MARKETING Support Materials



## **SUPPORT MATERIALS**



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### **GENERAL CONSUMER PROCHURES** 2005

Actual Folded Size 31/2" x 81/2" - Each brochure is sold in packs of 50.



#10053816



#7189801



#10053844



#7076925



#7087781



#7792976



#3727265



#7189793

#### Spanish Language Brochures



#10053823



#10053857



#7792836



#3727513

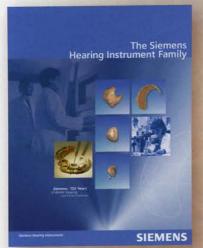


#7792984



#7792992

Approximate Size 81/2" x 11"



#3747826 Overview of all Siemens products

Approximate Size 31/2" x 81/2"



#1833925 Overview of Siemens Corporation



#3747628 General hearing information



#7793057 Clinical trial summary



#7793446 Binaural hearing information

#### Spanish Language Brochures



#7076644



#3722787 General hearing information



#3722795 Binaural hearing information

For a complete and updated offering of Siemens marketing materials, visit mySiemens at www.usa.siemens.com/hearing.



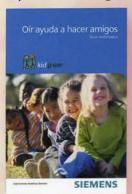


#7087351 Audiologic Guide

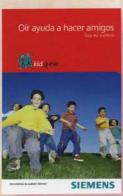


#7087328 Hearing Aid Guide

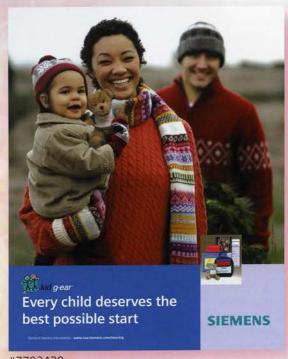
#### Spanish Language Brochures



#7793370 Audiologic Guide



#7793388 Hearing Aid Guide



#7793420 16" x 20" kid g-ear Poster

For a complete and updated offering of Siemens marketing materials, visit mySiemens at www.usa.siemens.com/hearing.

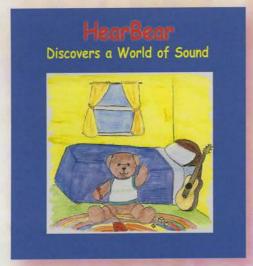
Pediatric Use and Care Kit #7793230

Colorful insulated lunchbox with the following items:

- HearBear with color BTEs
- HearBear BTE Clip
- Dehumidifier Kit
- · Air Puffer
- Battery Tester
- Stethoset
- Tool Set (wax brush & wax loop with magnetic end)
- Use and Care Kit Instruction Book

Pediatric Use and Care Kit Spanish Language Version #7793594





#7793289 Colorful children's book

41/4" x 6"
TRIANO™ Clinical Trial Postcards

95% of 62-year-olds tested with TRIANO' hearing aids could understand speech in noise just as well as normal-hearing college students:



triano

Learn more about TBIANO — the hearing sid from Siemens Hearing Instruments that's clinically proven to improve speech undentanding in noisy environments. And start enjoying your conversations again. Call or visit us today.

\*Train i parts sumates di pare and occaminate heritiga e il sport faviring age see (2) pares sid vasading 10 AND heritiga alle in instrumete relativi di estato del manufactore and con agre subtenito and in termit heritiga (agre 1 to 27) pares e di interior participato heritiga participato que e del participato del manufactore per del manufactore de

SARK Serves reprint concession in

41/4" x 6" ACURIS™ Small Postcards



Iwo hearing instruments performing as one

The next generation in hearing solutions has arrived introducing ACURS\* with a Revivelens\*, solutions that introducing ACURS\* with a Revivelens\*, synchronization, Now, for the first time, wearing two hearing instruments offers a new level of sophistication just not possible before. Because ACURS\* hearing instruments actually communicate with each other. Sessing, analyzing, interpreting, sharing, and adjusting continuously and automatically. All made possible with test

making between they many people has better, but increase much may

HAVE YOUR OFFICE PHONE NUMBERS AND ADDRESS IMPRINTED

51/2" x 81/2" ACURIS Life Postcards



Open your ears to a Life of better hearing

Easy to Wear. Easy to Use. Barely Noticeable

ACURIS Life with e2e wireless. Call today to find out more.

thereing instruments have many proper from better, but indicated excell day and a 2000 feature allessing instruments in. All layers instrumed 6000.

