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Co-branded Welch Allyn Health o meter® Professional Medical Scales Now Available in Select International Markets

Addition of Professional Scales Rounds Out the Company's Portfolio of Digital, Connected Diagnostic Solutions

Skaneateles Falls, NY, USA, February 16, 2011—[Welch Allyn](#), a leading global provider of medical diagnostic equipment, announced today that its co-branded [Health o meter® Professional Scales](#) are now available in China, South Africa, Latin America and Australia. Welch Allyn entered into a strategic partnership with Pelstar, LLC, maker of Health o meter® Professional Scales, in November of last year to co-brand the scales for distribution outside the United States and Canada.

By adding the co-branded Health o meter® Professional Scales to its diagnostic device portfolio, Welch Allyn is extending a broader range of digital connected solutions to clinicians in hospitals and physician offices across the globe. A full range of professional weight scales including wheelchair, handrail bariatric, column, floor, baby and mechanical scales are now available to clinicians in virtually every general care setting within these international markets.

“By partnering with Pelstar to distribute co-branded Welch Allyn Health o meter® Professional Medical Scales, we are able to offer a more comprehensive suite of diagnostic solutions to providers in more general care settings around the world,” said Jon Soderberg, vice president of international business development at Welch Allyn. “The innovation, ease of use and versatility of the Welch Allyn Health o meter® line of medical scales will undoubtedly provide practitioners with the accuracy and reliability they’ll need to provide a higher level of care to their patients.”

Branded as the Health o meter® Professional product line distributed by Welch Allyn, each type of professional weight scale has the ability to directly send information to electronic medical records or hospital information systems via standard USB or serial port connectivity options, and

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allow for connectivity to select vital sign devices. In addition, most of these digital scales have the ability to calculate BMIs, auto-zero and auto-off.

“In today’s demanding healthcare environment providers need simple, reliable diagnostic devices that make their jobs easier,” added Soderberg. “Welch Allyn Health o meter Professional Scales are a perfect complement to our already robust line of physical assessment products that help providers make accurate diagnoses and spend more time with their patients.”

Welch Allyn Health o meter Professional Scales are simple to use and eliminate error by automating traditionally manual height, weight and BMI recordings. In addition, connectivity options to vital sign devices like the Welch Allyn Spot Vital Signs[®] LXi increase accuracy and speed of weight recording procedures.

“Partnerships like this one will help us grow our diagnostic capabilities around the world,” said Welch Allyn President and CEO Julie Shimer. “Our platform concept will allow us to offer interoperability between existing Welch Allyn devices and the new scales, which improves clinical decision-making and patient outcomes.”

Welch Allyn plans to continue expanding Health o meter[®] Professional Scale distribution across other international markets later this year.

About Welch Allyn

Founded in 1915 and headquartered in Skaneateles Falls, NY (USA), Welch Allyn is a leading global provider of medical diagnostic equipment and a complete range of digital and connected solutions. With over 2,600 employees working in 26 different countries, Welch Allyn specializes in helping doctors, nurses, and other frontline practitioners across the globe provide the best patient care by developing innovative products, breakthrough technologies, and cutting-edge solutions that help them see more patients, detect more conditions, and improve more lives. More information about Welch Allyn and its complete line of connected products and solutions may be found at www.welchallyn.com.

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About Health o meter[®] Professional Scales

Health o meter Professional Scales have been the healthcare industry's leading scale brand since 1919, and over 15 million Health o meter Professional Scales have been sold throughout the world. Pelstar, LLC, the maker of Health o meter Professional Scales, is a certified ISO 13485 company and is committed to offering its customers premium quality scales at the right price.

More information about Health o meter Professional Scales can be found at www.homscales.com.

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