



Advancing Frontline Care™

March 2, 2009

Dear Welch Allyn AED20 and PIC EMS Distributor,

I am writing with important news concerning the Welch Allyn defibrillation business. In October 2008, we announced our Strategic Alliance and plan for the transfer of defibrillation operations to ZOLL Medical Corporation (Nasdaq: ZOLL).

On **Monday, March 16, 2009**, Welch Allyn will transfer the AED20 and PIC supplies / accessories product line to ZOLL Medical. A list of parts is attached for reference. This arrangement will provide AED20 and PIC end-customers with direct access to ZOLL Medical for critical supplies / accessories. To place an order, AED20 and PIC end-user customers should contact ZOLL Medical at the phone numbers listed below:

US Customers:

- To place an order, please call 800-348-9011 and ask for customer service
- Or, send your order via FAX to 978-421-0015
 - Note: This FAX number is for orders only

Canadian Customers:

- To place an order, please call 866-442-1011 and press 1 for Customer Service
 - Available in English and French
- Fax orders to 905-629-0575

This transfer does not affect the AED10. The Welch Allyn AED 10 will remain our premier automated external defibrillator product available to frontline care customers on a global basis. Continue to contact Welch Allyn for AED10 supplies and accessories.

ZOLL Medical is one of the largest external defibrillator manufacturers in the world. Headquartered in Chelmsford, MA, they have been the industry's most reliable and stable provider of resuscitation products for 30 years, and they offer a full line of defibrillation and resuscitation products globally. Like us, they are customer focused, and we believe they are the best and most strategically aligned partner for Welch Allyn in the area of defibrillation.

I thank you for your support and business as a Welch Allyn distributor. If you have any questions about this alliance or transfer, please contact the Welch Allyn Customer Service Department at 1.800.535.6663.

Sincerely,

James P. Fee Jr.
Vice President & General Manager, Defibrillation
Welch Allyn Inc.