5½" x 8½" ACURIS Large Postcards



It is time for the right car to say helfo to left cert. Sineners, the leader are proinced or developer synchronization for indevoluped ACLINS Sort he do viveless the optimal statistics for individuals who were two bearing instruments of a CRISS instrument communicate and event offer via all acts weekers is individuals som injuly a depice of sea.

Individuals can injuly a depoch of sea.

Individuals can

Easy to wear, Easy to adjust, Easy to enjoy. ACURIS with e2e wireless. Call today to find out more.

To order these cards, or to request imprinting, call your Siemens Sales Representative at (800) 766-4500.

Sold in packs of 25 with envelopes Folded Size 51/2" x 41/4"



#7788698



#7788722



#7788664



#7788763



#7788771



#7788730

#### **NEWSPAPER AD SLICKS**

## 2005



#### **ACURIS**



Several ads per packet – #10053827 Sizes: 41/4" x 6"; 41/4" x 7"; 63/8" x 10"

#### ACURIS<sup>™</sup> Life



2 ads per packet – #10053856 Sizes: 41/4" x 6"; 41/4" x 7"

### **TRIANO**

(I Hate Hearing Aids)

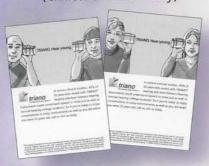


Several ads per packet - #7793586 Sizes: 41/4" x 6"; 41/4" x 7"

TRIANO"

Several ads per packet - #7087880 Various sizes: 41/4" x 6"; 41/4" x 7"

#### TRIANO (Clinical trial summary)



2 ads per packet – #7793073 Size: 41/4" x 6"

Additional product ads are available upon request.

#### PRISMA 2



Several ads per packet – #3727315 Various sizes: 41/4" x 6"; 41/4" x 7"

#### INFINITI<sup>™</sup> Pro



Several ads per packet – #7792760 Sizes: 41/4" x 6"; 41/4" x 7"

#### MUSIC® Pro



Several ads per packet – #7792778 Sizes: 41/4" x 6"; 41/4" x 7"

#### **PHOENIX**



2 ads per packet – #7087294 Sizes: 41/4" x 6"; 41/4" x 7"

### PHOENIX<sup>™</sup> One



2 ads per packet – #7793297 Sizes: 41/4" x 5"; 41/4" x 6"

### SPANISH LANGUAGE NEWSPAPER AD SLICKS



#### Spanish Language **ACURIS**<sup>™</sup>Life



2 ads per packet - #10053858 Sizes: 41/4" x 6"; 41/4" x 7"

#### Spanish Language **ACURIS**™



Several ads per packet – #7189504 Sizes: 41/4" x 6"; 41/4" x 7"; 63/8" x 10"

#### Spanish Language TRIANO"



Several ads per packet - #7793081 Various sizes: 41/4" x 6"; 41/4" x 7"

# SPANISH LANGUAGE NEWSPAPER AD SLICKS 2005

### Spanish Language PRISMA\* 2



Several ads per packet – #7793099 Various sizes: 41/4" x 6"; 41/4" x 7"

### Spanish Language INFINITI\* Pro



Several ads per packet – #7793115 Sizes: 41/4" x 6"; 41/4" x 7"

### Spanish Language MUSIC\* Pro



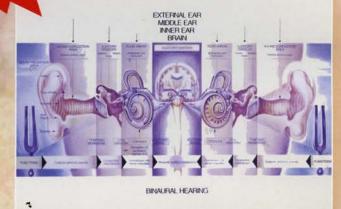
Several ads per packet – #7793107 Sizes: 41/4" x 6"; 41/4" x 7"

Posters are great for brightening up the office and promoting the current product that you offer!



#7788631 - 32" x 24"

#1853063 (set of three posters without frame)



#7788623 - 32" x 24"

#1853071 (set of three posters with frame)

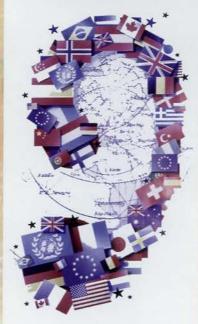
### **SIEMENS**



Prelude To A New Era In Hearing Technology Hearing Instruments from Siemens

#1853006 15<sup>3</sup>/<sub>4</sub>" x 38<sup>3</sup>/<sub>4</sub>" (Unframed)

### **SIEMENS**



Better Understanding The World Over Hearing Instruments from Siemens

#1853022 15<sup>3</sup>/<sub>4</sub>" x 38<sup>3</sup>/<sub>4</sub>" (Unframed)

