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Welch Allyn Adds Medical Scales to Physical Assessment Portfolio with Scale-Tronix Asset Acquisition

Addition of patient weight to line-up of physical assessment measurement capabilities broadens company's range of innovative solutions that span the continuum of care

Skaneateles Falls, NY, May 5, 2015—[Welch Allyn](#), a leading medical diagnostic device company, today announced the acquisition of substantially all assets of [Scale-Tronix, Inc.](#) of White Plains, NY. Scale-Tronix is a leading manufacturer of medical scales and patient weighing systems for hospitals, clinics and extended-care facilities around the world. According to Welch Allyn president and CEO, Steve Meyer, this acquisition gives Welch Allyn an opportunity to better serve its hospital and physician customers by offering them a variety of clinical-grade scales that capture a vital piece of patient-specific information at the point-of-care.

“Today’s acquisition of the Scale-Tronix business is great news for Welch Allyn customers,” said Meyer. “We have added a new diagnostic solution to our physical assessment portfolio that will help clinicians make informed decisions about the care of their patients. Since 1915, we have adapted to the ever-changing global healthcare market by delivering practical innovation—continuous investments in the tools clinicians use every day. This transaction further strengthens our position as the market leader in physical assessment products, while expanding our reach further into acute and ambulatory care settings around the world.”

Beginning in the mid-1970s with the introduction of the Scale-Tronix Model 2001 SlingScale, Scale-Tronix has continued to introduce new, innovative medical scales and patient weighing systems for a variety of healthcare settings. Throughout the years, Model 2001 and all of its successors have proven to be accurate, reliable diagnostic tools associated with quality patient care.

Today, Scale-Tronix manufactures one of the most complete selections of patient scales and weighing systems in the medical field. Every Scale-Tronix medical scale has been designed with the input of

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clinicians to provide the needed ease of use, maximum patient comfort and safety, along with the highest degree of accuracy and repeatability. Responding to the need for higher capacities and ease of use, the latest generation of scales from Scale-Tronix boasts numerous unique features.

“Making the decision to sell a business that you have built from the ground up is a difficult one,” said Carolyn Lepler and Dave Hale, co-presidents, Scale-Tronix. “Like Welch Allyn we have dedicated our business to helping healthcare providers overcome complex challenges with simple solutions, and we share a common goal of providing maximum patient comfort and safety, along with the highest degree of accuracy. We are confident that Welch Allyn has the capacity to accelerate adoption of next-generation weight measurement solutions designed to enhance outcomes and value for patients and providers alike. The timing is right and we think Welch Allyn is the best fit to take our business to the next level.”

Scale-Tronix has 20 employees in its Carol Stream, IL manufacturing facility and 11 employees in its White Plains, NY headquarters. All employees and contractors will be retained by Scale-Tronix and have been asked to remain with the company in their current capacity as it transitions the business into Welch Allyn. The company’s current products will continue to be developed and sourced by Scale-Tronix in the short term, and, for the most part, it will be business as usual for all Scale-Tronix suppliers and customers.

“For 100 years, Welch Allyn has been a leader in diagnostic instrumentation and physical assessment,” added Jon Soderberg, executive vice president and chief corporate development officer at Welch Allyn. “Most visits to the clinician start with the measurement of patient weight—an essential piece of data in the treatment of the patient. This acquisition will allow us to offer a new set of critical physical assessment tools that can help providers make more informed decisions about how they care for their patients.”

About Welch Allyn, Inc.

Since 1915 Welch Allyn has brought a unique perspective to developing diagnostic solutions by combining pragmatic knowledge with a visionary spirit of innovation and ongoing improvement. As a leading global manufacturer of physical examination instruments and accessories and EMR-connected vital signs and cardiac monitoring solutions, the company has a steadfast commitment to delivering

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superlative medical products, services and solutions that help healthcare professionals provide better care for their patients. Welch Allyn is headquartered in Skaneateles Falls, NY (USA) and employs more than 2,600 people in 26 different countries. Visit www.welchallyn.com for more information. Like us on [Facebook](#) and follow us on [Twitter](#) and [LinkedIn](#).

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