

To: Welch Allyn US Distributors
From: Cindy Kuiper, Sr. Product Manager Physical Assessment
Re: **Diagnostic Set, Desk Set and Integrated Wall System Part Number Obsolescence**
Date: March 9, 2005

**23810 and 23820 MacroView™ Otoscope Standard Diagnostic
Set/System Component Effective May 16, 2005**

The 25020 and 20000 diagnostic otoscopes will no longer be available in diagnostic sets, desk sets, or integrated wall systems effective May 16, 2005. All sets and systems containing the diagnostic style otoscope will ship only with the 23810 or 23820 MacroView Otoscope after that date.

Integrated Wall Systems, Desk Charger Sets, Diagnostic Sets

- 25020 replaced by 23810 MacroView Otoscope
- 20000 replaced by 23820 MacroView Otoscope
- 20200 pneumatic and 21700 operating otoscope part numbers will remain unchanged

The 25020 diagnostic otoscope will remain an active/orderable part number as a head only purchase.

Attached is a listing of all the part numbers that will become obsolete, along with a cross reference to the new MacroView version part numbers, description, and pricing. The MacroView part numbers are currently available for sale and should already be loaded into your system.

NOTE: There will be no stock rotations or credit returns on current stock of 25020 and 20000 products/part numbers. Please plan your ordering and stock levels accordingly.

Questions or orders should be directed to Welch Allyn Customer Service:
1-800-535-6663 / 315-685-2174 *fax*
Welch Allyn, Inc.
4341 State Street Road
Skaneateles Falls, NY 13153

Notification of Welch Allyn Part Number Obsolescence

Old/ Obsolete #	MacroView #	Description
Obsolete Effective 1/1/05		
OTOSCOPE HEADS		
20000	23820	23820 MacroView Otoscope
20001	23824	23820 MacroView Otoscope w/Insufflation Bulb
Obsolete Effective 5/16/05		
DESK SETS		
71641	71641- M	Universal Charger, Two 71670 NiCad Handles, 11720 Ophthalmoscope & 23810 otoscope
71641- SM	71641- MS	Universal Charger, Two 71900 L-ion Handles, 11720 Ophthalmoscope & 23810 otoscope
71811- P	71811- MP	Universal Charger, Two 71670 NiCad Handles, 11810 Ophthalmoscope & 23810 otoscope
71811- PSM	71811- MPS	Universal Charger, Two 71900 L-ion Handles, 11810 Ophthalmoscope & 23810 otoscope
Obsolete Effective 5/16/05		
DIAGNOSTIC SETS		
25070	25070- M	3.5V MacroView Otoscope set
25270	25270- M	3.5V MacroView Otoscope set
25270- C	25270- MC	3.5V MacroView Otoscope set
97100	97100- M	3.5v Hal Op/MacroView Oto Diagnostic Set, Hard Case
97100- C	97100- MC	3.5v Hal Op/MacroView Oto Set
97100- PC	97100- MPC	3.5V PanOptic Oph/MacroView Oto Set
97100- PSM	97100- MPS	3.5V PanOptic Oph/MacroView Oto Set
97100- SM	97100- MS	3.5v Hal Op/MacroView Oto Set
97101	97101- M	3.5v Hal Op/MacroView Oto Diagnostic Set, Soft Case
97101- C	97101- MC	3.5v Hal Op/MacroView Oto Set, Soft Case
97101- PC	97101- MPC	3.5V PanOptic Oph/MacroView Oto Set, Soft Case
97101- PSM	97101- MPS	3.5V PanOptic Oph/MacroView Oto Set, Soft Case
97110	97110- M	3.5v Hal Op/MacroView Oto Diagnostic Set, Hard Case
97110- C	97110- MC	3.5v Hal Op/MacroView Oto Set
97110- PC	97110- MPC	3.5V PanOptic Oph/MacroView Oto Set
97110- PSM	97110- MPS	3.5V PanOptic Oph/MacroView Oto Set
97110- SM	97110- MS	3.5v Hal Op/MacroView Oto Set
97111	97111- M	3.5v Hal Op/MacroView Oto Diagnostic Set, Soft Case
97111- C	97111- MC	3.5v Hal Op/MacroView Oto Set, Soft Case
97150	97150- M	3.5v Hal Op/MacroView Oto Diagnostic Set, Hard Case
97150- C	97150- MC	3.5v Hal Op/MacroView Oto Set
97150- P	97150- MPC	3.5V PanOptic Oph/MacroView Oto Set

