



Ring in 2023 with a Simplified Purchasing Experience

Joerns Healthcare offers a full line of medical equipment designed to address the clinical needs for patients in Long-term Post-Acute Care. The portfolio includes a range of bed frames, patient lifts, therapy support surfaces and general mobile medical equipment that provide solutions for Falls Management, Safe Patient Handling, and Advanced Wound Management.

As part of Joerns normal Product Lifecycle Management approach, we review our assortment regularly to assure we continue to provide the highest quality products, replacement parts and services while eliminating non-value adding costs. This assures that Joerns' customers maintain access to the most cost-effective portfolio we can bring to market, while also simplifying and easing the buying journey.

In 2023, we will continue to offer the key staple products you know and love, with the same delivery success you count on. However, you will have a simpler portfolio to understand. We are proud of our hallmark of 100+ years of dedicated service, but it can add some complexity too! So, we're cleaning out the clutter while ensuring the items you need are ever-present and ready to ship. Part of that decluttering will be discontinuing a few older models that have reached their end of service life.

In preparation, we have created the attached document which provides additional detail on the discontinued product and the suggested replacement to help in any customer product transitions. These documents are available at [Joerns.com/product notifications](https://www.joerns.com/product-notifications).

And we're not forgetting that choice is important – we're maintaining choice. These changes ensure you maintain ready, quick access to the products you choose most while we limit price increases that could blow your budget. We're in this with you – including assuring your equipment is an enabler, not a cost burden.

If you have questions or need more information, your local sales representative or a Customer Success team member is always available to assist (800.826.0270, Option 2).

Thank you for your continued partnership,

The Joerns Healthcare Team

DISCONTINUED PRODUCT LIST

Inventory will be available to order while supplies last.

Product retirement notices available at www.joerns.com/resources/forms

Est Disc Date	Discontinued Product	Reason				Rental Availability	Recommended Alternative
		Low Sales	Limited-time item	Product Revision	New Product		
BEDS							
FRAMES							
Dec 22	EasyCare® 500 lb				●		EasyCare® 600 lb
Dec 22	76" EasyCare® & UltraCare®			●			80" EasyCare® & UltraCare®
Dec 22	Care 100				●		Joerns WeCare®
12 months	Joerns WeCare® Response		●				N/A, While supplies last
Dec 23	ACX Med-Surg	●				Yes	N/A
Dec 22	RCUHLB 850 (base scale)			●			RCUHLB850 (nurse call & deluxe scale)
Dec 22	RCUHLB 500 lb	●				Yes	RCHULB850
ACCESSORIES							
Nov 22	Universal power supply (RCUHLB850)			●			N/A
Dec 22	Chauffeur® Power Drive (Bari10A)	●				Yes	N/A
Oct 22	F030 acute half-length assist device	●					F17 half-length assist device
TRANSPORT CHAIRS							
Oct 22	CareChair	●				Yes	Barton Chair
THERAPY SURFACES							
Dec 22	Turn 1000 & DermaFloat® LR	●				Yes	RT3000
Nov 22	DermaFloat® APM	●					P.R.O. Matt® with control unit
Oct 22	PrevaMatt® (select sizes)	●					Call for availability
Dec 22	DermaTherapy	●					N/A
Dec 22	Total Therapy II (VA only)	●					RA3000
Dec 22	AlternateCair (VA only)	●					ProCair® Plus
Dec 22	TurnCair® (VA only)	●					N/A
Nov 22	Cair APM (VA only)	●					ProCair® Plus

■ Purchased by VA

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Est Disc Date	Discontinued Product	Reason				Rental Availability	Recommended Alternative
		Low Sales	Limited-time item	Product Revision	New Product		
LIFTING AND REPOSITIONING							
Lifts							
Dec 22	Presence® (low leg)	●					Presence® (standard)
Dec 22	HPL500				●		HPL450
Dec 22	Switch	●					Hoyer Up
Dec 22	HSA400/450				●		Hoyer Up
Apr 23	C-HLA & C-HLA2 (hydraulic)	●					HML400
Apr 23	Wet lift (pool models)	●					While supplies last
Apr 23	Advance® (hydraulic model)	●					Advance® (electric model)
Dec 22	HML450 (hydraulic model)	●					HPL450-ML (electric model)
Dec 22	Voyager portable ceiling	●					Leda™ portable ceiling
SLINGS							
Dec 23	Chain-style slings	●					Universal slings
NEGATIVE PRESSURE WOUND THERAPY							
Oct 22	KCI, Exudex, Genadyne				●		Medela

Questions?

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800.826.0270, option 2