

Welch Allyn
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10 December 2010

Dear Valued Distribution Partner,

On 02 January 2011, Welch Allyn will transfer aftermarket distributor sales of AED10 supplies and accessories to ZOLL Medical. We will continue to honor point of sale initial 'starter' supplies and accessories with the purchase of new AED10 devices. However, subsequent sales of aftermarket AED10 supplies and accessories to support the install base will be available from ZOLL Medical.

To ensure a smooth transition, we are initiating a process with ZOLL Medical to provide you with on-going access to AED10 accessories for the support of your existing customer install base. If you are not currently an authorized ZOLL Medical distributor, please complete the attached customer profile / export documentation and submit to ZOLL Medical at ZOLL_WA@zoll.com. The prompt submission of these documents to ZOLL Medical will help expedite the account set-up process and ensure uninterrupted access to parts.

Moving forward, Welch Allyn will continue distributing new AED10 devices to our international customers. Be assured that ZOLL Medical will provide ongoing access to critical supplies and accessories to support your AED10 install base. And, ZOLL Medical will continue to provide product technical support and factory repair service from its network of global service centers. A list of authorized service providers and AED10 supplies / accessories will be available at www.welchallyn.com/zoll.

Thank you in advance for your support of this decision and for your support as a Welch Allyn AED10 distributor. If you have any questions, please contact your local Welch Allyn office.

Sincerely,

A handwritten signature in black ink, appearing to read "Douglas J. Linquest".

Douglas J. Linquest
Executive VP - Strategy & Corporate Development