West-Tones
The monthly resource for the hearing health professional.

DefendEar® DIGITAL Hearing Protection
Since 1959, Westone has been protecting hearing with our DefendEar® line of hearing products. Early in 2012, we introduced three new additions to our product line – DefendEar Digital 1, DefendEar Digital 2, and DefendEar Hunter electronic hearing protection, featuring CENS digital technology.

All models protect hearing from gun fire* while allowing low level ambient sound like speech, game, or trap release to be heard.

The DefendEar Digital 1 is designed to suppress high level impulse sounds but provide sufficient gain to recover low-level speech sounds, which are difficult or impossible to hear with traditional passive hearing protection.

The DefendEar Digital 2 offers two user selectable DSP modes, one for Game shooting and one for Clay shooting. The Game Mode boosts lower level sounds, such as approaching birds, to audible levels. The Clay Mode provides longer limiter release times to prevent ‘pumping’ during multiple, successive gun shots.

The DefendEar Hunter includes a Normal Mode, which provides the highest boost of low level sounds for detecting game moving through leaves and undergrowth. The Hunter’s Wind Reduction Mode uses an algorithm to minimize the amplification of wind noise that’s typical out in the open range and in hunting stands.

A modular design allows us to incorporate the CENS electronic design with a Westone maximum attenuating comfortable and durable silicone earpiece.

Finally, we’re able to give you what you’ve been asking for – an electronic hearing protector from Westone.

- Gunshot @132 dB Peak SPL – 37.2 IPIL = 94.7 dB Exposure Level
- Gunshot @150 dB Peak SPL – 44.0 IPIL = 106 dB Exposure Level
- Gunshot @168 dB Peak SPL – 42.0 IPIL = 126 dB Exposure Level

*IPIL Rated = Impulsive Peak Insertion Loss according to ANSI S12.42-2010

Don’t Forget!
You can be a breast cancer activist! For every pink impression material order placed during National Breast Cancer Awareness Month, Westone will donate 10% of the purchase price to research into the cause, prevention, and cure of breast cancer.

Don’t let this opportunity slip away. Place your order by October 31 to be certain your purchase is included in this important promotion!

Customer Support Corner
Do It Yourself Status Check
Did you know you can view the status of your earpiece orders online at http://www.westone.com/webear/. Just use your Westone log in. If this is your first time to log in, take the link to “Registration Page.” Enter your e-mail address, account number, phone number and submit.

We will then verify your account data and assign you a personal “Access User ID” and password, which will be emailed to you. Once you have your ID and password, enter them into the fields provided on the WebEar home page and check your order(s).

If you have any questions please contact Customer Support at 800-525-5071, and we will be glad to assist you.

Word From Lynn
Hello all:
Thanks for visiting my corner of West-Tones again this month. We are finally getting some Fall-like temperatures here in Colorado, and the leaves are changing as I am writing this. The changing leaves and cooler air are two things that make Fall my favorite season of the year. Dillon, our Lab, is enjoying the cooler temps as well - his thick, black coat is quite a solar panel in the summer!

Here at the lab, we are winding down on the “back to school” rush. We’ve had a great third quarter this year - thanks from all of us here at Westone. We know you have choices, and we appreciate your business. Be sure and check out our annual promotion for National Breast Cancer Awareness Month. For every pink impression material order placed through October 31, 2013, Westone will donate 10% of the purchase price to research into the cause, prevention and cure of breast cancer. Let’s make 2013 our biggest donation year ever!

Thanks again for stopping by - see you in November.
Westone’s Pink Sale!

...on all Westone pink impression materials through the month of October.

Remember, Westone will donate 10% of all sales of pink impression materials for the month of October to research for the cause, prevention, and cure of breast cancer. Just order any pink impression material during October and we’ll automatically do the rest.

To Order Your Impression Materials:
Visit www.westone.com/store and use coupon code PINKSHIP2013

FREE SHIPPING ...on impression material orders of $100.00 or more!

SALE: Impression Guns & Syringes

48-ml Cartridge Impression Gun
Manual 48-ml Cartridge Impression Gun is lightweight and easy-to-use. Model DMA 50 is designed for use with all 48-ml cartridges.

Sale Price: $35.00
PN 20111

The BEST Syringe (4-pack)
The compact design of The BEST Syringe is suitable for any size hand. The syringe holds enough impression material for one complete ear impression. To help guard against infection, the specula are considered disposable tips. Use silicone impression material only.

Sale Price: $30.00
PN 20183-20186

S-50 Cartridge Impression Gun
Manual S-50 Cartridge Impression Gun is lightweight and easy-to-use. Model DS 50 is designed for use with all S-50 cartridges.

Sale Price: $43.00
PN 20112