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Old/ Obsolete #	MacroView #	Description
97150- PSM	97150- MPS	3.5V PanOptic Oph/MacroView Oto Set
97150- SM	97150- MS	3.5v Hal Op/MacroView Oto Set
97151	97151- M	3.5v Hal Op/MacroView Oto Diagnostic Set, Soft Case
97151- C	97151- MC	3.5v Hal Op/MacroView Oto Set, Soft Case
97151- SM	97151- MS	3.5v Hal Op/MacroView Oto Set, Soft Case
97200	97200 M	3.5v Coaxial Op/MacroView Diagnostic Set, Hard Case
97200- C	97200- MC	3.5v Coaxial Op/MacroView Oto Diagnostic Set,
97200- PC	97200- MPC	3.5V PanOptic Oph/MacroView Oto Set
97200- PSM	97200- MPS	3.5V PanOptic Oph/MacroView Oto Set
97200- SM	97200- MS	3.5v Coaxial Op/MacroView Oto Diagnostic Set,
97201	97201- M	3.5v Coaxial Op/MacroView Diagnostic Set, Soft Case
97201- C	97201- MC	3.5v Coaxial Op/MacroView Oto Diagnostic Set, Soft Case
97201- PSM	97201- MPS	3.5V PanOptic Oph/MacroView Oto Set, Soft Case
97201- SM	97201- MS	3.5v Coaxial Op/MacroView Oto Diagnostic Set, Soft Case
97210	97210- M	3.5v Coaxial Op/MacroView Diagnostic Set, Hard Case
97210- C	97210- MC	3.5v Coaxial Op/MacroView Oto Diagnostic Set,
97210- PC	97210- MPC	3.5V PanOptic Oph/MacroView Oto Set
97210- PSM	97210- MPS	3.5V PanOptic Oph/MacroView Oto Set
97210- SM	97210- MS	3.5v Coaxial Op/MacroView Oto Diagnostic Set,
97211	97211- M	3.5v Coaxial Op/MacroView Diagnostic Set, Soft Case
97211- C	97211- MC	3.5v Coaxial Op/MacroView Oto Diagnostic Set, Soft Case
97211- PSM	97211- MPS	3.5V PanOptic Oph/MacroView Oto Set, Soft Case
97211- SM	97211- MS	3.5v Coaxial Op/MacroView Oto Diagnostic Set, Soft Case
97250	97250- M	3.5v Coaxial Op/MacroView Diagnostic Set, Hard Case
97250- C	97250- MC	3.5v Coaxial Op/MacroView Oto Diagnostic Set,
97250- PC	97250- MPC	3.5V PanOptic Oph/MacroView Oto Set
97250- PSM	97250- MPS	3.5V PanOptic Oph/MacroView Oto Set
97250- SM	97250- MS	3.5v Coaxial Op/MacroView Oto Diagnostic Set,
97251	97251- M	3.5v Coaxial Op/MacroView Diagnostic Set, Soft Case
97251- C	97251- MC	3.5v Coaxial Op/MacroView Oto Diagnostic Set, Soft Case
97251- PSM	97251- MPS	3.5V PanOptic Oph/MacroView Oto Set, Soft Case
97251- SM	97251- MS	3.5v Coaxial Op/MacroView Oto Diagnostic Set, Soft Case

Notification of Welch Allyn Part Number Obsolescence

Old/ Obsolete #	MacroView #	Description
Obsolete Effective 5/16/05	INTEGRATED WALL SYSTEMS	
76791	76791- M	767 Integrated Diagnostic System w/Thermometer, 11710 & 23810 otoscope
76792	76792- M	767 Integrated Diagnostic System w/11710 & 23810 otoscope
76793	76793- M	767 Integrated Diagnostic System w/Thermometer, 11720, & 23810 otoscope
76794	76794- M	767 Integrated Diagnostic System w/11720 & 23810 otoscope
76795	76795- M	767 Integrated Diagnostic System w/Thermometer, 11720 & 23820 otoscope
76796	76796- M	767 Integrated Diagnostic System w/11720 & 23820
76710- 71	76710- 71M	767 Wall Transformer w/11710 Ophthalmoscope & 23810 otoscope
76710- 72	76710- 72M	767 Wall Transformer w/11720 Ophthalmoscope & 23810 otoscope
76710- 81	76710- 81M	767 Wall Transformer w/11810 PanOptic & 23810 otoscope
76710- 82	76710- 82M	767 Wall Transformer w/11820 PanOptic & 23810 otoscope
76791- 1P	76791- 1MP	767 Integrated System with Thermometer, 11810 PanOptic & 23810 otoscope
76791- 21P	76791- 21MP	767 Integrated System w/Clock, Thermometer, 11810 PanOptic & 23810 otoscope
76791- 22P	76791- 22MP	767 Integrated System w/Clock, Thermometer, 11820 PanOptic & 23810 otoscope
76791- 2P	76791- 2MP	767 Integrated System w/Thermometer, 11820 PanOptic & 23810 otoscope
76792- 1P	76792- 1MP	767 Integrated Diagnostic System with 11810 PanOptic & 23810 otoscope
76792- 2P	76792- 2MP	767 Integrated Diagnostic System with 11820 PanOptic & 23810 otoscope
76795- 1P	76795- 1MP	767 Integrated Diagnostic System with Thermometer, 11810 PanOptic & 23820 otoscope
76795- 2P	76795- 2MP	767 Integrated Diagnostic System w/Thermometer, 11820 PanOptic & 23820 otoscope
76796- 1P	76796- 1MP	767 Integrated Diagnostic System with 11810 PanOptic & 23820 otoscope
76796- 2P	76796- 2MP	767 Integrated Diagnostic System with 11820 PanOptic & 23820 otoscope
Obsolete Effective 1/1/05	2005 Promotional Integrated Wall Systems Numbers	
76791- 1PS	76791- 1MPS	767 Integrated System with FREE Thermometer, 11810 PanOptic & 23810 otoscope
76791- 1PL	76791- 1MPL	767 Integrated System with FREE Thermometer, 11810 PanOptic & 23810 otoscope, locking collar
76791- 1PSNOBP	76791- 1MPSNOBP	767 Integrated System with FREE Thermometer, 11810 PanOptic & 23810 otoscope, no blood pressure
76791- 2PS	76791- 2MPS	767 Integrated System w/FREE Thermometer, 11820 PanOptic & 23810 otoscope
76791- 2PL	76791- 2MPL	767 Integrated System w/FREE Thermometer, 11820 PanOptic & 23810 otoscope, Locking collar
76791- 2PSNOBP	76791- 2MPSNBP	767 Integrated System with FREE Thermometer, 11820 PanOptic & 23810 otoscope, no blood pressure