



170 N. Cypress Way Casselberry, FL 32707 • (800) 789-6543 • Fax (407) 339-5775

M E D I C A L		For Factory I	For Factory Use Only Order #		
<i>Bill To</i> : Account #		Ship To:			
Phone: ( )		Phone: ( )			
Patient's Name: (Last, First)			Patier	nt's age:	
Model:	O RIC O Thin Tube	O BTE TUBIN	IG / EARHOOKS		
or CHOOSE:  O Directional Microphones O Volume Control O Auto Tele-Coil	WARRANTY  Add 2nd Year  Add 3rd Year  BATTERY  13 312	Warranty Warranty	Tubing0B1B0A1A  Earhook STD-1		
O Manual Tele-Coil O Tinnitus Masker	BTE / OTE COLOR  O Beige O Brow O Charcoal	RIC RI	ECEIVERS  LeftSmM  RightSmN		
ZipTips (Instant fitting instead Size: Size: Small		O <b>RIC</b> O <b>Thin T</b>		all 🔲 None	
<b>EARMOLDS</b> □ Canal □ Full-Shell □ Specialty Earmolds: □ E		Semi-Skeleton ☐ RIC g Earplugs ☐ Music	•	en Ear / Thin Tube eiver Mold	
O Beige	Digital Acrylic Control Contro	O Clear O White O Fuchsia O Light Brown O Reddish Tra	O Red O O Beige O	Green Fluorescent	
Venting	100120 🗖 None	e □ XS □ Sculptur	ed 🛭 IROS 🗔	Non-Occluding	
<b>Options</b> □ Name on shell	☐ Bell Canal ☐ Cord ☐ S	Soft Canal 🔲 Pull S	tring 🔲 Helix Loc	k 🔲 Glitter	
-	vy 🗖 Tube Lock 🚨 Dri-Tube	е			
Special Instructions:					

### **Earmold Material Selection**

Some factors to consider in determining the type of material to be used in an earmold are the texture of the ear, the maximum gain of the hearing instrument, and possible allergic reactions to the material. If you are unsure which material would best suit your client's needs, please call your Persona Sales Representative at 407-339-2422 for advice.

- Texture of the ear: soft ear texture usually requires a rigid mold for easier insertion.
- Maximum gain of the hearing instrument: the higher the power of the hearing instrument, the more susceptible to feedback. A softer material will tend to seal more adequately than a more rigid material.
   Softer material coupled with a thick wall tubing can reduce the likelihood of feedback dramatically (especially with jaw movement.)
- Allergic reactions: Non-allergenic materials can be either soft (Silicone) or rigid (UV Lucite). Use these materials when an allergic condition has been determined.

## **Material Descriptions:**

### **Acrylic**

Acrylic is a clear, cosmetically appealing, rigid material most often used for earmolds. Available in all styles, except Swimmer's and Musician's Ear Plugs, it can be colored, and is easily modified by the dispenser.

## **Acrylic with Flex Canal**

Acrylic with Flex Canal combines the advantages of acrylic with the sealing properties of a soft tip. It is available in all styles, except Swimmer's and Musician's Ear Plugs, and is recommended for moderate to severe hearing losses. Flex canals cannot be used with acoustic modifiers.

#### **UV Lucite for Allergy**

UV Lucite has qualities similar to acrylic with the added benefit of being non-allergenic. It is recommended for patients who are allergic to plastics. UV Lucite is available in clear only.

### Silicone for Allergy; Ear Plugs

Silicone is non-allergenic. Modification is difficult (use stone or coarse bur). Contouring is standard. Beige & other bright colors also available. Shore 70 hardness is standard. Shore 40 (soft) optional.

## **Style Selection**

When selecting an earmold style consider the type of hearing instrument to be used, the gain of the instrument, client dexterity, and the importance of cosmetic appearance. High gain instruments require a tighter seal than mild gain instruments. Shell and Skeleton molds provide the best acoustic seal. Molds without a helix (Half Shell, Canal, Canal Lock) are recommended for clients with dexterity problems. If cosmetic appearance is important to the client, Skeleton and Canal molds are suggested.

## **Payment Terms**

 Persona's standard terms are Check With Order (CWO) or Autoscribe Program. Other forms of payment accepted are VISA, Mastercard, American Express, Discover. To establish net terms, an original credit application must be completed and returned to the Accounting Department for approval.

- Net accounts are responsible for payment of all invoices by the 10th of the following month. Past due balances will incur a 1.5% finance charge, (18% annually). Assignment of an account number does not imply net terms.
- The maximum NSF fee allowed by state law will be charged on all returned checks.
- For any account that is past due or delinquent, Persona reserves the right to hold all orders and repairs (including in warranty instruments), charge a 25% cancellation fee on any orders canceled while in production and retain all impressions in house until account is current.

### Recases

Should an earmold need to be recased, return the original BTE mold to Persona within sixty (60) days. A new impression should also be included for all recases. Persona will not recase the earmold under warranty, if the original BTE mold or the original impression is not returned, or the sixty (60) day return period has expired. A "REMAKE" is NOT free when the hearing aid dispenser is changing aids and needs a different style earmold or if the hearing aid dispenser sends wrong information.

## **Warranty**

All Persona earmolds are warranted against defects in workmanship and materials for a period of ninety (90) days from the original shipment date. If the earmold fails to meet original specifications due to defects in materials or workmanship during the warranty period, return to Persona for service at no charge. Express shipping/handling will not be included.

**BTE:** All Persona BTE instruments are warranted against defects in workmanship and materials for a period of one year (12 months). You have up to three (3) months from the purchase date to activate this warranty by calling your sales/customer service representative. Please have the serial number and the user name available. If you do not activate the warranty, the 12 month warranty will start from the date of original shipment. Once the warranty is activated, it cannot be changed.

# **Shipping and Handling**

We provide FedEX and US Mail as our standard shipping service depending on location. All new orders, earmold orders, and out-of-warranty repairs/recases incur a shipping charge, which includes inbound and outbound service (inquire for actual amount). Custom in-warranty repairs/recases will incur an inbound or outbound shipping charge if changes were made to original order. Our pre-paid US mailing Impression Boxes/labels are available at no charge. Persona reserves the right to substitute at our discretion for shipping service. Inbound package insurance is the dispenser's/users responsibility.

**Direct to User Shipment:** There will be an additional shipping charge of \$10.00 for all shipments mailed direct to a residential address. If BTE's are ordered, Persona will make every effort to ship the earmold with the BTE order. However, if the item is out of stock, the earmold may be shipped separately, incurring an extra shipping/handling fee. \*PRICES SUBJECT TO CHANGE WITHOUT NOTICE

### **Miscellaneous**

- Return for credit on BTE mold only if returned w/ original BTE instrument. No return for credit on Swimmer's Ear Plugs, Ear Plugs or Musician's Ear Plugs.
- · Quantity Discount Pricing does not apply.
- All molds are contoured free of charge.
- · Identifying red dot comes standard on right side.