### **SIEMENS**



Miniature Miracles Of Technology Hearing Instruments from Siemens

#1853048 15<sup>3</sup>/<sub>4</sub>" x 38<sup>3</sup>/<sub>4</sub>" (Unframed)

#### TRIANO" Clinical Trial Posters



#7793032 - 36" x 12"



#7793040 - 36" x 12"

#### ACURIS™/ACURIS Life Posters



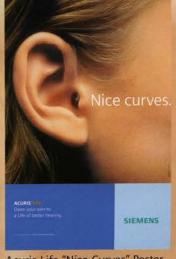
Acuris "Say Hello" Poster #10053809 36" x 24"



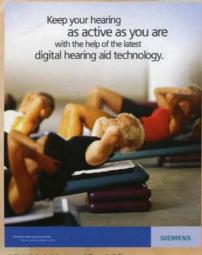
Acuris "Some Things Match" Poster #10053810 36" x 24"



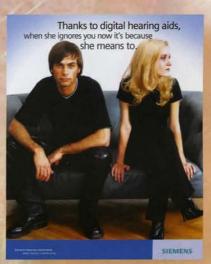
Acuris "Grandfather/Twins" Poster #10053841 36" x 24"



Acuris Life "Nice Curves" Poster #10053849 36" x 24"



#7189660 - 16" x 20"

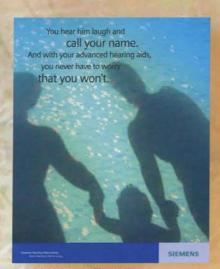


#7189637 - 16" x 20"

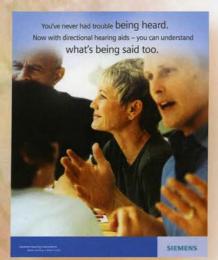


#7793438 - 16" x 20"

Great for decorating your office!



#7189645 - 16" x 20"



#7189652 - 16" x 20"

**SIEMENS** 

### **Better Hearing** is **Better Living**



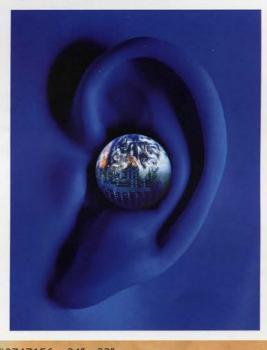




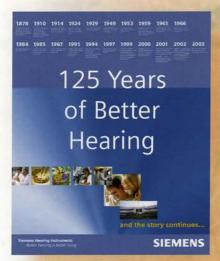


#7788615 - 24" x 32"

### SIEMENS



#3747156 - 24" x 33"



#3722100 - 16" x 20"

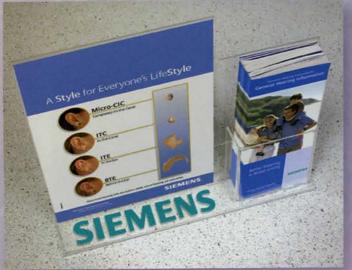




17" x 22" (each poster) #7788649 (set of two)

### BROCHURE STANDS AND POINT-OF-PURCHASE DISPLAYS

Point-of-Purchase Display Attractive, educational and promotes hearing instrument sales



#3747594 - 131/2" x 115/16" x 41/2" (Brochures not included)

#### Rotate the insert and brochure offering monthly to keep interest!

Three informative poster inserts with product brochures help pre-sell Siemens hearing instruments to patients in your reception areas, at health fairs, nursing homes or wherever it's displayed.

Display includes the following three inserts



TRIANO Insert



Premium Performance Insert



Shell Type Insert

For a complete and updated offering of Siemens marketing materials, visit our website at www.usa.siemens.com/hearing.

