

A Computer Spreadsheet for Locating Assistive Devices

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Clinicians involved in the selection of assistive devices for hearing-impaired people must rely on catalogs, brochures, and other materials for fitting and ordering information. Without some means of organizing all of the information that is collected, the device selection process may be prolonged and some available devices may be overlooked. This paper presents a product locator for organizing assistive device product information for rapid retrieval. The product locator is available in printed form in this article or the reader may request a spreadsheet form for either Macintosh or IBM-PC equipment.

Clinicians involved with the recommendation and distribution of assistive devices for hearing-impaired individuals often complain that they do not have a resource that provides them access to all currently available assistive devices. Retrieval of information needed when advising patients can be cumbersome and inefficient. In addition, information available from a given source may not be inclusive of all products from a particular distributor or all products that address a particular need. Finally, names and addresses of distributors often require updating.

In an effort to establish a complete directory of available assistive devices, as well as a means of rapid retrieval and updating of product and distributor information, a product locator was developed using spreadsheet software. Because of the availability of Apple Macintosh and IBM-PC equipment in the Northwestern University Hearing Clinics, both Excel and Lotus spreadsheet software was used.

All known sources of information on assistive device manufacturers and distributors were consulted. Requests for printed information were mailed to 140 suppliers. Suppliers were then eliminated if they had gone out of business or stopped supplying devices

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The templates (actual files) of the product locator and addresses are available on disk from the authors. In order to use the file, one must have a copy of either Excel for the Macintosh or Lotus for the IBM-PC. File requests can be sent to: Catherine V. Palmer; 927 Forest Street W-1; Evanston, IL 60202. Please include \$10.00 to cover the cost of disks, disk mailing envelopes, and postage. Your help is requested in notifying us if we have inadvertently omitted a supplier.

for hearing-impaired individuals. The final list of 93 suppliers is shown in the Appendix. Collected materials were arranged alphabetically by manufacturer and placed in a three-ring binder. Access to these catalogs is an essential element of using the spreadsheet locator. After several appropriate devices are identified, the catalogs are consulted for specific information.

By using the catalogs, we created the product locator in Table 1. The product locator is used by finding the heading listed across the top of the table that describes the type of device you are looking for and then looking down the column directly below the heading. The categories of devices are: (a) alerting, (b) telephone, (c) TV/radio/stereo, (d) personal communication, (e) group communication, (f) emergency call system, (g) non-electronic, (h) board displays, (i) tinnitus masker, (j) modified stethoscope, and (k) other. For example, devices for enhancing use of a television, radio, or stereo are grouped in the general category labeled TV/radio/stereo. Within this general classification, options include frequency modulated (FM), hardwired, infrared, direct audio input, induction loop, and captioning devices as indicated by FM-Wired-Infra-Direct-Loop-Caption sub-headings. The plus symbol (+) indicates that a particular device is available from a particular manufacturer/supplier. A special feature of this product locator is indication of companies that distribute for a variety of manufacturers. The "other" category, defined by numbers at the bottom of the table, allows identification of specialty items. Manufacturer/supplier names and addresses, not shown in the table, are included on the spreadsheet and can be used to produce mailing labels.

After we assembled the product locator, copies were mailed out to each manufacturer listed and verification of what we had identified on the table was requested. All but five manufacturers returned the forms indicating that our information was accurate or indicating appropriate changes. These changes were incorporated into the product locator in Table 1.

Spreadsheet software facilitates ease of updating the material, adding new manufacturers, deleting manufacturers that stop supplying assistive devices, adding symbols (+) for devices that a manufacturer adds to the product line, and adding new headings as new devices are developed. Each user should add the devices supplied by the local telephone company in his/her area. We find the spreadsheet to be a very convenient way to store the information, but all of the information, current as of October, 1988, is also presented in Table 1 and the Appendix.

Table 1
Delivery of Assistive Device Manufacturers and Distributors

Distributors	Alerting Devices			Telephone				TV/Radio/Stereo		
	Visual	Auditory	Tactile	Amplification		Visual		FM	Wired	Infrared
				Amp	T-Switch	TDD	Other			
American Communication Corp	+						+			
American Overseas*				+					+	
AT&T		+		+		+	***			
Audex										+
Audio Enhancement*										
Audio Engineering Corp										
Audiometrics*								+	+	
Audiotone							***			
Auditory Display Company							****			
Behavioral Controls										
Bernafon, Inc.					+				+	
Camp Labs										
Canon USA, Inc.										
Chaney Super-TDD							+			
Clarke School*	+	+	+	+		+		+	+	+
Communication Connection*	+	+	+	+	+	+		+	+	+

