

## Laerdal PL October 2011

| Item#    | ItemDesc                        | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice | Discount% | Net Price |
|----------|---------------------------------|---------|----------|----------|-----------------|----------|-----------|-----------|
| 02002001 | Little Anne                     | Laerdal | 02002001 | 9        | EA              | \$199.00 | 15.00%    | \$169.15  |
| 02002401 | Little Anne 4-Pack              | Laerdal | 02002401 | 9        | EA              | \$739.00 | 15.00%    | \$628.15  |
| 02002501 | Little Anne Dark Skin           | Laerdal | 02002501 | 9        | EA              | \$199.00 | 15.00%    | \$169.15  |
| 02002901 | Little Anne 4-Pack Dark Skin    | Laerdal | 02002901 | 9        | EA              | \$739.00 | 15.00%    | \$628.15  |
| 02005001 | AED Little Anne                 | Laerdal | 02005001 | 9        | EA              | \$361.00 | 15.00%    | \$306.85  |
| 02006001 | AED Little Anne Training System | Laerdal | 02006001 | 9        | EA              | \$585.00 | 15.00%    | \$497.25  |
| 02008001 | Little Family Pack              | Laerdal | 02008001 | 9        | EA              | \$465.00 | 15.00%    | \$395.25  |
| 02008501 | Little Family Pack Dark Skin    | Laerdal | 02008501 | 9        | EA              | \$465.00 | 15.00%    | \$395.25  |
| 020110   | Back Section;Enhanced           | Laerdal | 020110   | 9        | EA              | \$58.00  | 15.00%    | \$49.30   |
| 020111   | Compression Clicker;Enhanced    | Laerdal | 020111   | 9        | EA              | \$30.00  | 15.00%    | \$25.50   |
| 020112   | Clicker Activator: Enhanced     | Laerdal | 020112   | 9        | EA              | \$12.00  | 15.00%    | \$10.20   |
| 020120   | Rib Plate;Enhanced              | Laerdal | 020120   | 9        | EA              | \$30.00  | 15.00%    | \$25.50   |
| 020200   | Head Complete (LA)              | Laerdal | 020200   | 9        | EA              | \$29.00  | 15.00%    | \$24.65   |
| 020201   | Jaw Assembly (LA)               | Laerdal | 020201   | 9        | EA              | \$12.00  | 15.00%    | \$10.20   |
| 020202   | Head Assembly (LA)              | Laerdal | 020202   | 9        | EA              | \$19.00  | 15.00%    | \$16.15   |
| 020300   | Little Anne Airways (pkg. 24)   | Laerdal | 020300   | 9        | EA              | \$55.00  | 15.00%    | \$46.75   |
| 020301   | Little Anne Airways (pkg. 96)   | Laerdal | 020301   | 9        | EA              | \$207.00 | 15.00%    | \$175.95  |
| 020310   | One Way Valve for LA            | Laerdal | 020310   | 9        | EA              | \$78.00  | 15.00%    | \$66.30   |
| 020311   | Lung & Filter for LA (pkg 10)   | Laerdal | 020311   | 9        | EA              | \$74.00  | 15.00%    | \$62.90   |
| 020510   | Compression Spring, Enhanced    | Laerdal | 020510   | 9        | EA              | \$30.00  | 15.00%    | \$25.50   |
| 020610   | Manual-Little Anne              | Laerdal | 020610   | 9        | EA              | \$5.00   | 15.00%    | \$4.25    |
| 020700   | Soft Case (Little Anne)         | Laerdal | 020700   | 9        | EA              | \$54.00  | 15.00%    | \$45.90   |
| 020710   | Soft Case, Little Anne 4 Pack   | Laerdal | 020710   | 9        | EA              | \$212.00 | 15.00%    | \$180.20  |
| 021000   | Chest Cover, Enhanced           | Laerdal | 021000   | 9        | EA              | \$58.00  | 15.00%    | \$49.30   |
| 021005   | Chest Cover w/Dark Skin         | Laerdal | 021005   | 9        | EA              | \$58.00  | 15.00%    | \$49.30   |
| 025010   | Battery Board, AED Little Anne  | Laerdal | 025010   | 9        | EA              | \$130.00 | 15.00%    | \$110.50  |
| 025015   | AED Little Anne Chest Skin      | Laerdal | 025015   | 9        | EA              | \$200.00 | 15.00%    | \$170.00  |
| 025020   | Jacket AED Little Anne          | Laerdal | 025020   | 9        | EA              | \$30.00  | 15.00%    | \$25.50   |
| 025030   | Softpack AED Little Anne        | Laerdal | 025030   | 9        | EA              | \$54.00  | 15.00%    | \$45.90   |
| 042000   | Carrying Case                   | Laerdal | 042000   | 9        | EA              | \$270.00 | 15.00%    | \$229.50  |
| 050000   | Baby Anne w/ Soft Pack          | Laerdal | 050000   | 9        | EA              | \$99.00  | 15.00%    | \$84.15   |
| 050002   | Baby Anne Dark w/ Soft Pack     | Laerdal | 050002   | 9        | EA              | \$99.00  | 15.00%    | \$84.15   |

## Laerdal PL October 2011

| Item#    | ItemDesc                        | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|----------|---------------------------------|---------|----------|----------|-----------------|------------|-----------|------------|
| 050010   | Baby Anne 4 Pack                | Laerdal | 050010   | 9        | EA              | \$370.00   | 15.00%    | \$314.50   |
| 050012   | Baby Anne Dark 4 Pack           | Laerdal | 050012   | 9        | EA              | \$370.00   | 15.00%    | \$314.50   |
| 050100   | Baby Anne Airway 24 Pack        | Laerdal | 050100   | 9        | EA              | \$18.00    | 15.00%    | \$15.30    |
| 050200   | Baby Anne Faces 6 Pack          | Laerdal | 050200   | 9        | EA              | \$53.00    | 15.00%    | \$45.05    |
| 050202   | Baby Anne Faces Dark 6 Pack     | Laerdal | 050202   | 9        | EA              | \$53.00    | 15.00%    | \$45.05    |
| 050210   | Baby Anne Connector (pk. 50)    | Laerdal | 050210   | 9        | EA              | \$195.00   | 15.00%    | \$165.75   |
| 050300   | Baby Anne Foreign Obj 10        | Laerdal | 050300   | 9        | EA              | \$7.00     | 15.00%    | \$5.95     |
| 050400   | Baby Anne Jaw                   | Laerdal | 050400   | 9        | EA              | \$7.00     | 15.00%    | \$5.95     |
| 050402   | Baby Anne Jaw (Dark Skin)       | Laerdal | 050402   | 9        | EA              | \$7.00     | 15.00%    | \$5.95     |
| 050500   | Baby Anne Mask Connector        | Laerdal | 050500   | 9        | EA              | \$6.00     | 15.00%    | \$5.10     |
| 050600   | Baby Anne Soft Pack             | Laerdal | 050600   | 9        | EA              | \$18.00    | 15.00%    | \$15.30    |
| 050610   | Baby Anne 4 Pack Softpack       | Laerdal | 050610   | 9        | EA              | \$55.00    | 15.00%    | \$46.75    |
| 050700   | Baby Anne Pink Overalls         | Laerdal | 050700   | 9        | EA              | \$17.00    | 15.00%    | \$14.45    |
| 07-10900 | FR/AED Trainer Training         | Laerdal | 07-10900 | 9        | EA              | \$25.00    | 15.00%    | \$21.25    |
| 080015   | Laerdal Intraoss. Trainer       | Laerdal | 080015   | 9        | EA              | \$440.00   | 15.00%    | \$374.00   |
| 08003040 | Laerdal ALS Baby (Manikin Only) | Laerdal | 08003040 | 9        | EA              | \$1,491.00 | 15.00%    | \$1,267.35 |
| 08003140 | Laerdal ALS Baby 200 (Complete) | Laerdal | 08003140 | 9        | EA              | \$2,604.00 | 15.00%    | \$2,213.40 |
| 080103   | Lung (Set of 2)                 | Laerdal | 080103   | 9        | EA              | \$10.85    | 15.00%    | \$9.22     |
| 080202   | Tongue and Airway               | Laerdal | 080202   | 9        | EA              | \$112.95   | 15.00%    | \$96.01    |
| 080302   | Retention Ring                  | Laerdal | 080302   | 9        | EA              | \$16.25    | 15.00%    | \$13.81    |
| 081500   | Cleaning Kit                    | Laerdal | 081500   | 9        | EA              | \$47.00    | 15.00%    | \$39.95    |
| 082000   | ALS Baby Torso                  | Laerdal | 082000   | 9        | EA              | \$107.00   | 15.00%    | \$90.95    |
| 082010   | Chest Plate                     | Laerdal | 082010   | 9        | EA              | \$24.00    | 15.00%    | \$20.40    |
| 082016   | Chest Skin, ECG Monitori        | Laerdal | 082016   | 9        | EA              | \$260.00   | 15.00%    | \$221.00   |
| 082022   | Stomach Valve ALS Baby          | Laerdal | 082022   | 9        | EA              | \$19.00    | 15.00%    | \$16.15    |
| 082025   | Lungs/Stomach (pkg 6)           | Laerdal | 082025   | 9        | EA              | \$47.00    | 15.00%    | \$39.95    |
| 082120   | Back Skull                      | Laerdal | 082120   | 9        | EA              | \$21.00    | 15.00%    | \$17.85    |
| 082305   | Leg Replacement Pads (5)        | Laerdal | 082305   | 9        | EA              | \$193.00   | 15.00%    | \$164.05   |
| 083100   | Left Arm w/ Pulse Bulb          | Laerdal | 083100   | 9        | EA              | \$105.00   | 15.00%    | \$89.25    |
| 083105   | Pulse Bulb                      | Laerdal | 083105   | 9        | EA              | \$20.00    | 15.00%    | \$17.00    |
| 083150   | Right Arm                       | Laerdal | 083150   | 9        | EA              | \$42.00    | 15.00%    | \$35.70    |
| 083200   | IO Leg                          | Laerdal | 083200   | 9        | EA              | \$169.00   | 15.00%    | \$143.65   |

