

Product Retirement Notice

PRN #042014-001

April 8, 2014

Joerns Healthcare Announces End of Life Plan for ECS Healthcare Beds, Models ECS3, ECS5, ECS7, and ECS 9

This notice serves as formal communication of Joerns Healthcare, Inc.'s intent to initiate the Limited Retirement Mode (LRM) notification for the following products and all related configurations and packages. Limited Retirement Mode is the public statement of record by Joerns that the Company will no longer manufacture, develop or release updates or enhancements for the specified products. Products specified by this LRM are:

- EasyCare® full electric bed, Model ECS3
- EasyCare® full electric bed, Model ECS5
- EasyCare® full electric bed, Model ECS7
- EasyCare® full electric bed, Model ECS9

This retirement notice attempts to identify all SKUs affected by the discontinuation of the ECS 3, ECS 5, ECS7, and ECS9. A reasonable effort has been made to create a comprehensive list of effected part numbers; however, Joerns reserves the right to include omitted SKUs if they are related to the products listed above, even if the SKU is not specifically listed in the notice. Those omitted SKUs are subject to the terms specified within this document. If you are unsure of a specific SKU, please contact your Joerns representative for clarification.

Products:

Product Name	SKU	Description
ECS3 fully electric bed	ECSBED	8.25"-27" hi/lo range; 76-80" L; 35" W; RLO; SWL 500 lbs.
ECS5 fully electric bed	ECSBED	7.00"-30" hi/lo range; 76-80" L; 35" W; RLO; SWL 500 lbs.
ECS7 fully electric bed	ECSBED	7.25"-30.5" hi/lo range; 76-80" L; 35" W; RAH; SWL 500 lbs.
ECS9 fully electric bed	ECSBED	7.25"-30.5" hi/lo range; 76-80" L; 35" W; RLO; SWL 500 lbs.
ECS9 fully electric bed	ECSBED	7.25"-30.5" hi/lo range; 76-80" L; 35" W; RAH; SWL 500 lbs.
Bed Deck Length Extension	N342AL	4" Extender
EasyCare Plus Upgrade Kit	N407AL	EasyCare Plus hand pendant upgrade kit
Pendant cable drop	N408AL	Cable extension kit, enables pendant R / L pendant connections

Recommended Replacement Products:

Current SKU	New SKU	Description
ECS3 fully electric bed	NEW EasyCare configurable electric bed	7" - 30" hi/lo range; 80" L; 35" W; RLO; SWL 500 lbs; Standard functionality.
ECS5 fully electric bed	NEW EasyCare configurable electric bed	7" - 30" hi/lo range; 80" L; 35" W; RLO; SWL 500 lbs; Standard functionality.
ECS7 fully electric bed	NEW EasyCare configurable electric bed	7.50" - 30.50" hi/lo range; 80" L; 35" W; RAH; SWL 500 lbs; CareLock® mobility system; AdvancedCare functionality.
ECS9 fully electric bed	NEW EasyCare configurable electric bed	7" - 30" hi/lo range; 80" L; 35" W; RLO; SWL 500 lbs; AdvancedCare functionality; CareWide Integrated Width.
ECS9 fully electric bed	NEW EasyCare configurable electric bed	7.50" - 30.50" hi/lo range; 80" L; 35" W; RAH; SWL 500 lbs; CareLock® mobility system AdvancedCare functionality; CareWide Integrated Width.
N342AL	N301AL	4" Length Extension for EasyCare
N.A.	N302AL	8" Length Extension for EasyCare
N503AL	Not Available	Bed transport assist bar
N606	N606	Pendant Holder (EXCLUDES F18AL device)
N407AL	Not Available	EasyCare Plus hand pendant upgrade kit (Obsolete)
N579AL	N300AL	Trapeze Adapter for EasyCare

**Contact your Joerns representative to discuss replacement options that would best fit your requirements.*

Regions Affected:

- ☐ Asia Pacific (AP) ☐ Europe, Middle East, Africa (EMEA)
☐ Latin America (LA) ☒ North America (NA)

Channels Affected:

- ☒ Acute (AC) ☒ Veterans Affairs (VA)
☒ Post Acute (PA) ☒ Home Care (HC)

Reason for Retirement:

Joerns introduced a new and improved EasyCare bed system that is fully configurable, similar to its hallmark UltraCare XT and represents a new generation of Joerns bed frame technology within the EasyCare brand family. The new EasyCare offers customers a more robust feature set to cover an even-broader set of applications.

Price Impact:

Understanding it can be difficult to switch to a new product; Joerns is pleased to announce that the NEW EasyCare configurable bed offers customers the recommended products noted above while holding comparable pricing from the retiring ECS models constant over 2013 {comparably equipped configurable model}.

Timeline of Events:

Active Retirement Mode	Joerns will no longer accept new orders for the noted frame SKUs after this date.	Mar 31, 2014
Limited Retirement Mode	Joerns will no longer manufacture the noted frame SKUs after this date.	April 30, 2014
End of Support	Joerns will no longer offer service parts for the product after this date.	Mar 31, 2021

Service and Warranty:

Joerns will maintain our commitment to our customers by supporting and servicing discontinued product at all domestic service centers throughout the life of all warranties in place, as long as the required parts are commercially available. Service parts will remain in inventory for seven years after the final sale date of discontinued products when an end of service announcement is released.

Contact:

Joerns Healthcare is committed to providing you with a superior level of customer service. Please contact your Joerns representative for additional information regarding this communication.

All official End of Life notifications and phase information is posted on the support area of our website at:
<http://www.joerns.com>.

Definition of Terms:**Last Time Buy**

Last Time Buy (LTB) is advanced notification to Joerns customers and partners that Joerns intends to start the end of life process. The duration of this phase is variable and depends on numerous factors including material availability, Joerns and channel inventory and end user demand. Last Time Buy is informational only; products in this phase are active.

Active Retirement Mode

Active Retirement Mode (ARM) is a statement by the company that it is no longer actively manufacturing or selling the product. Products in ARM are removed from all price lists and marketing collateral.

Limited Retirement Mode

Limited Retirement Mode (LRM) is a statement by the company that it will no longer manufacture or develop enhancements for these products. Depending on inventory, technical capability, and customer demand Joerns will continue to offer support agreements on products in LRM. LRM is a discretionary phase in the product lifecycle process.

End of Support

End of Support (EOS) is a statement that the company no longer offers support for the product, and all remaining unique inventory or materials will be removed