifier included in price
- no batteries required, only 'phantom power' which is available on all modern interfaces

The Plan

Contact with Kadence Music / Yamaha / etc

Sold through Pedro Fernandes music shop

Collaboration with string performers in Goa / Mumbai

Demo through Lemongrass Trio performance

Partner with recording studio / music school

Frequently Asked Questions / Challenges

Volume / tone control?

Similar to common vocal / instrument microphones e.g. Shure SM-58.
Adjustment done at mixer.

Wireless?

Parts cost and fabrication time more than double, plus additional cost / special qualification for wireless design and certification.

Frequently Asked Questions / Challenges

Battery?

Option may be added in future; reduced quality due to lower 'headroom'.

Percussion?

Not recommended.

Parts supply; PCB and certain plugs have to be imported to ensure quality.

Market

- String instruments
- Indian instruments
- Foley artists
- Recording studios
- Nature recording
- Hydrophone (underwater mic)
- Laryngophones (throat mic)
- Industrial monitoring (?)
- ASMR

Investment

- Design can be licensed after patent is secured
- Require investment up to 5 lakhs for:
 - parts bulk purchase
 - import fees
 - workshop rental
 - purchase of power tools and supplies
 - hire assistance to assemble units

