

**CONSISTENT
COST-SAVING
COMFORTABLE
COMMUNICATION
CLEAN: GO GREEN!**

EARZON[®]



Custom-fitted earplugs can help you overcome many of the toughest objections to traditional hearing protectors plus offers the added benefits of **cost-savings** and **waste reduction!**



**Metal
Detectable
Custom Earplug
and Lanyard**



Your employees will not wear a hearing protector if it's not **comfortable**, compatible with other personal protective equipment, and allows effective **communication**. Personalized custom technology is available for both hearing protectors and communication earsets.



**Contact Us Online
Or Let's Talk!
866-547-4988**



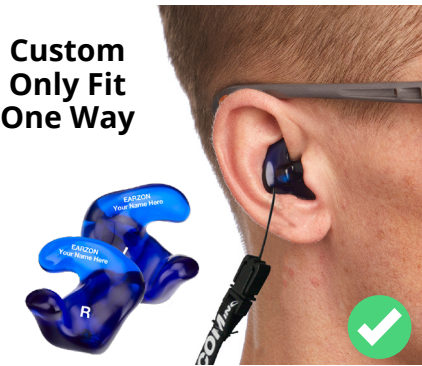
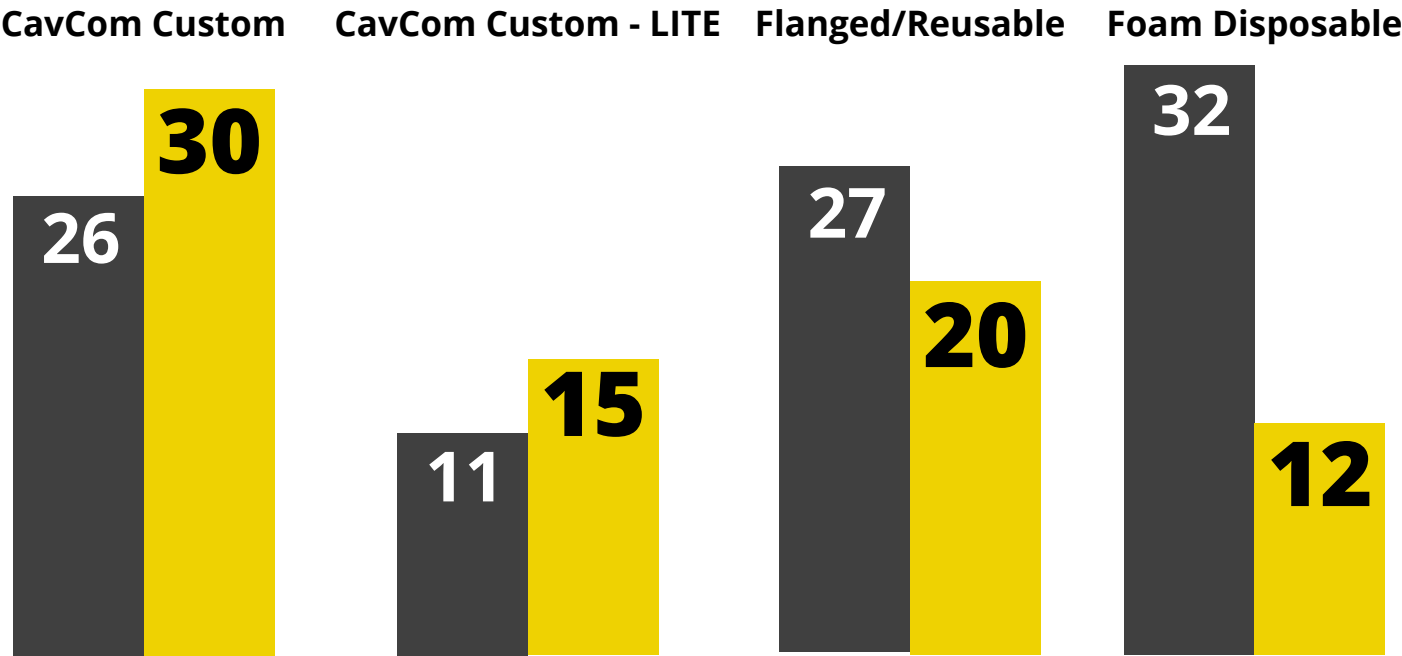
CONSISTENT PERFORMANCE

Real-World Personal Attenuation Rating (PAR) vs Laboratory Noise Reduction Rating (NRR)

Individual fit testing of hearing protectors produces a single-number overall estimate of real-world attenuation for each worker; this measure is generally represented as a Personal Attenuation Rating or PAR. In our experience, hearing protection products that are custom fitted to individual workers are less susceptible to poor insertion or misuse, and generally perform better in the real world.