## Laerdal PL October 2011

| Item#     | ItemDesc                      | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|-----------|-------------------------------|---------|-----------|----------|-----------------|------------|-----------|------------|
| 083250    | Right Leg                     | Laerdal | 083250    | 9        | EA              | \$48.00    | 15.00%    | \$40.80    |
| 083300    | Head Complete                 | Laerdal | 083300    | 9        | EA              | \$370.00   | 15.00%    | \$314.50   |
| 083320    | Head and Airway w/o Face      | Laerdal | 083320    | 9        | EA              | \$328.00   | 15.00%    | \$278.80   |
| 083400    | Chest Skin Complete w/ ECG    | Laerdal | 083400    | 9        | EA              | \$246.00   | 15.00%    | \$209.10   |
| 090019    | IV Torso, Basic               | Laerdal | 090019    | 9        | EA              | \$950.00   | 15.00%    | \$807.50   |
| 090050    | Bleeding Control Leg          | Laerdal | 090050    | 9        | EA              | \$1,021.00 | 15.00%    | \$867.85   |
| 092001    | Neck Replacement Pad          | Laerdal | 092001    | 9        | EA              | \$293.00   | 15.00%    | \$249.05   |
| 092003    | Femoral Replacement Pad       | Laerdal | 092003    | 9        | EA              | \$193.00   | 15.00%    | \$164.05   |
| 092012    | IV Torso Pulse Bulb Set       | Laerdal | 092012    | 9        | EA              | \$20.00    | 15.00%    | \$17.00    |
| 092101    | Upper Arm Replacement Pad     | Laerdal | 092101    | 9        | EA              | \$110.00   | 15.00%    | \$93.50    |
| 092102    | Hand Replacement Pad          | Laerdal | 092102    | 9        | EA              | \$110.00   | 15.00%    | \$93.50    |
| 092103    | Simulated Blood, 250 ML       | Laerdal | 092103    | 9        | EA              | \$28.00    | 15.00%    | \$23.80    |
| 092110    | IV Hand                       | Laerdal | 092110    | 9        | EA              | \$110.00   | 15.00%    | \$93.50    |
| 092111    | IV Upper Arm                  | Laerdal | 092111    | 9        | EA              | \$140.00   | 15.00%    | \$119.00   |
| 092201    | Foot Replacement Pads         | Laerdal | 092201    | 9        | EA              | \$325.00   | 15.00%    | \$276.25   |
| 092210    | IV Foot Base Plate            | Laerdal | 092210    | 9        | EA              | \$93.00    | 15.00%    | \$79.05    |
| 092211    | IV Foot Outer Shell           | Laerdal | 092211    | 9        | EA              | \$76.00    | 15.00%    | \$64.60    |
| 092213    | IV Foot Carrying Case         | Laerdal | 092213    | 9        | EA              | \$69.00    | 15.00%    | \$58.65    |
| 100-00150 | Mouthpieces (6)               | Laerdal | 100-00150 | 9        | EA              | \$77.00    | 15.00%    | \$65.45    |
| 100-00450 | Disposable Airways            | Laerdal | 100-00450 | 9        | EA              | \$116.00   | 15.00%    | \$98.60    |
| 1001709   | DFU; Skele-Torso Study Guide  | Laerdal | 1001709   | 9        | EA              | \$64.00    | 1.00%     | \$63.36    |
| 1008407   | Standard Installation Service | Laerdal | 1008407   | 9        | EA              | \$1,445.00 | 7.00%     | \$1,343.85 |
| 1008408   | Custom Installation           | Laerdal | 1008408   | 9        | EA              | \$1,445.00 | 7.00%     | \$1,343.85 |
| 102-00001 | Choking Charlie-Std           | Laerdal | 102-00001 | 9        | EA              | \$510.00   | 15.00%    | \$433.50   |
| 102-00150 | Simulated Boluses             | Laerdal | 102-00150 | 9        | EA              | \$29.00    | 15.00%    | \$24.65    |
| 110100    | Carrying Case                 | Laerdal | 110100    | 9        | EA              | \$339.00   | 15.00%    | \$288.15   |
| 110102    | Latch-Handle Assembly         | Laerdal | 110102    | 9        | EA              | \$54.00    | 15.00%    | \$45.90    |
| 110104    | Wheels/Set of 2               | Laerdal | 110104    | 9        | EA              | \$54.00    | 15.00%    | \$45.90    |
| 110105    | Wheeling Handle               | Laerdal | 110105    | 9        | EA              | \$51.00    | 15.00%    | \$43.35    |
| 110502    | Inner Part of Chest Cover     | Laerdal | 110502    | 9        | EA              | \$126.00   | 15.00%    | \$107.10   |
| 14001001  | Resusci Baby                  | Laerdal | 14001001  | 9        | EA              | \$509.00   | 15.00%    | \$432.65   |
| 14001101  | Resusci Baby w/Skillguide     | Laerdal | 14001101  | 9        | EA              | \$887.00   | 15.00%    | \$753.95   |

## Laerdal PL October 2011

| Item#  | ItemDesc                       | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice | Discount% | Net Price |
|--------|--------------------------------|---------|----------|----------|-----------------|----------|-----------|-----------|
| 140700 | Torso Skin                     | Laerdal | 140700   | 9        | EA              | \$71.00  | 15.00%    | \$60.35   |
| 141600 | Compression Slider             | Laerdal | 141600   | 9        | EA              | \$12.50  | 15.00%    | \$10.63   |
| 141700 | Compression Spring Assembly    | Laerdal | 141700   | 9        | EA              | \$18.00  | 15.00%    | \$15.30   |
| 142200 | Right Arm                      | Laerdal | 142200   | 9        | EA              | \$43.00  | 15.00%    | \$36.55   |
| 142400 | Right Leg                      | Laerdal | 142400   | 9        | EA              | \$51.00  | 15.00%    | \$43.35   |
| 142500 | Left Leg                       | Laerdal | 142500   | 9        | EA              | \$51.00  | 15.00%    | \$43.35   |
| 142600 | Pants                          | Laerdal | 142600   | 9        | EA              | \$14.50  | 15.00%    | \$12.33   |
| 143400 | Left Arm w/ Pulse Bulb         | Laerdal | 143400   | 9        | EA              | \$95.00  | 15.00%    | \$80.75   |
| 143510 | Adapter w/Tape                 | Laerdal | 143510   | 9        | EA              | \$20.00  | 15.00%    | \$17.00   |
| 143600 | Resusci Baby Manikin Faces (6) | Laerdal | 143600   | 9        | EA              | \$53.00  | 15.00%    | \$45.05   |
| 143612 | Mask Coupling RB Qty (10)      | Laerdal | 143612   | 9        | EA              | \$22.00  | 15.00%    | \$18.70   |
| 143700 | RB Manikin Airways (24)        | Laerdal | 143700   | 9        | EA              | \$57.00  | 15.00%    | \$48.45   |
| 143701 | RB Manikin Airways (96)        | Laerdal | 143701   | 9        | EA              | \$216.00 | 15.00%    | \$183.60  |
| 143800 | Head, Complete                 | Laerdal | 143800   | 9        | EA              | \$72.00  | 15.00%    | \$61.20   |
| 143801 | Inner Head, Complete           | Laerdal | 143801   | 9        | EA              | \$28.00  | 15.00%    | \$23.80   |
| 143803 | Inner Neck                     | Laerdal | 143803   | 9        | EA              | \$12.50  | 15.00%    | \$10.63   |
| 143804 | Jaw                            | Laerdal | 143804   | 9        | EA              | \$12.50  | 15.00%    | \$10.63   |
| 143900 | Skillguide, Complete           | Laerdal | 143900   | 9        | EA              | \$668.00 | 15.00%    | \$567.80  |
| 143903 | Battery Cover                  | Laerdal | 143903   | 9        | EA              | \$8.50   | 15.00%    | \$7.23    |
| 143904 | Circuit Board, RB Skillguide   | Laerdal | 143904   | 9        | EA              | \$190.00 | 15.00%    | \$161.50  |
| 143905 | Cable                          | Laerdal | 143905   | 9        | EA              | \$63.00  | 15.00%    | \$53.55   |
| 143907 | PC Board, Vent/Comp            | Laerdal | 143907   | 9        | EA              | \$63.00  | 15.00%    | \$53.55   |
| 143910 | Silicone On/Off Cover          | Laerdal | 143910   | 9        | EA              | \$19.00  | 15.00%    | \$16.15   |
| 144010 | Hard Case                      | Laerdal | 144010   | 9        | EA              | \$119.00 | 15.00%    | \$101.15  |
| 144100 | Torso Shell                    | Laerdal | 144100   | 9        | EA              | \$107.00 | 15.00%    | \$90.95   |
| 144200 | Back Plate                     | Laerdal | 144200   | 9        | EA              | \$53.00  | 15.00%    | \$45.05   |
| 144300 | Lung Plate                     | Laerdal | 144300   | 9        | EA              | \$48.00  | 15.00%    | \$40.80   |
| 144310 | Ventilation Slider             | Laerdal | 144310   | 9        | EA              | \$15.75  | 15.00%    | \$13.39   |
| 144500 | Update Kit Basic               | Laerdal | 144500   | 9        | EA              | \$715.00 | 15.00%    | \$607.75  |
| 144511 | Side Connection Bd             | Laerdal | 144511   | 9        | EA              | \$70.00  | 15.00%    | \$59.50   |
| 144550 | Chest Plate RB Basic           | Laerdal | 144550   | 9        | EA              | \$19.00  | 15.00%    | \$16.15   |
| 144900 | Manual, Resusci Baby           | Laerdal | 144900   | 9        | EA              | \$6.30   | 15.00%    | \$5.36    |

