



The ALD Zone

Helping Professionals Provide Successful Solutions with ALDs since 1993



July

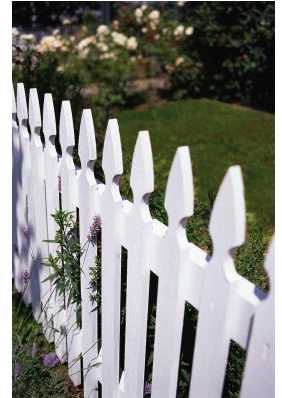
ALD Class
throughout July

Which Side of the Fence Are You On?

Do you like a catalog that shows all the products available so that you can see what the manufacturers offer or do you prefer a smaller catalog with a more limited selection? I ask myself this question every year. History tells me that people want the selection and the ability to choose. They'll call me if they have questions, thank you very much.

We have a set of products that we consider 'top of class', but they are good only if they actually meet the needs of the client. So that's why we test, test, test and listen to others who work in our field. And that's why this year I've decided to again share the catalog that lists all the products. And I extend our open invitation to call us whenever you have a question.

~ Becky



QUESTION: When is the BEST time to call us?



ANSWER: When you are looking at the catalog with a client and they choose an item you are unfamiliar with.

Here's why: If you and a client are looking at a product that is unfamiliar to you, it is worth a phone call to find out a little more about it. We are current on most product issues (such as a cordless phone that is having battery problems) and track which products may be causing problems for users (like confusing user manuals). We may be able to save your client (and you) potential service issues. Call us and we'll share what we know.

We Like This New Answering Machine

We have tested three answering machines this year and the Serene Innovations Amplified Answering Machine is the standout winner! Other machines we tested lacked the clarity of speech that Serene Innovations has in the incoming recorded messages. It was difficult to understand messages the callers left on the other two machines. All three machines that we tested feature variable playback speed, which is very useful for someone with hearing loss. One has good playback speed adjustment, another has no discernable change in speed. Serene Innovations has three playback speeds: Normal, Slow 1, and Slow 2. We might like to see a little more adjustment available on speed of playback, but the three speeds should be adequate for most users. One of the other machines we tested we found difficult to use. We found the Serene Innovations answering machine to be easy to use. It has a 3.5mm headset jack so you can listen with a headset, or use a telecoil neckloop with your telecoil equipped hearing aids.



**Serene Innovations
Amplified
Answering Machine
HC-VM150
\$79.95**

Serene Innovations Amplified Answering Machine is the mid priced one of the three that we tested. It has battery backup and a one year warranty. This answering machine is a new product for us and is not in our current catalog. Call us if you need more information on this or other answering machines.

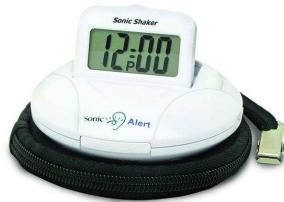


Beyond Hearing Aids, Inc
 463 Erlanger Rd., Ste 1 Erlanger, KY 41018
www.BeyondHearingAids.com 800-838-1649

**Helping Professionals Provide Successful Solutions
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Vibrating Travel Clock for Your Vacation

Don't miss that tour that you booked on your vacation! Be sure you have a clock that will wake you up. Our favorite travel alarm clock is the Sonic Shaker. It will operate anywhere since it is battery operated. Be sure to take extra batteries if you are going out of the country – you may not be able to find the batteries outside of the US. You can be awakened by the loud 90dB pulsating alarm, or by the powerful built-in bed shaker, or both alerting modes. The clock clips to your pillow (just be sure to unclip it in the morning so you don't forget it!). Or it sets on the night stand if you choose the audible alarm. It comes with a zippered carry pouch. You can find this alarm clock and others on page 77. Call us if you need assistance in choosing a travel alarm. We are happy to help.



**SA-SBP100
 \$29.95**

**Do You Miss the Moisture Guard
 Electronic Hearing Aid Dryer?**

It was a great economical hearing aid dryer that had a simple wood cabinet and held *two hearing aids of any size*. It never needed desiccant or replacement bulbs. The Moisture Guard is no longer available (p. 65 in the catalog), but we still get calls about it. We want you to know that TV Ears makes a product that is nearly identical and is the same price, with a similar one year warranty. This hearing aid dryer is a great choice for vocational rehabilitation counselors to order for their



**TV Ears Dri-Dock
 Electronic
 Hearing Aid Dryer
 TVEARS-DRIDOCK
 \$59.95**

consumers who need a hearing aid dryer. The consumer never has to refresh or replace desiccant and there are no bulbs to replace. Just plug it in, open the lid, place opened hearing aids inside, close the lid and push the switch on the back to the "on" position. In the morning hearing aids are moisture free. Turn the switch to the "off" position, remove the hearing aids, let the hearing aids cool, and wipe them with a dry tissue before inserting.

The TV Ears Dri-Dock is not in our current catalog, though it was in the previous catalog. Call us if you have any questions about this hearing aid dryer or any other hearing aid dryer that we carry. We are happy to assist.

ALD News

While Supplies Last:

CL-C4230, CL-C4220 and COMBOs– Black Clarity cordless phones (with and without answering machine) – p. 7 – Clarity has ceased manufacturing these phones, but there is still stock available at this time. When they are no longer available, we will suggest alternatives.

Retail Price Increase:

DE-DOORBELL – Trine Extra Doorbell – p.95
~~\$12.95~~ \$14.95