



Subject: Distribution and Service of Verathon Medical Products in Canada

Valued Customers:

We are pleased to advise you that Canadian Hospital Specialties (CHS) has been named as the exclusive distributor for **ALL** Verathon Medical products in Canada effective January 1, 2016. As part of this relationship, CHS will also take on all responsibility for service/repair of Verathon equipment in Canada.

CHS is a national specialty distributor of medical products based in Oakville, Ontario. CHS has been providing services to the Canadian Medical Device Industry for over 45 years. CHS has a coast to coast, national sales team that will specialize in the sales and support of both Verathon Medical key product categories: **Glidescope** and **BladderScan** and will be primarily responsible for meeting the needs of our customers relative to these items.

For over 30 years, Verathon has designed, manufactured and marketed pioneering medical devices. Growing from a small start-up in 1984 to a global medical device company supported by Roper Technologies, we've stayed true to our vision: to provide access to innovative, unique products and services that deliver a higher standard of clinical and economic utility for providers and the patients that they serve.

As part of our transition plan, CHS will begin to sell and distribute all of the Verathon Medical products exclusively in Canada effective January 1, 2016. Please note the following details:

- Effective January 1st, 2016 all Verathon Medical products should be ordered from CHS in Oakville, Ontario using your existing order median with CHS.
- CHS will honor all existing pricing and contracts for these items and any outstanding/valid documented price quotes provided to the market as well.
- CHS has built inventories of the Verathon Medical products in Oakville, ON and has added all existing customer pricing to our system.
- Your CHS Representatives will be trained and ready to answer all questions you have regarding these new product additions to our offering.
- For all service/repair/calibration requirements after January 1st, 2016, CHS will be your single point of contact. Please use our toll free Customer Care line to access our dedicated Service Coordinator for the Verathon Medical products: 1 800 461 1423 ext 247.

If you have any questions, please contact your CHS Sales Representative or one of the undersigned.

We look forward to your cooperation in this transition.

Sincerely,

David Enns
President, CHS

Sincerely,

Andy Olen
Vice President Global Sales and Commercial Operations
Verathon Medical