## BROCHURE STANDS AND POINT-OF-PURCHASE DISPLAYS

Point-of-Purchase Displays with brochure holders (Brochures available on pages 1 & 2)



#10053818 – 91/4" x 113/4" Fits brochures size 31/2" x 81/2" (Brochures not included)



Clinical trial summary display #7793065 – 17" x 10" Fits brochures size 31/2" x 81/2" (Brochures not included)



#7793123 – 81/2" x 11" Fits brochures size 31/2" x 81/2" (Brochures not included)



Fits brochures size 31/2" x 81/2" (Brochures not included)



#7793149 - 8  $^{1}$ /2" x 11" Fits brochures size 3  $^{1}$ /2" x 8  $^{1}$ /2" (Brochures not included)



#7793131 - 81/2" x 11" Fits brochures size 31/2" x 81/2" (Brochures not included)



#7788607 – **3-Tier Stand**Fits brochures size 31/2" x 81/2" (Brochures not included)

"Silent Movie" & "Miniature Golf" TV Ads



Two - 30 second and Two - 60 second TV commercials (including 1 in Spanish)



#7087336 Closed captioned VHS for previewing (English version only)

#7087179 VHS for previewing (all versions)



To obtain Beta Masters for production use, contact your Siemens Sales Representative at (800) 766-4500

LASR<sup>™</sup> Video View LASR – the latest shell technology for hearing instruments



#7076933 (regular video)



Video/DVD
"Discover the Fascinating World of Hearing"



#3747586 - (VHS video) #3747651 - (DVD)

For a complete and updated offering of Siemens marketing materials, visit our website at www.usa.siemens.com/hearing.

### MARKETING SUPPORT MATERIALS ORDER FORM/PRICE LIST 2005 UPDATE

	Qty. Item No.	Description	List Price	BDP Price	SBP Price	Total Price
	10053816	ACURIS™ Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
CONSUMER PRODUCT BROCHURES (Page 1)	10053844	ACURIS" Life Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	7087781	TRIANO™ Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
- S	3727265	PRISMA** 2 Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
<u> </u>	7189793	MUSIC* Pro Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	7189801	INFINITI* Pro Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
Z	7076925	PHOENIX™ Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
٠	7792976	PHOENIX™ One Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	10053823	Spanish ACURIS™ Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	10053857	Spanish ACURIS™ Life Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	7792836	Spanish TRIANO™ Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	3727513	Spanish PRISMA™ 2 Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	7792984	Spanish MUSIC* Pro Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	
	7792992	Spanish INFINITI" Pro Brochure (pack of 50)	18.00/pk	15.00/pk	13.00/pk	NEW YEAR
		The SHI Family of Hearing Aids Brochure (sold as 1)	.60	.55	.50	
S S S	3747826	Siemens Today Directory (pack of 25)	N/C	N/C	N/C	II P