TV/Radio/Stereo			Personal Communication				Group Communication			Emergency Call System	Non-Electronic Devices	Board Displays	Tinnitus Masker	Modified Stethoscope	Other
Direct	Loop	Caption	FM	Wired	Trainers	Direct	FM	Infrared	Loop						
										+					
										+					
									+						
			+		+										
						+									
	+		+	+			+		+						
+															
														1	
	+			+		+									
														1	
											+				
	+	+													
	+	+	+	+			+		+	+					

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Table 1 *Continued*

Distributors	Alerting Devices			Telephone			TV/Radio/Stereo		
	Visual	Auditory	Tactile	Amplification		Visual	FM	Wired	Infrared
				Amp	T-Switch	TDD			
Communication Dev Products									
Com-Tek									
Crestwood Company	+								
Danavox Telecommunications				+				+	
Deaf Products*	+	+	+			+	****		
Earmark, Inc.									
Eckstein Brothers, Inc.									
Eye Festival	+								
FlashAlert									
GARID, Inc.							+		
General Time Corporation	+								
GTE					+				
Guardian Angel	+								
Hal-Hen	+	+	+	+		+		+	+
Hrg Aid Center of America*	+	+	+	+	+	+	***	+	+
Hearing Services									
Heidico, Inc.	+	+	+	+		+			

TV/Radio/Stereo			Personal Communication			Group Communication			Emergency Call System	Non-Electronic Devices	Board Displays	Tinnitus Masker	Modified Stethoscope	Other
Direct	Loop	Caption	FM	Wired	Trainers	Direct	FM	Infrared						
													8	
			+				+							
					+				+		+			
	+													
		+											+	
			+		+									
					+									
													7	
			+				+			+		+	+	
	+	+	+	+			+	+	+		+	+	4	
				+										
		+							+				2	

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Table 1 Continued

Distributors	Alerting Devices			Telephone				TV/Radio/Stereo		
	Visual	Auditory	Tactile	Amplification		Visual		FM	Wired	Infrared
				Amp	T-Switch	TDD	Other			
SEHAS, Inc.*	+		+	+			+	+	+	
Sennheiser Electronic Corp.									+	
Sensory Aids Corporation										
Siemens Hrg. Instruments									+	
Silent Call Corporation			+							
Sonic Alert	+	+	+			+				
Sound Associates, Inc.									+	
Sound Barrier, Inc.	+									
Sound Resources*	+	+	+	+	+	+		+	+	
Southwest Products*	+	+	+			+				
Specialized Systems						+				
Starkey Labs										
Tacticon Corporation			+							
TASH, Inc.										
TASIP*	+	+	+	+	+	+		+		
Telecom. for the Deaf										
Telecom. Quality Center	+	+		+		+	***			

Table 1 *Continued*

Distributors	Alerting Devices			Telephone				TV/Radio/Stereo		
	Visual	Auditory	Tactile	Amplification		Visual		FM	Wired	Infrared
				Amp	T-Switch	TDD	Other			
Telephone Extension Company	+	+		+						
Telex Com., Inc.										
TRON										+
Ultratec, Inc.	+				+	+				
UNEX*								+		
USA, Inc.										
Walker Equipment Corp.				+						
Wheelock, Inc.	+	+								
Williams Sound Corporation								+	+	

Note. * = Distributors for other companies. ** = Speaker-phone, intercom, headset: allowing a hearing individual to interpret the telephone conversation. *** = Echo 2000, Talk-tone: allowing a digital display coded by touch telephone. 1 = device to monitor voice intensity. 2 = emergency alert for the car, indicating sirens. 3 = portable signal detector for travel. 4 = portable smoke detector. 5 = aids for the visually impaired. 6 = intercom with amplifier. 7 = listing TDD users. 8 = language/speech. 9 = tactile device for communication. 10 = also distribute Bosch stethoscope. 11 = adapts square handsets to round modems. 12 = workshops on assistive devices. 13 = text-to-speech with personal computer. 14 = alerts that turn signal is on. 15 = adapter that allows lamp to flash.

Encinitas, CA 92024
800-544-1222
805-687-5662 or
2720 Clinton Terrace
Santa Barbara, CA 93105
805-687-4821

Audiotone
Division of Lear Siegler, Inc.
P.O. Box 2905
Phoenix, AZ 85062
800-528-5424

Auditory Display Company, Inc.
162 Schoolhouse Lane
Mt. Laurel, NJ 08054

Behavioral Controls, Inc.
(ALPS, Inc.)
3140 W. Fond du Lac Avenue
Milwaukee, WI 53210
414-445-1414

Bernafon, Inc.
Bernafon Building
1125 Globe Avenue
Mountainside, NJ 07092
800-526-2170

