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— Ruben Zielinski, Redux's President and Co-founder

Beltone™ recently announced they will be adding Redux professional drying systems to participating Beltone locations across the country. The purpose was to “keep their hearing aids dry so they function their best”. Beltone hearing aids are manufactured by GN Resound Corporation.

“Moisture is the most common reason for hearing aid malfunction and frustration,” said Ruben Zielinski, Redux's President and Co-founder.

Dr. Dan Schumaier, President of Ear Technology Corporation, realized this many years ago and sought a solution. Ear Technology Corporation has been offering drying and sanitizing systems since the 1990s and is the innovation leader in the market.

“Redux systems do remove moisture from hearing aids. However, the systems are expensive and not designed for home use. Thus, the Beltone approach uses a reactive method to remove moisture from hearing instruments once they have failed, or this approach requires patients to return to an office frequently to reduce failures. Having people return to your office to have moisture removed after their instruments have failed or repeatedly for service is not the epitome of good hearing healthcare,” said Dr. Schumaier.

At Ear Technology Corporation®, we believe a *proactive* strategy to prevent hearing aid failures is the appropriate action for hearing healthcare. Hearing aid failures due to moisture can be sudden but generally occur slowly. Moisture, which is attracted to the diaphragms in microphones and speakers, causes distortion due to the added mass, causing a reduction in high-frequency amplification. Most hearing aid users need help with high-frequency sounds. Moisture also causes corrosion resulting in switch and other component failures.

70% of all hearing aid failures are caused by moisture.

Approximately 70% of all hearing aid failures are caused by moisture. Ear Technology's approach to the **number one problem** is nightly reduction of moisture with the use of a Dry & Store® product. Dry & Store products are designed to use warm moving air to remove moisture from hearing instruments.

Two types of dryers are available:

- Closed systems:** such as Dry & Store Global II and Zephyr utilize warm moving air and a molecular sieve desiccant to capture the moisture once it is released from the instrument.
- Open systems:** such as DryDome® and DryBoost UV® for rechargeables. These systems utilize warm moving air with the heat breaking the surface tension of the water molecules in the hearing aid, and the air moves those water molecules to the outside through small openings in the dryer.

Our proactive approach reduces the number of patients returning for repair problems as much as possible and/or repeated visits with recurring charges for drying.

How can moisture be measured?

Moisture can be measured in drops, grams or microliters. For your convenience, we have included a comparison chart showing Ear Technology's closed and open systems' moisture removal during their cycle times.

Rechargeable hearing aids are also affected by moisture. Therefore, Ear Technology's DryBoost UV drying system for rechargeables utilizes a lower temperature for drying since temperature can adversely affect the lithium-ion batteries. While DryBoost UV operates at a lower temperature than our other dryers, it still removes 18 drops, 0.93 grams or 930 µl in a **single** cycle.

We hope this information outlines the importance of providing a drying system for nightly use with every hearing instrument that is dispensed.

2/3 reduction in repairs when a Dry & Store product is used nightly

A previous survey of 300 Dry & Store users of six months or more, revealed a 2/3 reduction in repairs when a Dry & Store product was used nightly, compared to those using nothing to dry their hearing aids.

Additionally, most Dry & Store products can be customized with your practice name and logo. Also Dry & Store products produce a revenue stream for your business—no costly rentals as with other dryers. Not to mention many Dry & Store units have UV-C lamps for sanitization.

System	Unit	Cycle Time	Drops Absorbed	Drops per Hour	Grams Absorbed	Microliters (µl) Absorbed
CLOSED	DryCaddy UV	8 hours	12.8	1.6	0.78	780 µL
	Global II	8 hours	32.4	6.25	1.62	1620 µL
	Zephyr	8 hours	29.6	3.7	1.48	1480 µL
OPEN	DryBoost	6 hours	18.6	3.1	0.93	930 µL
	DryDome	8 hours	39.6	6.48	1.98	1980 µL
Reference: 1 drop = .05 gram = 50 µl						