Sage P	1833925	MILESPER MANAGEMENT AND	18.00/pk	16.50/pk	15.00/pk	
SNS OCT	3747628	Better Hearing Consumer Brochure (pack of 25) TRIANO Clinical Trial Consumer Brochure (pack of 25)	11.00/pk	10.00/pk	9.00/pk	15000
88	7793057	TOTAL DESCRIPTION OF STREET AND STREET STREE	18.00/pk	15.00/pk	13.00/pk	
RA!	7793446	Two Ears are Better Than One Binaural Brochure (pack of 50)	.60	.55	.50	135
GENERAL CONSUMER BROCHURES (Page 2)	7076644	Spanish SHI Family of Hearing Aids Brochure (sold as 1)  Spanish Better Hearing Consumer Brochure (pack of 25)	18.00/pk	16.50/pk	15.00/pk	
5	3722787		18.00/pk	15.00/pk	13.00/pk	
	3722795	Spanish Two Ears are Better Binaural Brochure (pack of 50)		and the same of th		
SF3&	7087351	Hearing Makes Friends Audiologic Guide (pack of 10)	21.00/pk	19.25/pk	17.50/pk	
PEDIATRIC SUPPORT MATERIALS (Pages 3 & 4)	7087328	Hearing Makes Friends Hearing Aid Guide (pack of 10)	21.00/pk	19.25/pk	17.50/pk	
	7793370	Spanish Hearing Makes Friends Audiologic Guide (pack of 10)	21.00/pk	19.25/pk	17.50/pk	-
₽ <b>∑</b> ⊕	7793388	Spanish Hearing Makes Friends Hearing Aid Guide (pack of 10)	21.00/pk	19.25/pk	17.50/pk	-
	7793420	kid g-ear Pediatric Poster (sold as 1)	6.00	5.50	5.00	
	7793289	HearBear Discovers a World of Sound Children's Book (sold as 1)	7.00	6.00	5.25	
	7793230	Pediatric Use and Care Kit (sold as 1)	29.00	26.00	23.00	
	7793594	Spanish Pediatric Use and Care Kit (sold as 1)	29.00	26.00	23.00	
-low@	7788698	We Welcome You as a New Patient Cards (pack of 25)	5.00/pk	4.50/pk	4.00/pk	
GENERAL CARDS AND ENVELOPES (Page 6)	7788664	Season's Greeting Cards (pack of 25)	5.00/pk	4.50/pk	4.00/pk	
PE SE	7788722	Thank You Cards (pack of 25)	5.00/pk	4.50/pk	4.00/pk	
SAG	7788763	Reminder Cards (pack of 25)	5.00/pk	4.50/pk	4.00/pk	
0	7788730	Happy Birthday Cards (pack of 25)	5.00/pk	4.50/pk	4.00/pk	
	7788771	It's Time for a Check Up Cards (pack of 25)	5.00/pk	4.50/pk	4.00/pk	
2.5	10053827	ACURIS b/w Ad Slicks	N/C	N/C	N/C	
S)C)	10053856	ACURIS Life b/w Ad Slicks	N/C	N/C	N/C	
NEWSPAPER AD SLICKS (Pages 7, 8, 9, & 10)	7087880	TRIANO b/w Ad Slicks	N/C	N/C	N/C	
7, 8,	7793073	TRIANO (Clinical Trial) b/w Ad Slicks	N/C	N/C	N/C	
Ses des	7793586	TRIANO (I Hate Hearing Aids) b/w Ad Slicks	N/C	N/C	N/C	
(Pag	3727315	PRISMA 2 b/w Ad Slicks	N/C	N/C	N/C	
NS	7792778	MUSIC Pro b/w Ad Slicks	N/C	N/C	N/C	
Ę I	7792760	INFINITI Pro b/w Ad Slicks	N/C	N/C	N/C	The state of
3=0/	7087294	PHOENIX b/w Ad Slicks	N/C	N/C	N/C	
	7793297	PHOENIX One b/w Ad Slicks	N/C	N/C	N/C	
	7189504	Spanish ACURIS b/w Ad Slicks	N/C	N/C	N/C	
- 44	10053858	Spanish ACURIS Life b/w Ad Slicks	N/C	N/C	N/C	
		Spanish TRIANO b/w Ad Slicks	N/C	N/C	N/C	
	7793081		N/C	N/C	N/C	
	7793099	Spanish PRISMA 2 b/w Ad Slicks	N/C	N/C	N/C	
	7793115 7793107	Spanish INFINITI Pro b/w Ad Slicks Spanish MUSIC Pro b/w Ad Slicks	N/C	N/C	N/C	1000