Amount of noise reduction in dB:

Lab rating (NRR) Average real-world rating (PAR)



Data Sources
CavCom Customs: CavCom internal individual fit testing for over 700 industrial workers. Average PAR under everyday field conditions (tested with earplug fit as normally worn).
Flanged and Foam: Field testing of 390 steel workers. Michael and Byrne (2002) "Current State of Insert-Type Hearing Protector Fit Testing." NHCA Spectrum, Vol. 19(1).

COST SAVINGS

Custom hearing protection is a sustainable product that saves you money

RETURN ON INVESTMENT FOR 100 EMPLOYEES

Traditional Foam Earplugs	Custom EarzON® Earplugs
AT 1 YEAR \$9,600	AT 1 YEAR \$15,000
ONGOING YEARLY EXPENSE \$9,600	ONGOING YEARLY EXPENSE \$170
AT 5 YEARS \$48,000	AT 5 YEARS \$15,680
AT 10 YEARS \$96,000	AT 10 YEARS \$16,530

Based on average \$.20 per pair, 2 pair a day, 240 workdays a year (\$96 annually per person).
Based on average cost of hearing protection & impression fees. Estimated \$150 per person - quantity discounts available; \$170 additional annual cost based on 2% loss/replacement per year

TOTAL COST SAVINGS AFTER 5 YEARS = \$32,320
TOTAL COST SAVINGS AFTER 10 YEARS \$79,470

BENEFIT OF ELECTRONIC STORAGE OF EAR IMPRESSIONS

CavCom has developed a unique system for long-term electronic storage of ear impressions. Scientific evidence indicates that in most cases, adult earcanals do not change volume/size throughout the working lifespan. By storing ear impressions indefinitely, CavCom customers are able to request replacement and new custom products throughout the working career of their employees. Many years of experience have shown that there is little or no difference in fit rate for ear impressions taken by CavCom recently compared to those impressions taken 10 years or more earlier. In rare cases where the earcanal changes significantly (such as due to medical issues or injuries), CavCom will take a new ear impression and update the individual's stored file.

WANT TO KNOW WHAT YOUR COST SAVINGS WILL BE?

Visit us online at CavComInc.com/Resources and click on Calculators

Or snap this QR code with your phone camera and get started!



COMFORT MEETS CUSTOMIZATION

- Available in ultra-soft silicone, silicone or acrylic materials
- Multiple color options
- Two-tone option for visual fit verification
- User's name laser-engraved
- Sturdy retention cord; break-away style available
- Metal detectable earsets and cords available
- Upgradable to custom electronic earsets
- Multiple acoustic filters for customized amount of protection to enhance communication and situational awareness
- Multiple NRRs available to avoid overprotection: NRR11, NRR19, NRR26
- Compatible with double hearing protection
- Digital laboratory manufacturing:
 - No expiration date on ear impressions or earplugs
 - Quick turn around (typically 3-4 weeks)
 - Easy replacement (no new impression required)



Color/Materials Choices:



Acrylic:

Metal Detectable Silicone:

Silicone:

Two-Tone Silicone:

MAKE COMFORT A PRIORITY AND COMPLIANCE WILL FOLLOW

No matter how high the NRR, a hearing protector won't protect if the user won't wear it. Implications of reduced wearing time of a properly fitted hearing protection device can be significant. In order to fully achieve protection, an individual must wear an appropriate and well-fitted hearing protection device for the entire noise exposure. Otherwise, the effective protection is greatly reduced.

Example:
DEVICE
NRR 20

Worn 75% of day
Effective NRR 10 dB

Worn 50% of day
Effective NRR 5 dB

Berger, 2000

The result of an uncomfortable hearing protection device can be reduced protection from noise and increased risk of noise-induced hearing loss.

COMMUNICATION

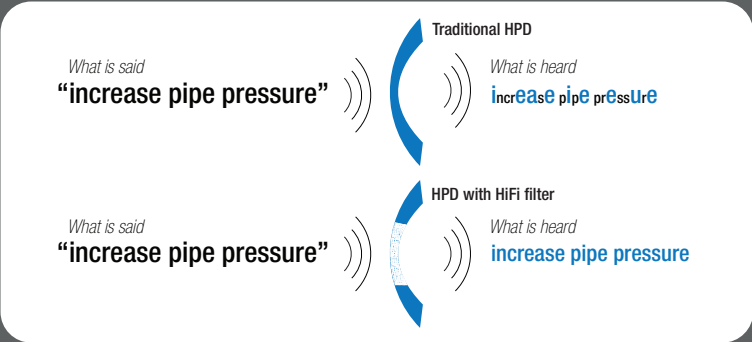
Earplugs don't work when employees take them out to **communicate**.