## Laerdal PL October 2011

| Item#        | ItemDesc                            | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|--------------|-------------------------------------|---------|--------------|----------|-----------------|------------|-----------|------------|
| 150-00001    | Resusci Anne Simulator              | Laerdal | 150-00001    | 9        | EA              | \$7,995.00 | 9.00%     | \$7,275.45 |
| 150-00001EXW | RA Simulator Extended Warranty      | Laerdal | 150-00001EXW | 9        | EA              | \$788.00   | 9.00%     | \$717.08   |
| 150-00001LNR | RA Simulator Loaner Program         | Laerdal | 150-00001LNR | 9        | EA              | \$470.00   | 9.00%     | \$427.70   |
| 150-00001PMB | RA Simulator Prevent Maint Basic    | Laerdal | 150-00001PMB | 9        | EA              | \$650.00   | 9.00%     | \$591.50   |
| 150-00001PMC | RA Simulator Prevent Maint Complete | Laerdal | 150-00001PMC | 9        | EA              | \$1,395.00 | 9.00%     | \$1,269.45 |
| 150-19850    | Educational Support Binder          | Laerdal | 150-19850    | 9        | EA              | \$563.00   | 9.00%     | \$512.33   |
| 150300       | Chest Cover Complete                | Laerdal | 150300       | 9        | EA              | \$265.00   | 15.00%    | \$225.25   |
| 150400       | Lung Plate                          | Laerdal | 150400       | 9        | EA              | \$43.00    | 15.00%    | \$36.55    |
| 150602       | Back Plate                          | Laerdal | 150602       | 9        | EA              | \$85.00    | 15.00%    | \$72.25    |
| 150603       | Cylinder Piece w/ 5 Screw           | Laerdal | 150603       | 9        | EA              | \$48.00    | 15.00%    | \$40.80    |
| 150704       | Connecting Piece w/ Nut             | Laerdal | 150704       | 9        | EA              | \$32.45    | 15.00%    | \$27.58    |
| 151-00001    | Resusci Anne Advanced Skilltrainer  | Laerdal | 151-00001    | 9        | EA              | \$5,843.00 | 9.00%     | \$5,317.13 |
| 15120103     | Manikin Face Shields                | Laerdal | 15120103     | 9        | EA              | \$65.00    | 15.00%    | \$55.25    |
| 152001       | Molded Hair                         | Laerdal | 152001       | 9        | EA              | \$68.00    | 15.00%    | \$57.80    |
| 152002       | Neck Skin w/ Fasteners              | Laerdal | 152002       | 9        | EA              | \$42.00    | 15.00%    | \$35.70    |
| 152003       | Bracket for Neck Skins              | Laerdal | 152003       | 9        | EA              | \$12.50    | 15.00%    | \$10.63    |
| 152007       | Face Packs Pkg 1000                 | Laerdal | 152007       | 9        | EA              | \$299.00   | 15.00%    | \$254.15   |
| 152016       | Mask Coupling RA Qty 10             | Laerdal | 152016       | 9        | EA              | \$22.00    | 15.00%    | \$18.70    |
| 152102       | Lower Jaw                           | Laerdal | 152102       | 9        | EA              | \$10.50    | 15.00%    | \$8.93     |
| 152103       | Airway Receptacle                   | Laerdal | 152103       | 9        | EA              | \$8.50     | 15.00%    | \$7.23     |
| 152250       | Airway 700-1000 ml                  | Laerdal | 152250       | 9        | EA              | \$111.00   | 15.00%    | \$94.35    |
| 152400       | Resusci Manikin Wipes (pk 50)       | Laerdal | 152400       | 9        | EA              | \$10.00    | 15.00%    | \$8.50     |
| 152401       | Resusci Manikin Wipes (pk 1200)     | Laerdal | 152401       | 9        | EA              | \$179.00   | 15.00%    | \$152.15   |
| 152600       | Airway 400-600 ml (pk 24)           | Laerdal | 152600       | 9        | EA              | \$111.00   | 15.00%    | \$94.35    |
| 153500       | Soft Case for RA Torso              | Laerdal | 153500       | 9        | EA              | \$64.00    | 15.00%    | \$54.40    |
| 153610       | Circuit Board, Hand position        | Laerdal | 153610       | 9        | EA              | \$59.00    | 15.00%    | \$50.15    |
| 153620       | Cable-Hand POS Circuit Bo           | Laerdal | 153620       | 9        | EA              | \$29.00    | 15.00%    | \$24.65    |
| 153700       | Sensor Unit Cmpl RA SkillGuide      | Laerdal | 153700       | 9        | EA              | \$84.00    | 15.00%    | \$71.40    |
| 153800       | Side Conn Unit w/ 3 Screw           | Laerdal | 153800       | 9        | EA              | \$87.00    | 15.00%    | \$73.95    |
| 153900       | Skillguide                          | Laerdal | 153900       | 9        | EA              | \$667.00   | 15.00%    | \$566.95   |
| 153904       | Circuit Board for Skillguide        | Laerdal | 153904       | 9        | EA              | \$264.00   | 15.00%    | \$224.40   |
| 153910       | Skillguide Protection Co            | Laerdal | 153910       | 9        | EA              | \$19.00    | 15.00%    | \$16.15    |