### **MARKETING SUPPORT MATERIALS ORDER FORM/PRICE LIST 2005 UPDATE**

	Qty.	Item No.	Description	List Price	BDP Price	SBP Price	Total Price
<b>8</b> €		7788631	Anatomical Poster (Ear) (32" x 24")	6.00	5.50	5.00	
<b>POSTERS</b> (Pages 11, 12, 13 & 14)	Della .	7788623	Binaural Poster (32" x 24")	6.00	5.50	5.00	
2, 13		1853006	Musical Instruments Poster (15 3/4" x 38 3/4")	15.00	13.00	11.00	
1,7		1853022	International Flag Poster (153/4" x 38 3/4")	15.00	13.00	11.00	21 (16)
es 1		1853048	Electronics Poster (15 3/4" x 38 3/4")	15.00	13.00	11.00	
(Pag		1853063	Set of Three Posters* (without frame)	40.00	35.00	30.00	
		1853071	Set of Three Posters* (with frame)	275.00	250.00	225.00	
		7793032	TRIANO Clinical Trial Poster (Men 36" x 12")	4.00	3.00	2.00	
		7793040	TRIANO Clinical Trial Poster (Women 36" x 12")	4.00	3.00	2.00	
		10053809	ACURIS Poster (Say Hello 36" x 24")	6.00	5.50	5.00	
		10053810	ACURIS Poster (Some Thing Match 36" x 24")	6.00	5.50	5.00	
		10053841	ACURIS Poster (Grandfather/Twins 36* x 24*)	6.00	5.50	5.00	
		10053849	ACURIS Life Poster (Nice Curves 36" x 24")	6.00	5.50	5.00	
		7189660	Better Hearing is Better Living - Woman Exercise Class (16* x 20")	6.00	5.50	5.00	
	- 24	7189637	Better Hearing is Better Living - Couple (16* x 20*)	6.00	5.50	5.00	
		7793438	Better Hearing is Better Living - Punchline (16"x 20")	6.00	5.50	5.00	
		7189645	Better Hearing is Better Living - Parent and Child (16" x 20")	6.00	5.50	5.00	
		7189652	Better Hearing is Better Living - Meeting (16" x 20")	6.00	5.50	5.00	
		7788615	Better Hearing is Better Living Collage (24" x 32")	6.00	5.50	5.00	
		3747156	Blue World Poster (24" x 33")	6.00	5.50	5.00	
		3722100	Siemens 125 Years of Better Hearing Poster (16" x 20")	6.00	5.50	5.00	
		7788649	Historical Posters – Set of 2 (17* x 22*)	8.50	7.80	7.00	Marin Inc.
BROCHURE STANDS AND POINT OF PURCHASE DISPLAYS (Pages 15 & 16)		3747594	Point of Purchase Display (with 3 inserts - 131/2" x 11 5/16" x 4 1/2")	25.00	23.00	21.00	
N A A		10053818	ACURIS P.O.P. Display (9 1/4" x 11 3/4" - Brochures sold separately)	4.25	4.00	3.75	
POINT IS		7793065	TRIANO Clinical Trial P.O.P. Display (17* x 10* - Brochures sold separately)	3.00	2.50	2.00	
ND ND SE C		7793123	TRIANO P.O.P. Display (8 1/2" x 11" - Brochures sold separately)	4.25	4.00	3.75	
HA A		7793156	PRISMA 2 P.O.P. Display (8 1/2" x 11" - Brochures sold separately)	4.25	4.00	3.75	
38 SK		7793149	MUSIC Pro P.O.P. Display (8 1/2" x 11" - Brochures sold separately)	4.25	4.00	3.75	
_ =		7793131	INFINITI Pro P.O.P. Display (8 1/2" x 11" - Brochures sold separately)	4.25	4.00	3.75	
		7788607	Siemens 3-Tier Stand (3 1/2" x 8 1/2"-Brochures sold separately)	10.00	9.00	8.00	
COMMERCIALS AND VIDEOS (Page 17)		7087179	30/60 Second Commercials - VHS for Preview (English/Spanish)	N/C	N/C	N/C	
DE JOE		7087336	30/60 Second Commercials - VHS for Preview w/Closed Caption	N/C	N/C	N/C	EL TE
E S S		7076933	LASR™ Video (Regular Video)	N/C	N/C	N/C	
₹8		3747586	Fascinating World of Hearing - VHS format	7.50	6.00	5.00	Orlean mark
8		3747651	Fascinating World of Hearing - DVD format	8.50	7.00	6.00	
	4 10	3747545	Laminated Technology Chart (11* x8 1/2*)	3.00	2.50	2.00	
MISCELLANEOUS (Page 20)		3747669	Spanish Laminated Technology Chart (11" x 8 1/2")	3.00	2.50	2.00	
(Pag		7189496	Siemens 2-Pocket Folder	2.00		1.00	
CEL			Marketing Manual (Comprehensive Guide)		1.50		
MIS		1848014		295.00	195.00	N/C	
		10053813	ACURIS Consumer Flipchart Presentation	22.00	20.00	18.00	
		10053824	ACURIS Consumer Power Point Presentations on CD-Rom	N/C	N/C	N/C	
		10053811	ACURIS Window Cling Sticker (3 3/4* x 5 1/2*)	2.50	2.00	1.50	

<sup>\*</sup>Set includes: Musical Instruments, International Flags & Electronics Posters

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#### Laminated Technology Chart



#3747545 - 11" x 81/2"

#### Laminated Technology Chart (Spanish)



#3747669 - 11" x 81/2"

#### Siemens 2-Pocket Folder

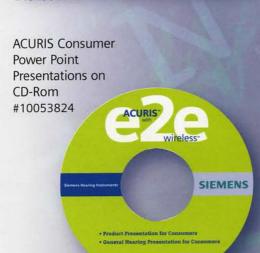


#7189496

#### Marketing Manual Comprehensive Guide



#1848014



ACURIS Consumer Flipchart Presentation (75 pgs.)

(75 pgs.)

Helping you to hear better.

Featuring a new, advanced technology section: ACURIS with e2e wireless

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ACURIS Window Cling Sticker 3<sup>3</sup>/<sub>4</sub>" x 5<sup>1</sup>/<sub>2</sub>" #10053811



#### And for more customized marketing materials...

The Siemens Marketing Services Team looks forward to assisting you create personalized and effective marketing materials. Marketing support materials including newspaper ad slicks, direct mail postcards, and more can be customized to meet your marketing needs.

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