

Welch Allyn
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10 December 2010

Dear Valued AED10 Customer,

On 02 January 2011, Welch Allyn will transfer aftermarket sales of AED10 supplies and accessories to ZOLL Medical. Although we will continue to honor initial 'starter' supplies and accessories purchases with new AED10 devices, subsequent sales of aftermarket AED10 supplies and accessories 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. If you are not currently a ZOLL Medical customer, 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.

Be assured that ZOLL Medical will continue to provide ongoing access to supplies and accessories to support your AED10 device. In addition, ZOLL Medical continues to provide ongoing product technical support and factory repair service to all Welch Allyn defibrillation customers from its network of global service centers. A list of authorized service providers and available aftermarket supplies and accessories is available at www.welchallyn.com/zoll.

Thank you in advance for your support of this decision. 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", with a long, sweeping horizontal line extending to the right.

Douglas J. Linquest
Executive VP - Strategy & Corporate Development