## Laerdal PL October 2011

| Item#    | ItemDesc                       | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice   | Discount% | Net Price |
|----------|--------------------------------|---------|----------|----------|-----------------|------------|-----------|-----------|
| 154000   | RA Skillguide Update Kit       | Laerdal | 154000   | 9        | EA              | \$489.00   | 15.00%    | \$415.65  |
| 18001001 | Resusci Junior                 | Laerdal | 18001001 | 9        | EA              | \$725.00   | 15.00%    | \$616.25  |
| 18001101 | Resusci Junior Skillguide      | Laerdal | 18001101 | 9        | EA              | \$1,170.00 | 15.00%    | \$994.50  |
| 18001201 | Resusci Junior w/Water Rescue  | Laerdal | 18001201 | 9        | EA              | \$795.00   | 15.00%    | \$675.75  |
| 18001301 | Resusci Junior w/o Case        | Laerdal | 18001301 | 9        | EA              | \$665.00   | 15.00%    | \$565.25  |
| 18002001 | Little Junior                  | Laerdal | 18002001 | 9        | EA              | \$179.00   | 15.00%    | \$152.15  |
| 18002201 | Little Junior 4 Pack           | Laerdal | 18002201 | 9        | EA              | \$648.00   | 15.00%    | \$550.80  |
| 18002501 | Little Junior Dark Skin        | Laerdal | 18002501 | 9        | EA              | \$179.00   | 15.00%    | \$152.15  |
| 18002701 | Little Junior 4-Pack Dark Skin | Laerdal | 18002701 | 9        | EA              | \$648.00   | 15.00%    | \$550.80  |
| 181000   | Chest Plate                    | Laerdal | 181000   | 9        | EA              | \$31.50    | 15.00%    | \$26.78   |
| 181400   | Right Arm                      | Laerdal | 181400   | 9        | EA              | \$61.00    | 15.00%    | \$51.85   |
| 181401   | Shoulder Coupling              | Laerdal | 181401   | 9        | EA              | \$10.50    | 15.00%    | \$8.93    |
| 181800   | Compression Spring             | Laerdal | 181800   | 9        | EA              | \$39.00    | 15.00%    | \$33.15   |
| 182900   | Left Arm                       | Laerdal | 182900   | 9        | EA              | \$61.00    | 15.00%    | \$51.85   |
| 183010   | Junior Face Skins (pkg 6)      | Laerdal | 183010   | 9        | EA              | \$53.00    | 15.00%    | \$45.05   |
| 183015   | Junior Face 6 Pk Dark Skin     | Laerdal | 183015   | 9        | EA              | \$53.00    | 15.00%    | \$45.05   |
| 183021   | Skull, Little Junior           | Laerdal | 183021   | 9        | EA              | \$19.00    | 15.00%    | \$16.15   |
| 183022   | Jaw, Little Junior             | Laerdal | 183022   | 9        | EA              | \$12.00    | 15.00%    | \$10.20   |
| 183026   | Little Junior Head (Dark Skin) | Laerdal | 183026   | 9        | EA              | \$19.00    | 15.00%    | \$16.15   |
| 183027   | Jaw, Dark                      | Laerdal | 183027   | 9        | EA              | \$12.00    | 15.00%    | \$10.20   |
| 183030   | Resusci Junior Neck Skin       | Laerdal | 183030   | 9        | EA              | \$24.00    | 15.00%    | \$20.40   |
| 183100   | Inner Head Complete            | Laerdal | 183100   | 9        | EA              | \$97.00    | 15.00%    | \$82.45   |
| 183101   | Skull Bracket Left             | Laerdal | 183101   | 9        | EA              | \$51.00    | 15.00%    | \$43.35   |
| 183102   | Skull Bracket Right            | Laerdal | 183102   | 9        | EA              | \$51.00    | 15.00%    | \$43.35   |
| 183103   | Head Stem                      | Laerdal | 183103   | 9        | EA              | \$14.50    | 15.00%    | \$12.33   |
| 183104   | Head Stem Bolt                 | Laerdal | 183104   | 9        | EA              | \$10.50    | 15.00%    | \$8.93    |
| 183105   | Bushing for Head Stem Bolt     | Laerdal | 183105   | 9        | EA              | \$13.50    | 15.00%    | \$11.48   |
| 183106   | Jaw                            | Laerdal | 183106   | 9        | EA              | \$9.50     | 15.00%    | \$8.08    |
| 183202   | Airway Bag Threading Stick     | Laerdal | 183202   | 9        | EA              | \$10.50    | 15.00%    | \$8.93    |
| 183203   | Airway Bag Rewinder            | Laerdal | 183203   | 9        | EA              | \$9.50     | 15.00%    | \$8.08    |
| 183204   | Jr Airway Bag (pkg 10 Rolls)   | Laerdal | 183204   | 9        | EA              | \$166.00   | 15.00%    | \$141.10  |
| 183210   | Jr Airway (pkg 25)             | Laerdal | 183210   | 9        | EA              | \$53.00    | 15.00%    | \$45.05   |

## Laerdal PL October 2011

| Item#     | ItemDesc                             | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|-----------|--------------------------------------|---------|-----------|----------|-----------------|------------|-----------|------------|
| 183211    | Jr Airway (pkg 100)                  | Laerdal | 183211    | 9        | EA              | \$196.00   | 15.00%    | \$166.60   |
| 183220    | Junior Filter & Lung (pkg 100)       | Laerdal | 183220    | 9        | EA              | \$74.00    | 15.00%    | \$62.90    |
| 183600    | Thigh w/ Fastening Bolt              | Laerdal | 183600    | 9        | EA              | \$51.00    | 15.00%    | \$43.35    |
| 183601    | Fastening Bolt                       | Laerdal | 183601    | 9        | EA              | \$12.50    | 15.00%    | \$10.63    |
| 183700    | Clothing                             | Laerdal | 183700    | 9        | EA              | \$39.00    | 15.00%    | \$33.15    |
| 183710    | Resusci Jr Clothing                  | Laerdal | 183710    | 9        | EA              | \$48.00    | 15.00%    | \$40.80    |
| 183800    | Soft Case (Resusci Junior)           | Laerdal | 183800    | 9        | EA              | \$207.00   | 15.00%    | \$175.95   |
| 183820    | Single Soft Case (Little Jr)         | Laerdal | 183820    | 9        | EA              | \$64.00    | 15.00%    | \$54.40    |
| 183830    | Quad Case (Little Junior)            | Laerdal | 183830    | 9        | EA              | \$213.00   | 15.00%    | \$181.05   |
| 183910    | Training Mat Qty 1                   | Laerdal | 183910    | 9        | EA              | \$62.00    | 15.00%    | \$52.70    |
| 184010    | Resusci Jr Water Update              | Laerdal | 184010    | 9        | EA              | \$114.00   | 15.00%    | \$96.90    |
| 184110    | Directions for Use                   | Laerdal | 184110    | 9        | EA              | \$12.50    | 15.00%    | \$10.63    |
| 184120    | Directions for Use, Little Jr        | Laerdal | 184120    | 9        | EA              | \$5.00     | 15.00%    | \$4.25     |
| 184320    | Lung Plate                           | Laerdal | 184320    | 9        | EA              | \$40.00    | 15.00%    | \$34.00    |
| 184330    | Right Leg Complete                   | Laerdal | 184330    | 9        | EA              | \$69.00    | 15.00%    | \$58.65    |
| 184340    | Left Leg & Foot, Resusci Jr          | Laerdal | 184340    | 9        | EA              | \$69.00    | 15.00%    | \$58.65    |
| 184351    | Ret. Band                            | Laerdal | 184351    | 9        | EA              | \$14.50    | 15.00%    | \$12.33    |
| 184400    | Resusci Junior Skillguide Update Kit | Laerdal | 184400    | 9        | EA              | \$611.00   | 15.00%    | \$519.35   |
| 184410    | Hand Pos Sensor Scbl RJ              | Laerdal | 184410    | 9        | EA              | \$84.00    | 15.00%    | \$71.40    |
| 184510    | Back Section, LJR                    | Laerdal | 184510    | 9        | EA              | \$35.00    | 15.00%    | \$29.75    |
| 184520    | Chest Cover, LJR                     | Laerdal | 184520    | 9        | EA              | \$29.00    | 15.00%    | \$24.65    |
| 184521    | Compression Spring, LJR              | Laerdal | 184521    | 9        | EA              | \$28.00    | 15.00%    | \$23.80    |
| 184523    | Clicker Activator, LJR               | Laerdal | 184523    | 9        | EA              | \$7.00     | 15.00%    | \$5.95     |
| 184525    | Rib Plate, LJR                       | Laerdal | 184525    | 9        | EA              | \$20.00    | 15.00%    | \$17.00    |
| 184600    | Res/Little Jr Choking Kit            | Laerdal | 184600    | 9        | EA              | \$84.00    | 15.00%    | \$71.40    |
| 184610    | Res/Little Jr Choking Obj 5pk        | Laerdal | 184610    | 9        | EA              | \$10.50    | 15.00%    | \$8.93     |
| 185010    | Resusci Jr Back Plate w/screws       | Laerdal | 185010    | 9        | EA              | \$28.00    | 15.00%    | \$23.80    |
| 185020    | Resusci Jr Lung Plate                | Laerdal | 185020    | 9        | EA              | \$96.00    | 15.00%    | \$81.60    |
| 185030    | Resusci Jr Neck Stem w/Pulse Pad     | Laerdal | 185030    | 9        | EA              | \$110.00   | 15.00%    | \$93.50    |
| 185040    | Resusci Jr Chest Skin                | Laerdal | 185040    | 9        | EA              | \$100.00   | 15.00%    | \$85.00    |
| 185050    | Resusci Jr Compression Spring        | Laerdal | 185050    | 9        | EA              | \$56.00    | 15.00%    | \$47.60    |
| 199-00050 | RA CPR-D Torso w/ Airway Head        | Laerdal | 199-00050 | 9        | EA              | \$4,174.00 | 9.00%     | \$3,798.34 |

