



April 25, 2012

Dear customer:

Welch Allyn Protocol will discontinue manufacturing the Propaq Encore Series of portable vital signs monitor in North America, effective **December 31, 2012**. Welch Allyn will continue to manufacture the Propaq CS, and this end of life notification does not affect that device.

Component part obsolescence by Welch Allyn suppliers has necessitated the discontinuation of the monitor, which was first introduced in 1995.

Customer orders for the Propaq Encore Series monitors received after **December 31, 2012** will be automatically upgraded to the Propaq CS monitor equivalent and price. Customers will be notified of the change to their order and asked to reconfirm the monitor description, configuration and price. The Propaq CS is functionally the equivalent of the Propaq Encore Series with the benefit of providing a four (4) trace color display. The Propaq LT monitor also is a reasonable substitute for the Propaq Encore for your consideration.

Of note, the functional equivalent of the Propaq Encore, incorporating all the same parameters and dependability in a current technology platform is available in the Propaq M from Zoll Medical. This device (and the Propaq MD with integrated defibrillation) are the result of a strategic partnership between Welch Allyn and Zoll Medical to extend the Propaq vital signs transport monitor and add defibrillation.

Welch Allyn Protocol will provide service and support for the Propaq Encore for a minimum of five (5) years, provided that components and accessories continue to be available from our suppliers.

If you have any questions concerning the future availability of the Propaq Encore Series monitors please contact your local Welch Allyn sales representative and/or customer service at (800) 289-2500.

Sincerely,

A handwritten signature in black ink, appearing to read "Doug Linqest".

Doug Linqest
Sr. Vice President
Global Category Management