



June 28, 2013

Dear customer:

This is to inform you that due to component parts obsolescence, Welch Allyn Protocol will be discontinuing the manufacture of the Propaq Encore Series of portable vital signs monitor effective immediately. We will continue to manufacture the Propaq CS monitor. This end of life notification for the Propaq Encore monitor does not affect the availability of the equivalently configured Propaq CS monitor.

Customer orders we receive for the Propaq Encore Series monitors will be automatically upgraded to the equivalent Propaq CS monitor with no change in price. Customers will be notified of the change to their order and asked to reconfirm the monitor description, configuration, and price prior to shipment. 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 may also be a suitable substitute for the Propaq Encore for customers requiring flight certifications.

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 Linquest".

Doug Linquest
Sr. Vice President
Global Category Management