CavCom's filtered earplugs and earsets provide high-fidelity listening for speech and other important sounds in your workplace. Our specially-designed acoustic filters allow you to turn down the volume (noise) without sacrificing listening quality (the sounds you want to hear - warning signals, speech, etc.).



HIFI FILTER	TOGGLE LITE FILTER	LITE FILTER
High Noise NRR 19	Intermittent Noise NRR 11 (open) 26 (closed)	Moderate Noise NRR 11

Traditional hearing protectors can change sound quality. Often listeners misinterpret consonant sounds or the brain tries to "fill in the blanks," sometimes arriving at inaccurate interpretations. Resulting miscommunications day to day can range from humorous to frustrating or even dangerous.

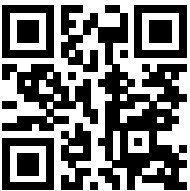


WHY CHOOSE CAVCOM FILTERS?

- Improve safety and efficiency by tailoring the amount of hearing protection to the job
- Accommodate workers with hearing loss or those performing hearing-critical jobs
- Avoid "overprotection" for workers in intermittent noise or moderate noise
- Improve comfort by reducing the occlusion effect with an open air passage to the ear
- Improve face-to-face communication with acoustic filters tuned for speech

TRADITIONAL HPD VS. FILTERED HPD

Snap this QR code with your phone camera and hear the difference



CLEAN: GO GREEN!

Custom hearing protection is a **sustainable** product that saves you money. Disposable foam earplugs are the most common type of hearing protector used in industries around the world. Moving towards custom hearing protection will not only save on your bottom line, but will help reduce excess waste. Because disposable hearing protection is typically treated as a one-time use product, the resulting waste over time is astounding. Cut the waste by making the change from foam to manufactured earplugs.

IMPACT OF CUSTOM HEARING PROTECTION ON SUSTAINABILITY

BASED ON 100 EMPLOYEES
ACCUMULATED WASTE OVER 5 YEARS

Traditional Foam Earplugs

WASTE 1,095 LBS

*Based on average 2 pair a day, 240 workdays a year.
Doesn't include packaging.*



VS

ONE-TIME WASTE

Custom EarzON® Earplugs

WASTE 50 LBS

Includes one-time ear impression waste.



TOP 6 REASONS WHY

Companies Choose **CavCom** as their **Custom Hearing Protection Provider**

NO AUTOMATIC EXPIRATION DATES

- 1** One impression required per person. Remolding not required for fit adjustments, product replacement/ upgrades or due to time in the field. Our digital manufacturing process allows lifetime use for most.

ON-SITE SERVICES • WE COME TO YOU

-  Onsite ear impression fitting services across all work shifts.

FAST TURNAROUND

-  Average turnaround time for custom earplugs and earsets is 3-4 weeks.

PERSONALIZED CUSTOM PRODUCT

-  Each earplug/earset is laser engraved with the user's name.

COMPLETE PRODUCT LINE

-  Manufacturing process and electronic storage allows growth from hearing protection to communication products.

EXCELLENT CUSTOMER SERVICE

-  Dedicated account manager to assist in long term program management and growth.
-  Fit Guarantee. Manufacturer warranty against defects.

OUR PROGRAMS AND SERVICES

- **On-site Impression Services** - our technicians will come to you, onsite ear impression services across all shifts.
- **Fit-Guarantee** - each employee will receive a fit card in their EarzON® package. Fit modifications due to discomfort or seal issues are free of charge for the first 90 days.
- **Second Pair Pricing Options** - invest in more than one pair per employee, for work or home, to keep them safe from noise exposure.
- **Insurance and Replacement Programs Available** - ask our sales rep what program works best for your business.
- **Fit Testing** - CavCom offers on-site Individual Fit Testing to determine a Personal Attenuation Rating (PAR) for each employee. Have confidence in your program by demonstrating and documenting sufficient real-world noise reduction for your workforce.

OUR PROCESS

YOUR PAIN POINTS

Where do you struggle with workforce communications, PPE compliance, vendor support? **Tell us!**

YOUR CURRENT SETUP

What products are you using for radio communications and hearing protection? **Educate us!**

YOUR VISION

What are your goals and when would you like to meet them? **Plan with us!**

OUR SOLUTIONS

Once we understand your current struggles, existing products, and short/long-term goals, the possibilities are endless. Our industry experience, cutting edge technology and dedicated customer support addresses virtually any communication and/or hearing protection challenges you face.

OUR SERVICE

We are in this for the long haul. Our passion is improving worker safety, productivity and preservation of hearing through a partnership with our customers. Your success is our top priority.



Contact Us Online
Or Let's Talk!
866-547-4988