## Laerdal PL October 2011

| Item#        | ItemDesc                                      | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|--------------|---|---------|--------------|----------|-----------------|------------|-----------|------------|
| 199-05050    | RA CPR-D Full Body W/ Airway Head             | Laerdal | 199-05050    | 9        | EA              | \$4,536.00 | 9.00%     | \$4,127.76 |
| 199-10050    | QCPR Training Module                          | Laerdal | 199-10050    | 9        | EA              | \$1,156.00 | 1.00%     | \$1,144.44 |
| 200-00150    | Bladder Replacement Kit                       | Laerdal | 200-00150    | 9        | EA              | \$65.00    | 15.00%    | \$55.25    |
| 200-00250    | Cricothyroid Membrane Tape (1 Roll)           | Laerdal | 200-00250    | 9        | EA              | \$22.00    | 15.00%    | \$18.70    |
| 200-03650    | Genitalia Kit, Male & Female                  | Laerdal | 200-03650    | 9        | EA              | \$218.00   | 15.00%    | \$185.30   |
| 200-05050EXW | MC Kelly VS Capable Extnd Warranty            | Laerdal | 200-05050EXW | 9        | EA              | \$690.00   | 9.00%     | \$627.90   |
| 200-05050LNR | MC Kelly VS Capable Loaner Program            | Laerdal | 200-05050LNR | 9        | EA              | \$470.00   | 9.00%     | \$427.70   |
| 200-05050PMC | MC Kelly VS Capable Prevent Maint Comp        | Laerdal | 200-05050PMC | 9        | EA              | \$1,395.00 | 9.00%     | \$1,269.45 |
| 200-10001    | VitalSim;Complete (US)                        | Laerdal | 200-10001    | 9        | EA              | \$2,450.00 | 15.00%    | \$2,082.50 |
| 200-10001EXW | VitalSim Control Unit Extended Warranty (1yr) | Laerdal | 200-10001EXW | 9        | EA              | \$160.00   | 9.00%     | \$145.60   |
| 200101       | Foam Ring                                     | Laerdal | 200101       | 9        | EA              | \$12.50    | 15.00%    | \$10.63    |
| 200-17001    | NLN VitalSim Scenarios Vol. 1                 | Laerdal | 200-17001    | 9        | EA              | \$3,000.00 | 15.00%    | \$2,550.00 |
| 200-17201    | Emergency Preparedness Scenarios/VitalSim     | Laerdal | 200-17201    | 9        | EA              | \$3,750.00 | 15.00%    | \$3,187.50 |
| 200-20001    | Headset; Wireless                             | Laerdal | 200-20001    | 9        | EA              | \$130.00   | 15.00%    | \$110.50   |
| 200-20150    | Trainer;VitalSim Sounds                       | Laerdal | 200-20150    | 9        | EA              | \$628.50   | 15.00%    | \$534.23   |
| 200-20250    | Trainer; V-Sim Arrhythmia                     | Laerdal | 200-20250    | 9        | EA              | \$782.95   | 15.00%    | \$665.51   |
| 200213       | Y-Piece Qty 10                                | Laerdal | 200213       | 9        | EA              | \$48.00    | 15.00%    | \$40.80    |
| 200303       | Pulse Bulb w/ Tubing                          | Laerdal | 200303       | 9        | EA              | \$21.00    | 15.00%    | \$17.85    |
| 200700       | Right Arm                                     | Laerdal | 200700       | 9        | EA              | \$68.00    | 15.00%    | \$57.80    |
| 200711       | Lock Ring for Arm Qty 10                      | Laerdal | 200711       | 9        | EA              | \$36.00    | 15.00%    | \$30.60    |
| 200800       | Left Arm                                      | Laerdal | 200800       | 9        | EA              | \$68.00    | 15.00%    | \$57.80    |
| 200900       | Lower Body                                    | Laerdal | 200900       | 9        | EA              | \$265.00   | 15.00%    | \$225.25   |
| 200-90150    | Introduction to VitalSim Programming On-Site  | Laerdal | 200-90150    | 9        | EA              | \$1,850.00 | 9.00%     | \$1,683.50 |
| 200-90550    | Scenario Programming VitalSim On-Site         | Laerdal | 200-90550    | 9        | EA              | \$1,850.00 | 9.00%     | \$1,683.50 |
| 200-90850    | Teaching w/Scenarios for VitalSim             | Laerdal | 200-90850    | 9        | EA              | \$1,850.00 | 9.00%     | \$1,683.50 |
| 200-90950    | Intro to VitalSim Class                       | Laerdal | 200-90950    | 9        | EA              | \$1,850.00 | 9.00%     | \$1,683.50 |
| 200-91050    | Intro to VitalSim Class, No Travel            | Laerdal | 200-91050    | 9        | EA              | \$1,000.00 | 9.00%     | \$910.00   |
| 201500       | Compression Spring                            | Laerdal | 201500       | 9        | EA              | \$46.00    | 15.00%    | \$39.10    |
| 203-05050    | MegaCode Kelly Basic                          | Laerdal | 203-05050    | 9        | EA              | \$4,195.00 | 15.00%    | \$3,565.75 |
| 203-05050B   | MegaCode Kelly Basic Dark Skin                | Laerdal | 203-05050B   | 9        | EA              | \$4,195.00 | 15.00%    | \$3,565.75 |
| 203-05050T   | MegaCode Kelly Basic Tan Skin                 | Laerdal | 203-05050T   | 9        | EA              | \$4,195.00 | 15.00%    | \$3,565.75 |
| 203101       | Outer Part Chest Cover                        | Laerdal | 203101       | 9        | EA              | \$150.00   | 15.00%    | \$127.50   |

Laerdal PL October 2011

| Item#        | ItemDesc  | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|--------------|---|---------|--------------|----------|-----------------|-------------|-----------|-------------|
| 203200       | Torso   | Laerdal | 203200       | 9        | EA              | \$362.00    | 15.00%    | \$307.70    |
| 204100       | RRA Manikin Airways (pkg 24)                        | Laerdal | 204100       | 9        | EA              | \$111.00    | 15.00%    | \$94.35     |
| 205000       | Recording Paper (pkg 5)                             | Laerdal | 205000       | 9        | EA              | \$34.00     | 15.00%    | \$28.90     |
| 205-05050    | ALS Simulator                                       | Laerdal | 205-05050    | 9        | EA              | \$10,950.00 | 8.00%     | \$10,074.00 |
| 205-05050EXW | ALS Simulator Extended Warranty                     | Laerdal | 205-05050EXW | 9        | EA              | \$1,260.00  | 7.00%     | \$1,171.80  |
| 205-05050PMB | ALS Simulator Prevent Maint Basic                   | Laerdal | 205-05050PMB | 9        | EA              | \$650.00    | 7.00%     | \$604.50    |
| 205-05050PMC | ALS Simulator Prevent Maint Complete                | Laerdal | 205-05050PMC | 9        | EA              | \$1,395.00  | 7.00%     | \$1,297.35  |
| 205-09001    | Peripheral Kit Complete                             | Laerdal | 205-09001    | 9        | EA              | \$8,000.00  | 7.00%     | \$7,440.00  |
| 205-09101    | Peripheral Kit Standard                             | Laerdal | 205-09101    | 9        | EA              | \$7,000.00  | 7.00%     | \$6,510.00  |
| 205-83150    | ALS Simulator Advanced Installation                 | Laerdal | 205-83150    | 9        | EA              | \$1,445.00  | 7.00%     | \$1,343.85  |
| 205-90050    | Intro to ALS Simulator Advanced Class, No Travel    | Laerdal | 205-90050    | 9        | EA              | \$1,000.00  | 7.00%     | \$930.00    |
| 205-90150    | Intro to ALS Simulator Standard Class, On Site      | Laerdal | 205-90150    | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 205-90250    | ALS Simulator Standard Update On-Site               | Laerdal | 205-90250    | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 205-90350    | Intro to ALS Simulator Advanced, On-Site            | Laerdal | 205-90350    | 9        | EA              | \$3,595.00  | 7.00%     | \$3,343.35  |
| 205-90550    | Scenario Programming ALS Simulator Standard On-Site | Laerdal | 205-90550    | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 205-90950    | Intro to ALS Simulator Standard Class               | Laerdal | 205-90950    | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 205-91050    | Intro to ALS Simulator Standard, No Travel          | Laerdal | 205-91050    | 9        | EA              | \$1,000.00  | 7.00%     | \$930.00    |
| 205-91250    | ALS Simulator Advanced Update On-Site               | Laerdal | 205-91250    | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 205-91950    | Intro to ALS Simulator Advanced Class               | Laerdal | 205-91950    | 9        | EA              | \$2,495.00  | 7.00%     | \$2,320.35  |
| 210-00150    | Forced Air Bleeding Control                         | Laerdal | 210-00150    | 9        | EA              | \$1,133.00  | 7.00%     | \$1,053.69  |
| 210-00250    | Tank; Bleeding System                               | Laerdal | 210-00250    | 9        | EA              | \$686.00    | 15.00%    | \$583.10    |
| 210-00550    | Forced Air Bleeding System                          | Laerdal | 210-00550    | 9        | EA              | \$2,987.00  | 8.00%     | \$2,748.04  |
| 210-01050    | Compressor 230-240V                                 | Laerdal | 210-01050    | 9        | EA              | \$3,324.00  | 7.00%     | \$3,091.32  |
| 210-01150    | Compressor  | Laerdal | 210-01150    | 9        | EA              | \$3,300.00  | 7.00%     | \$3,069.00  |
| 210-04050    | On-Site Service Upgrade                             | Laerdal | 210-04050    | 9        | EA              | \$1,445.00  | 7.00%     | \$1,343.85  |
| 210-05150    | Manikin Transport Case (P1780)                      | Laerdal | 210-05150    | 9        | EA              | \$1,654.00  | 7.00%     | \$1,538.22  |
| 210-05250    | Transportation Case for Peripherals                 | Laerdal | 210-05250    | 9        | EA              | \$1,575.00  | 7.00%     | \$1,464.75  |
| 210-08001    | Advanced Video System (AVS-US)                      | Laerdal | 210-08001    | 9        | EA              | \$8,395.00  | 7.00%     | \$7,807.35  |
| 210-09001    | Peripheral Kit Complete                             | Laerdal | 210-09001    | 9        | EA              | \$7,495.00  | 7.00%     | \$6,970.35  |
| 210-09101    | Peripheral Kit Standard                             | Laerdal | 210-09101    | 9        | EA              | \$5,300.00  | 7.00%     | \$4,929.00  |
| 210-90150    | Course 100;Cust Site Ass. & Programming             | Laerdal | 210-90150    | 9        | EA              | \$3,595.00  | 7.00%     | \$3,343.35  |
| 210-90550    | Scenario Programming SimMan/SimBaby On-Site         | Laerdal | 210-90550    | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |

