



Advancing Frontline Care™

March 2, 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, March 16, 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.

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

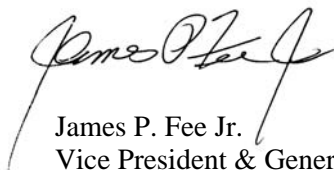
** Note that distributors without previous purchases with ZOLL Medical may require the completion and approval of a New Distributor Account Application.*

This transfer does not affect the AED10. The Welch Allyn 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 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.

We are confident this transfer to ZOLL Medical will serve your current and future defibrillation product needs and I thank you for your support. If you have any questions about this alliance please contact our customer service department at 1.800.535.6663.

Sincerely,



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