Camp Laboratories
P.O. Box 200
Fredonia, PA 16124

Canon U.S.A. Inc.
One Canon Plaza
Lake Success, NY 11042
516-488-6700

Chaney Super-TDD, Inc.
1202 Seminole
Richardson, TX 75080
214-234-3307 (TDD)
214-239-1818 (VOICE)

Clarke School for the Deaf
Assistive Listening Device Center
McAlister Infirmary Building
Round Hill Road
Northampton, MA 01060
413-584-3450 x175 Voice
413-586-2879 TDD

Communication Connection
10143 Shoreview
Dallas, TX 75238
Voice/TDD: 214-490-0860

Communication Development Products
P.O. Box 11522
Winston-Salem, NC 27106

Com-Tek
357 West 2700 South
Salt Lake City, UT 84115
801-466-3463
Distributor: Claudia Anderson
Audio Enhancement
1701 N. High Country
Orem, UT 84057
801-224-4151

Crestwood Company
P.O. Box 04606
Milwaukee, WI 53204
414-461-9876

Danavox Telecommunications Division
6400 Flying Cloud Drive
Minneapolis, MN 55344
800-328-6297

Deaf Products
(Previously Handi-aid Company)
P.O. Box 2256
Costa Mesa, CA 92626
Voice/TDD: 714-549-5123

Earmark, Inc.
1125 Dixwell Avenue
Hamden, CT 06514

Eckstein Brothers, Inc.
4807 W. 118th Place
Hawthorne, CA 90250
213-772-6113

Eye Festival Communications
(Previously NFSS-West)
1530 N. Gower Street #20
Hollywood, CA 90028
(Publish the L.A. TDD Directory)

FlashAlert, Inc.
701 Palomar Airport Road
Carlsbad, CA 92009
619-931-4808

Garid, Inc.
10180 Viking Drive
Eden Prairie, MN 55344
612-941-5464

General Time Corporation
520 Guthridge Court
Norcross, GA 30092

GTE (Special Needs) Voice: 800-352-7437 TDD: 800-352-7438 Address not available (Do not have a catalog)	Chicago, IL 60625 312-275-1525 312-787-7499
Guardian Angel 401-417 Fayette Avenue Springfield, IL 61704 217-753-2505 (Voice/TDD)	Julian A. McDermott Corporation 1639 Stephen Street Ridgewood, Long Island, NY 11385 718-456-3603 (3607)
Hal-Hen P.O. Box 6077 Long Island City, NY 11106 718-392-6020	Krown Research 10371 W. Jefferson Blvd. Culver City, CA 90232 Voice/TDD: 213-641-4306
Hearing Aid Center (HAC) of America HARC Mercantile Ltd. 3130 Portage Road P.O. Box 3055 Kalamazoo, MI 49003 616-381-6930	Let's Talk Janet Albright 921 Lloyd Building 603 Stewart Seattle, WA 98101 206-340-TALK (V/TDD) 800-237-EARS (V/TDD)
Hearing Services, Inc. 605 - 12th Avenue Hopkins, MN 55343	Lingui Systems, Inc. 1630 Fifth Avenue Suite 806 Moline, IL 61265 309-762-5112
Heidico, Inc. 444 S. Montezuma Street Prescott, AZ 66303 602-445-9554	LPB, Inc. 28 Bacton Hill Road Frazer, PA 19355
Hi-Tec Group International 801 N. Cass Avenue #021 Westmont, IL 60559 312-654-8833	Memphis Smoke Alarm Company P.O. Box 12345 2497 Broad Avenue Memphis, TN 38112 901-323-0414
Innocomp 33195 Wagon Wheel Drive Solon, OH 44139 216-248-6206	NADY Systems, Inc. 1145 65th Street Oakland, CA 94608 415-652-2411
Instant Replay, Inc. 2951 S. Bayshore Drive, Suite 8E Miami, FL 33133 305-448-7088	National Captioning Institute, Inc. 1443 Beachwood Drive Hollywood, CA 90028 Voice/TDD: 213-469-7000
Integrated Microcomputer Systems, Inc. 2 Research Place Rockville, MD 20850 301-948-4790 301-869-6391 (TDD)	NFSS, Inc. 8120 Fenton Street Silver Spring, MD 20910 301-589-6671 Voice 301-589-6670 TDD
J.A. Preston Corporation 60 Page Road Clifton, NJ 07012	National Hearing Aid Distributors 145 Tremont Street Boston, MA 02111 800-343-2266
Jay L. Warren, Inc. P.O. Box 25413	

One-to-One Communications
Box 235
Olathe, KS 66062

Oticon Corporation
29 School House Road
P.O. Box 424
Somerset, NJ 08873

Oval Window Audio
4 Collins Road
Yarmouth, ME 04096
207-846-6250 Voice/TDD

Palmetto Technologies, Inc.
P.O. Box 498
Duncan, SC 29334
Voice/TDD: 803-439-4309