## Laerdal PL October 2011

| Item#         | ItemDesc                                    | Mfr     | MfrItem#      | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|---------------|---|---------|---------------|----------|-----------------|-------------|-----------|-------------|
| 210-90850     | Teaching w/Scenarios SimMan/Baby On-Site    | Laerdal | 210-90850     | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 210-93050     | Rapid Response Team Training Curriculum Box | Laerdal | 210-93050     | 9        | EA              | \$4,738.00  | 8.00%     | \$4,358.96  |
| 210-93450     | Rapid Response Team Training Inst Pack      | Laerdal | 210-93450     | 9        | EA              | \$100.00    | 8.00%     | \$92.00     |
| 210-93550     | Rapid Response Team Trn Participation Pack  | Laerdal | 210-93550     | 9        | EA              | \$350.00    | 8.00%     | \$322.00    |
| 210-94050     | First 5 Minutes Curriculum Box              | Laerdal | 210-94050     | 9        | EA              | \$2,645.00  | 8.00%     | \$2,433.40  |
| 210-94550     | First 5 Minutes Instructor Pack             | Laerdal | 210-94550     | 9        | EA              | \$100.00    | 8.00%     | \$92.00     |
| 210-94850     | First 5 Minutes Participant Pack            | Laerdal | 210-94850     | 9        | EA              | \$350.00    | 8.00%     | \$322.00    |
| 210-VPLUSB2   | SimMan/SimBaby ValuePlus Bronze (2yr)       | Laerdal | 210-VPLUSB2   | 9        | EA              | \$4,995.00  | 7.00%     | \$4,645.35  |
| 210-VPLUSB3   | SimMan/SimBaby ValuePlus Bronze (3yr)       | Laerdal | 210-VPLUSB3   | 9        | EA              | \$7,195.00  | 7.00%     | \$6,691.35  |
| 210-VPLUSB5   | SimMan/SimBaby ValuePlus Bronze (5yr)       | Laerdal | 210-VPLUSB5   | 9        | EA              | \$12,995.00 | 7.00%     | \$12,085.35 |
| 210-VPLUSG2   | SimMan/SimBaby ValuePlus Gold (2yr)         | Laerdal | 210-VPLUSG2   | 9        | EA              | \$6,495.00  | 7.00%     | \$6,040.35  |
| 210-VPLUSG3   | SimMan/SimBaby ValuePlus Gold (3yr)         | Laerdal | 210-VPLUSG3   | 9        | EA              | \$9,495.00  | 7.00%     | \$8,830.35  |
| 210-VPLUSG5   | SimMan/SimBaby ValuePlus Gold (5yr)         | Laerdal | 210-VPLUSG5   | 9        | EA              | \$16,495.00 | 7.00%     | \$15,340.35 |
| 210-VPLUSP2   | SimMan/SimBaby ValuePlus Platinum (2yr)     | Laerdal | 210-VPLUSP2   | 9        | EA              | \$7,495.00  | 7.00%     | \$6,970.35  |
| 210-VPLUSP3   | SimMan/SimBaby ValuePlus Platinum (3yr)     | Laerdal | 210-VPLUSP3   | 9        | EA              | \$10,995.00 | 7.00%     | \$10,225.35 |
| 210-VPLUSP5   | SimMan/SimBaby ValuePlus Platinum (5yr)     | Laerdal | 210-VPLUSP5   | 9        | EA              | \$18,995.00 | 7.00%     | \$17,665.35 |
| 210-VPLUSS2   | SimMan/SimBaby ValuePlus Silver (2yr)       | Laerdal | 210-VPLUSS2   | 9        | EA              | \$5,995.00  | 7.00%     | \$5,575.35  |
| 210-VPLUSS3   | SimMan/SimBaby ValuePlus Silver (3yr)       | Laerdal | 210-VPLUSS3   | 9        | EA              | \$7,995.00  | 7.00%     | \$7,435.35  |
| 210-VPLUSS5   | SimMan/SimBaby ValuePlus Silver (5yr)       | Laerdal | 210-VPLUSS5   | 9        | EA              | \$13,995.00 | 7.00%     | \$13,015.35 |
| 211-00050EXW1 | SimMan Extended Warranty                    | Laerdal | 211-00050EXW1 | 9        | EA              | \$3,180.00  | 7.00%     | \$2,957.40  |
| 211-00050LNR  | SimMan Loaner Program                       | Laerdal | 211-00050LNR  | 9        | EA              | \$1,295.00  | 7.00%     | \$1,204.35  |
| 211-00050PMB  | SimMan Preventative Maint Basic             | Laerdal | 211-00050PMB  | 9        | EA              | \$995.00    | 7.00%     | \$925.35    |
| 211-00050PMC  | SimMan Preventative Maint Complete          | Laerdal | 211-00050PMC  | 9        | EA              | \$2,045.00  | 7.00%     | \$1,901.85  |
| 211-21050     | Intro to SimMan Class, No Travel            | Laerdal | 211-21050     | 9        | EA              | \$1,000.00  | 7.00%     | \$930.00    |
| 211-25050     | SimMan Trauma Module Set                    | Laerdal | 211-25050     | 9        | EA              | \$2,924.00  | 8.00%     | \$2,690.08  |
| 211-83050     | SimMan Installation                         | Laerdal | 211-83050     | 9        | EA              | \$1,445.00  | 7.00%     | \$1,343.85  |
| 211-90150     | Intro to SimMan, On-Site                    | Laerdal | 211-90150     | 9        | EA              | \$3,595.00  | 7.00%     | \$3,343.35  |
| 211-90250     | SimMan Update On-Site                       | Laerdal | 211-90250     | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 211-90350     | Intro to SimMan Class                       | Laerdal | 211-90350     | 9        | EA              | \$2,495.00  | 7.00%     | \$2,320.35  |
| 211-90550     | Scenario Programming SimMan On-Site         | Laerdal | 211-90550     | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 211-90850     | The First 5 Minutes Instructor Course       | Laerdal | 211-90850     | 9        | EA              | \$1,995.00  | 7.00%     | \$1,855.35  |
| 211-90950     | Rapid Response Instructor Course            | Laerdal | 211-90950     | 9        | EA              | \$1,995.00  | 7.00%     | \$1,855.35  |

