

April 13, 2009

Dear Welch Allyn AED20 and PIC 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, April 27, 2009**, Welch Allyn will transfer the **AED20 and PIC supplies / accessories** product lines to ZOLL Medical. A list of available parts for your AED20 and PIC devices is attached for your convenience. This arrangement will provide you with access to critical supplies / accessories for the continued support of existing AED20 and PIC customers. New orders instructions for AED20 and PIC supplies / accessories appear below:

ZOLL International Phone Orders:

- To place a phone order, please call the appropriate ZOLL International Customer Service Rep:
  - Asia Pacific: Gary Young - Int'l CSR +1 978.421.9635
  - Europe/Middle East/Africa: Amy Schuster – Sr. Int'l CSR +1 978.421.9488
  - China/Hong Kong/Taiwan: Susan Brouder – Int'l CSR +1 978.421.9612
  - Latin America/Caribbean: Nancy Ramos – Int'l Supervisor +1 978.421.9626

ZOLL International FAX Orders:

- Or, send your order via FAX to +1 978.421.0020
  - Note: This FAX number is for orders only

ZOLL International E-mail Orders:

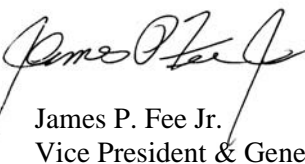
- Or, send orders via e-mail to [INTLCS@zoll.com](mailto:INTLCS@zoll.com)

*\* Note: distributors without previous ZOLL purchases may require completion / approval of a New Distributor Account Application.*

**This transfer does not affect the Welch Allyn AED10.** The AED10 will remain our premier automated external defibrillator product available to frontline care customers on a global basis. Continue to contact Welch Allyn for AED10 product, 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. We are confident this transfer to ZOLL Medical will serve your current and future defibrillation product needs and I thank you for your support.

Sincerely,



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