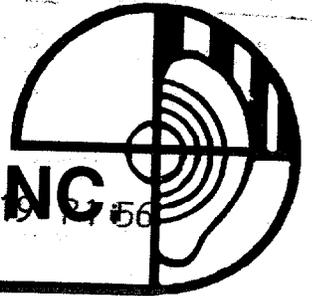




HEARING AID INSTITUTE, INC

1-800-331-6009



10/3/2000

Honorable Donna Shalala
Secretary of Health & Human Services
200 Independence Ave. S.W.
Room 615F
Washington D.C. 20201

Dear Secretary Shalala:

As a hearing health care provider, I am writing with respect to hearing aids. The AARP has confirmed that hearing aids are highly effective but dramatically underutilized medical devices. I have been in the hearing aid industry all of my life and have helped change hundreds of peoples lives for the better.

I am extremely concerned with reports that the Food and Drug Administration has reportedly sent to you a proposal for revising the current regulations governing the dispensing of hearing aids in this country that would dramatically increase the cost of hearing health care services and restrict access to hearing health care providers such as myself. Please stop and carefully consider the impact that this proposal rule will have on the nation's hearing impaired and on the nation's hearing aid specialists. In particular, please ensure that any proposed rules meet the obligations of the Small Business Regulatory Enforcement Fairness Act.

Hearing impairment is a major health care concern. Please don't let the FDA put forth their proposed rule that would impede access to needed hearing health care services for millions of Americans.

Sincerely,

Mike Van De Riet, BC-HIS

93N 0372

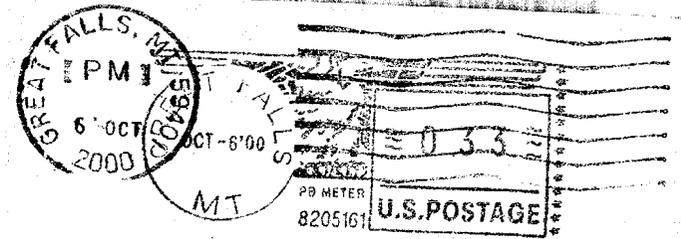
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David E. Evans, M.S., BC-HIS
Sandra L. Harshaw, BC-HIS

Hear the Beauty of Life

Sharon B. Roffler, BC-HIS
Mike Van De Riet, BC-HIS
Don R. Van De Riet, BC-HIS

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Honorable Donna Shalala
Secretary of Health + Human
200 Independence Ave. SW. Services
Room 615F.
Washington, D.C. 20201