## Laerdal PL October 2011

| Item#         | ItemDesc                                     | Mfr     | MfrItem#      | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|---------------|--|---------|---------------|----------|-----------------|-------------|-----------|-------------|
| 211-91950     | Teaching w/Scenarios SimMan On-Site          | Laerdal | 211-91950     | 9        | EA              | \$1,850.00  | 7.00%     | \$1,720.50  |
| 212-00050     | SimMan 3G Manikin                            | Laerdal | 212-00050     | 9        | EA              | \$62,500.00 | 2.00%     | \$61,250.00 |
| 212-00050EXW1 | SimMan 3G Extended Warranty(1 yr)            | Laerdal | 212-00050EXW1 | 9        | EA              | \$5,000.00  | 2.00%     | \$4,900.00  |
| 212-00050LNR1 | SimMan 3G Loaner Program (1yr)               | Laerdal | 212-00050LNR1 | 9        | EA              | \$1,995.00  | 2.00%     | \$1,955.10  |
| 212-00050PMC  | SimMan 3G Preventative Maint On-Site (1yr)   | Laerdal | 212-00050PMC  | 9        | EA              | \$3,995.00  | 2.00%     | \$3,915.10  |
| 212-00050PMR  | SimMan 3G Preventative Maint Return (1yr)    | Laerdal | 212-00050PMR  | 9        | EA              | \$2,500.00  | 2.00%     | \$2,450.00  |
| 212-01001     | SimMan 3G Complete with 12"Monitor           | Laerdal | 212-01001     | 9        | EA              | \$66,500.00 | 3.01%     | \$64,500.00 |
| 212-01101     | SimMan 3G Complete with 17"Monitor           | Laerdal | 212-01101     | 9        | EA              | \$67,500.00 | 2.96%     | \$65,500.00 |
| 212-09001     | Operator PC, Tablet PC 12, Pen Touch         | Laerdal | 212-09001     | 9        | EA              | \$2,750.00  | 2.00%     | \$2,695.00  |
| 212-09201     | Patient Monitor, Tablet PC 12, Finger Touch  | Laerdal | 212-09201     | 9        | EA              | \$2,550.00  | 2.00%     | \$2,499.00  |
| 212-09350     | Patient Monitor All in One Panel PC 17"      | Laerdal | 212-09350     | 9        | EA              | \$2,750.00  | 2.00%     | \$2,695.00  |
| 212-18550     | Wounds Kit                                   | Laerdal | 212-18550     | 9        | EA              | \$309.80    | 2.00%     | \$303.60    |
| 212-19550     | License (1) Instructor Application SimMan 3G | Laerdal | 212-19550     | 9        | EA              | \$1,500.00  | 2.00%     | \$1,470.00  |
| 212-83050     | SimMan 3G Installation                       | Laerdal | 212-83050     | 9        | EA              | \$1,445.00  | 3.46%     | \$1,395.00  |
| 212-90150     | Intro to SimMan 3G On-Site                   | Laerdal | 212-90150     | 9        | EA              | \$3,595.00  | 3.00%     | \$3,487.15  |
| 212-90250     | SimMan 3G Update On-Site                     | Laerdal | 212-90250     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 212-90550     | Intro to Scenario Prgm SimMan 3G On-Site     | Laerdal | 212-90550     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 212-90850     | Teaching w/Scenarios for SimMan 3G On-Site   | Laerdal | 212-90850     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 212-90950     | Intro to SimMan 3G Class                     | Laerdal | 212-90950     | 9        | EA              | \$2,495.00  | 2.00%     | \$2,445.10  |
| 212-91050     | Intro to SimMan 3G Class, No Travel          | Laerdal | 212-91050     | 9        | EA              | \$1,000.00  | 2.00%     | \$980.00    |
| 212-VPLUSB2   | SimMan 3G ValuePlus Bronze (2yr)             | Laerdal | 212-VPLUSB2   | 9        | EA              | \$7,495.00  | 2.00%     | \$7,345.10  |
| 212-VPLUSB3   | SimMan 3G ValuePlus Bronze (3yr)             | Laerdal | 212-VPLUSB3   | 9        | EA              | \$11,995.00 | 2.00%     | \$11,755.10 |
| 212-VPLUSB5   | SimMan 3G ValuePlus Bronze (5yr)             | Laerdal | 212-VPLUSB5   | 9        | EA              | \$20,995.00 | 2.00%     | \$20,575.10 |
| 212-VPLUSG2   | SimMan 3G ValuePlus Gold (2yr)               | Laerdal | 212-VPLUSG2   | 9        | EA              | \$10,795.00 | 2.00%     | \$10,579.10 |
| 212-VPLUSG3   | SimMan 3G ValuePlus Gold (3yr)               | Laerdal | 212-VPLUSG3   | 9        | EA              | \$16,495.00 | 2.00%     | \$16,165.10 |
| 212-VPLUSG5   | SimMan 3G ValuePlus Gold (5yr)               | Laerdal | 212-VPLUSG5   | 9        | EA              | \$28,995.00 | 2.00%     | \$28,415.10 |
| 212-VPLUSP2   | SimMan 3G ValuePlus Platinum (2yr)           | Laerdal | 212-VPLUSP2   | 9        | EA              | \$11,995.00 | 2.00%     | \$11,755.10 |
| 212-VPLUSP3   | SimMan 3G ValuePlus Platinum (3yr)           | Laerdal | 212-VPLUSP3   | 9        | EA              | \$18,495.00 | 2.00%     | \$18,125.10 |
| 212-VPLUSP5   | SimMan 3G ValuePlus Platinum (5yr)           | Laerdal | 212-VPLUSP5   | 9        | EA              | \$32,995.00 | 2.00%     | \$32,335.10 |
| 212-VPLUS2    | SimMan 3G ValuePlus Silver (2yr)             | Laerdal | 212-VPLUS2    | 9        | EA              | \$8,495.00  | 2.00%     | \$8,325.10  |
| 212-VPLUS3    | SimMan 3G ValuePlus Silver (3yr)             | Laerdal | 212-VPLUS3    | 9        | EA              | \$12,995.00 | 2.00%     | \$12,735.10 |
| 212-VPLUS5    | SimMan 3G ValuePlus Silver (5yr)             | Laerdal | 212-VPLUS5    | 9        | EA              | \$21,995.00 | 2.00%     | \$21,555.10 |

## Laerdal PL October 2011

| Item#         | ItemDesc  | Mfr     | MfrItem#      | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|---------------|---|---------|---------------|----------|-----------------|-------------|-----------|-------------|
| 213-00001LNR1 | SimMan Essential Loaner Program (1yr)               | Laerdal | 213-00001LNR1 | 9        | EA              | \$1,360.00  | 2.00%     | \$1,332.80  |
| 213-00001LNR2 | SimMan Essential Loaner Program (2yr)               | Laerdal | 213-00001LNR2 | 9        | EA              | \$2,720.00  | 2.00%     | \$2,665.60  |
| 213-00001LNR3 | SimMan Essential Loaner Program (3yr)               | Laerdal | 213-00001LNR3 | 9        | EA              | \$4,080.00  | 2.00%     | \$3,998.40  |
| 213-00001LNR4 | SimMan Essential Loaner Program (4yr)               | Laerdal | 213-00001LNR4 | 9        | EA              | \$5,440.00  | 2.00%     | \$5,331.20  |
| 213-00001LNR5 | SimMan Essential Loaner Program (5yr)               | Laerdal | 213-00001LNR5 | 9        | EA              | \$6,800.00  | 2.00%     | \$6,664.00  |
| 213-00050     | SimMan Essential                                    | Laerdal | 213-00050     | 9        | EA              | \$36,695.00 | 2.00%     | \$35,961.10 |
| 213-00050EXW1 | SimMan Essential Extended Warranty Year 2           | Laerdal | 213-00050EXW1 | 9        | EA              | \$3,150.00  | 2.00%     | \$3,087.00  |
| 213-00050EXW2 | SimMan Essential Extended Warranty Year 2-3         | Laerdal | 213-00050EXW2 | 9        | EA              | \$6,300.00  | 2.00%     | \$6,174.00  |
| 213-00050EXW3 | SimMan Essential Extended Warranty Year 2-4         | Laerdal | 213-00050EXW3 | 9        | EA              | \$9,450.00  | 2.00%     | \$9,261.00  |
| 213-00050EXW4 | SimMan Essential Extended Warranty Year 2-5         | Laerdal | 213-00050EXW4 | 9        | EA              | \$12,600.00 | 2.00%     | \$12,348.00 |
| 213-00050PMC  | SimMan Essential Preventative Maint (1per year)     | Laerdal | 213-00050PMC  | 9        | EA              | \$2,250.00  | 2.00%     | \$2,205.00  |
| 213-00050PMR  | SimMan Essential PM Return to Laerdal               | Laerdal | 213-00050PMR  | 9        | EA              | \$1,195.00  | 2.00%     | \$1,171.10  |
| 213-01001     | SimMan Essential Complete                           | Laerdal | 213-01001     | 9        | EA              | \$39,000.00 | 2.00%     | \$38,220.00 |
| 213-09201     | Port. Patient Monitor Tablet PC 12"                 | Laerdal | 213-09201     | 9        | EA              | \$2,695.00  | 2.00%     | \$2,641.10  |
| 213-09350     | Patient Monitor 17" Panel PC                        | Laerdal | 213-09350     | 9        | EA              | \$3,195.00  | 2.00%     | \$3,131.10  |
| 213-19150     | Directions for Use                                  | Laerdal | 213-19150     | 9        | EA              | \$33.00     | 2.00%     | \$32.34     |
| 213-19350     | Quick Setup Guide, poster                           | Laerdal | 213-19350     | 9        | EA              | \$25.00     | 2.00%     | \$24.50     |
| 213-19550     | SimMan Essential License (1) Instructor Application | Laerdal | 213-19550     | 9        | EA              | \$1,500.00  | 2.00%     | \$1,470.00  |
| 213-19750     | SimMan Essential SW Installation DVD                | Laerdal | 213-19750     | 9        | EA              | \$20.00     | 2.00%     | \$19.60     |
| 213-83050     | SimMan Essential Installation - Cust Site           | Laerdal | 213-83050     | 9        | EA              | \$1,445.00  | 2.00%     | \$1,416.10  |
| 213-90150     | SimMan Essential Intro Course Cust Site - 2 Days    | Laerdal | 213-90150     | 9        | EA              | \$3,595.00  | 3.00%     | \$3,487.15  |
| 213-90250     | SimMan Essential Upd Course Cust Site - 1 Day       | Laerdal | 213-90250     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 213-90550     | SimMan Essential Scenario Prg Cust Site - 1 Day     | Laerdal | 213-90550     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 213-90950     | Intro to SimMan Essential Class - 2 Days            | Laerdal | 213-90950     | 9        | EA              | \$2,495.00  | 2.00%     | \$2,445.10  |
| 213-91050     | Intro to SimMan Essential - No Travel - 2 Days      | Laerdal | 213-91050     | 9        | EA              | \$1,000.00  | 2.00%     | \$980.00    |
| 213-95050     | SimMan Essential E-Learning Course                  | Laerdal | 213-95050     | 9        | EA              | \$50.00     | 2.00%     | \$49.00     |
| 213-VPLUSB3   | SimMan Essential ValuePlus Bronze 3yr               | Laerdal | 213-VPLUSB3   | 9        | EA              | \$7,195.00  | 2.00%     | \$7,051.10  |
| 213-VPLUSG3   | SimMan Essential ValuePlus Gold 3yr                 | Laerdal | 213-VPLUSG3   | 9        | EA              | \$9,645.00  | 2.00%     | \$9,452.10  |
| 213-VPLUSG5   | SimMan Essential ValuePlus Gold 5yr                 | Laerdal | 213-VPLUSG5   | 9        | EA              | \$16,945.00 | 2.00%     | \$16,606.10 |
| 213-VPLUSP2   | SimMan Essential ValuePlus Platinum 2yr             | Laerdal | 213-VPLUSP2   | 9        | EA              | \$7,995.00  | 2.00%     | \$7,835.10  |
| 213-VPLUSP3   | SimMan Essential ValuePlus Platinum 3yr             | Laerdal | 213-VPLUSP3   | 9        | EA              | \$11,345.00 | 2.00%     | \$11,118.10 |
| 213-VPLUSP5   | SimMan Essential ValuePlus Platinum 5yr             | Laerdal | 213-VPLUSP5   | 9        | EA              | \$19,495.00 | 2.00%     | \$19,105.10 |