Pennsylvania Special Education
Assistive Device Center
Elizabethtown Hospital and
Rehabilitation Center
Elizabethtown, PA 17022
800-642-7734

Phonic Ear, Inc.
250 Camino Alto
Mill Valley, CA 94941

Plantronics
345 Encinal
Santa Cruz, CA 95060
800-662-3902 x414
800-538-0748 x414

Potomac Telecom
1010 Rockville Pike
Rockville, MD 20852
301-762-4005

Precision Controls, Inc.
14 Doty Road
Haskell, NJ 07420
201-835-5000

Prentke Romich Company
1022 Heyl Road
Wooster, OH 44691
216-262-1984
800-642-8255

Proctor and Associates
15050 N.E. 36th Street
Redmond, WA 98052
206-881-7000

Quest Electronics
510 South Worthington Street

Oconomowoc, WI 53066
414-567-9157

Radio Paging
4220 S. Shepard
Houston, TX 77098
713-630-6400 Voice
713-630-5414 TDD

Radio Shack
Fort Worth, TX 76102
(Check your local store for an ALD Catalog)

Rastronics
1125 Globe Avenue
Mountainside, NJ 07092
201-654-6034

Schneier Communication Unit
Cerebral Palsy Center
1603 Court Street
Syracuse, NY 13208
315-455-4591

Sears Catalog Center
(Check your local store for an ALD Catalog)

SEHAS, Inc.
Special Instruments Sales Division
533 Peachtree Street, N.E.
Atlanta, Georgia 30308
800-241-2465
in Georgia: 404-876-2583

Sennheiser Electronic Corporation
48 W. 38th Street
NY, NY 10018

Sensory Aids Corporation
Suite 110, 205 West Grand Avenue
Bensenville, IL 60106
312-766-3935

Siemens Hearing Instruments, Inc.
685 Liberty Avenue
Union, NJ 07083
800-631-7965

Silent Call Corporation
P.O. Box 16348
Clarkston, MI 48016
313-391-1710

Sonic Alert
209 Voorheis
Pontiac, MI 48053
Voice/TDD: 313-858-8957

Sound Associates, Inc.
11339 Sorrento Valley Road
Dept. TBJ
San Diego, CA 92121
619-481-6000

Sound Barriers, Inc.
Guardian Angel Products Division
401-417 Fayette Avenue
Springfield, IL 61704
217-753-2505 (Voice/TDD)

Sound Resources
201 East Ogden
Hinsdale, IL 60521
312-323-7970

Specialized Systems
6350 Yarrow Drive, Suite B
Carlsbad, CA 92009

Starkey Labs, Inc.
P.O. Box 9457
Minneapolis, MN 55440
800-328-8602
(Also distribute Bosch products)

Southwest Products for the Hearing-Impaired
Compu-TTY, Inc.
3309 Winthrop, Suite 85
Fort Worth, TX 76116
TDD 817-738-8993
VOICE 817-738-2485

Tacticon Corporation
151 3rd Street
San Rafael, CA 94901
415-456-3512

TASH, Inc.
70 Gibson Drive Unit 1
Markham, Ontario
416-475-2212

Technical Assistance for Sensory
Impairment (TASIP)
150 S. Progress Avenue
Harrisburg, PA 17109
717-657-5840

Telecommunications for the Deaf, Inc.
Seymour S. Bernstein
2992 Hyde Park Circle
Riverside, CA 92506
(TDD user listing)

Telecommunication Quality Center
for Handicapped Customers
(Michigan Bell)
26200 Greenfield Suite 43
Oak Park, MI 48237

Telephone Extension Corporation
83 E. Central Avenue
Pearl River, NY 10965
914-735-7877
914-735-7878

Telex Communications, Inc.
9600 Aldrich Avenue South
Minneapolis, MN 55420
800-328-8212

TRON
261 Stratton Road
New Rochelle, NY 10804
914-632-0134

Ultratec, Inc.
6442 Normandy Lane
Madison, WI 53719
608-273-0707
Regional Office: Los Angeles
213-452-8613

Unex
A Dynatech Company
3 Liberty Way
Westford, MA 01886
617-256-8222

USA, Corporation
Lock Box 9669
Marina Del Rey, CA 90292

Walker Equipment Corporation
P.O. Box 829
Ringgold, GA 30736
404-935-2600

Wheelock, Inc.
273 Branchport Avenue
Long Branch, NJ 07740
201-222-6880
TWX: 710-722-6510
Regional Office: Kent, WA 98042
206-631-7773

Williams Sound Corporation
P.O. Box 444120
6844 Washington Avenue South
Eden Prairie, MN 55344
612-941-2896