## Laerdal PL October 2011

| Item#          | ItemDesc  | Mfr     | MfrItem#       | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|----------------|---|---------|----------------|----------|-----------------|-------------|-----------|-------------|
| 213-VPLUSS3    | SimMan Essential ValuePlus Silver 3yr               | Laerdal | 213-VPLUSS3    | 9        | EA              | \$7,995.00  | 2.00%     | \$7,835.10  |
| 213-VPLUSS5    | SimMan Essential ValuePlus Silver 5yr               | Laerdal | 213-VPLUSS5    | 9        | EA              | \$13,995.00 | 2.00%     | \$13,715.10 |
| 214-00001LNR1  | SimMan Essential Bleeding Lnr Prg yr 1              | Laerdal | 214-00001LNR1  | 9        | EA              | \$1,360.00  | 2.00%     | \$1,332.80  |
| 214-00001LNR2  | SimMan Essential Bleeding Lnr Prg yr 1-2            | Laerdal | 214-00001LNR2  | 9        | EA              | \$2,720.00  | 2.00%     | \$2,665.60  |
| 214-00001LNR3  | SimMan Essential Bleeding Lnr Prg yr 1-3            | Laerdal | 214-00001LNR3  | 9        | EA              | \$4,080.00  | 2.00%     | \$3,998.40  |
| 214-00001LNR4  | SimMan Essential Bleeding Lnr Prg yr 1-4            | Laerdal | 214-00001LNR4  | 9        | EA              | \$5,440.00  | 2.00%     | \$5,331.20  |
| 214-00001LNR5  | SimMan Essential Bleeding Lnr Prg yr 1-5            | Laerdal | 214-00001LNR5  | 9        | EA              | \$6,800.00  | 2.00%     | \$6,664.00  |
| 214-00050      | SimMan Essential Bleeding                           | Laerdal | 214-00050      | 9        | EA              | \$42,695.00 | 2.00%     | \$41,841.10 |
| 214-00050EXW1  | SimMan Essential Bleeding Ext Warranty yr 2         | Laerdal | 214-00050EXW1  | 9        | EA              | \$3,150.00  | 2.00%     | \$3,087.00  |
| 214-00050EXW2  | SimMan Essential Bleeding Ext Warranty yr 2-3       | Laerdal | 214-00050EXW2  | 9        | EA              | \$6,300.00  | 2.00%     | \$6,174.00  |
| 214-00050EXW3  | SimMan Essential Bleeding Ext Warranty yr 2-4       | Laerdal | 214-00050EXW3  | 9        | EA              | \$9,450.00  | 2.00%     | \$9,261.00  |
| 214-00050EXW4  | SimMan Essential Bleeding Ext Warranty yr 2-5       | Laerdal | 214-00050EXW4  | 9        | EA              | \$12,600.00 | 2.00%     | \$12,348.00 |
| 214-00050PMC   | SimMan Essential Bleeding Prev Maint (1 per year)   | Laerdal | 214-00050PMC   | 9        | EA              | \$2,250.00  | 2.00%     | \$2,205.00  |
| 214-00050PMR   | SimMan Essential Bleeding PM Return to Laerdal      | Laerdal | 214-00050PMR   | 9        | EA              | \$1,195.00  | 2.00%     | \$1,171.10  |
| 214-01001      | SimMan Essential Bleeding Complete                  | Laerdal | 214-01001      | 9        | EA              | \$45,000.00 | 2.00%     | \$44,100.00 |
| 214-19550      | SimMan Essential Bleeding Lic (1) Inst Application  | Laerdal | 214-19550      | 9        | EA              | \$1,500.00  | 2.00%     | \$1,470.00  |
| 214-83050      | SimMan Essential Bleeding Installation Cust Site    | Laerdal | 214-83050      | 9        | EA              | \$1,445.00  | 2.00%     | \$1,416.10  |
| 214-90150      | Intro to SimMan Essential Bleeding Cust Site 2 days | Laerdal | 214-90150      | 9        | EA              | \$3,595.00  | 3.00%     | \$3,487.15  |
| 214-90250      | SimMan Essential BI Upd Course Cust Site 1 day      | Laerdal | 214-90250      | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 214-90550      | SimMan Essential BI Scenario Prog Cust Site 1 day   | Laerdal | 214-90550      | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 214-90950      | Intro to SimMan Essential BI Class 2 Days           | Laerdal | 214-90950      | 9        | EA              | \$2,495.00  | 2.00%     | \$2,445.10  |
| 214-91050      | Intro to SimMan Essential BI, No Travel, 2 days     | Laerdal | 214-91050      | 9        | EA              | \$1,000.00  | 2.00%     | \$980.00    |
| 214-95050      | SimMan Essential Bleeding E- Learning Course        | Laerdal | 214-95050      | 9        | EA              | \$50.00     | 2.00%     | \$49.00     |
| 214-VPLUSB3    | SimMan Essential BI ValuePlus Bronze 3yr            | Laerdal | 214-VPLUSB3    | 9        | EA              | \$7,195.00  | 2.00%     | \$7,051.10  |
| 214-VPLUSG3    | SimMan Essential BI ValuePlus Gold 3yr              | Laerdal | 214-VPLUSG3    | 9        | EA              | \$9,645.00  | 2.00%     | \$9,452.10  |
| 214-VPLUSG5    | SimMan Essential BI ValuePlus Gold 5yr              | Laerdal | 214-VPLUSG5    | 9        | EA              | \$16,945.00 | 2.00%     | \$16,606.10 |
| 214-VPLUSP2    | SimMan Essential BI ValuePlus Platinum 2yr          | Laerdal | 214-VPLUSP2    | 9        | EA              | \$7,995.00  | 2.00%     | \$7,835.10  |
| 214-VPLUSP3    | SimMan Essential BI ValuePlus Platinum 3yr          | Laerdal | 214-VPLUSP3    | 9        | EA              | \$11,345.00 | 2.00%     | \$11,118.10 |
| 214-VPLUSP5    | SimMan Essential BI ValuePlus Platinum 5yr          | Laerdal | 214-VPLUSP5    | 9        | EA              | \$19,495.00 | 2.00%     | \$19,105.10 |
| 214-VPLUSS3    | SimMan Essential BI ValuePlus Silver 3yr            | Laerdal | 214-VPLUSS3    | 9        | EA              | \$7,995.00  | 2.00%     | \$7,835.10  |
| 214-VPLUSS5    | SimMan Essential BI ValuePlus Silver 5yr            | Laerdal | 214-VPLUSS5    | 9        | EA              | \$13,995.00 | 2.00%     | \$13,715.10 |
| 220-00001EXWS1 | SimNewB Standard Extended Warranty (1yr)            | Laerdal | 220-00001EXWS1 | 9        | EA              | \$1,575.00  | 2.00%     | \$1,543.50  |

Laerdal PL October 2011

| Item#          | ItemDesc                                     | Mfr     | MfrItem#       | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|----------------|--|---------|----------------|----------|-----------------|-------------|-----------|-------------|
| 220-00150      | Umbilical Cord (pkg. 4)                      | Laerdal | 220-00150      | 9        | EA              | \$92.00     | 2.00%     | \$90.16     |
| 220-00350      | R/L IO Leg Skin and Leg Replacement Kit      | Laerdal | 220-00350      | 9        | EA              | \$139.00    | 15.00%    | \$118.15    |
| 220-01001      | SimNewB Standard                             | Laerdal | 220-01001      | 9        | EA              | \$15,795.00 | 3.00%     | \$15,321.15 |
| 220-03550      | SimNewB Congenital Anomalies Kit             | Laerdal | 220-03550      | 9        | EA              | \$1,400.00  | 3.00%     | \$1,358.00  |
| 220-05350      | Transportation Hard Case for SimNewB Manikin | Laerdal | 220-05350      | 9        | EA              | \$1,650.00  | 2.00%     | \$1,617.00  |
| 220-19650      | Adv Neonatal Resus & Stabilization Scenarios | Laerdal | 220-19650      | 9        | EA              | \$3,500.00  | 8.00%     | \$3,220.00  |
| 220-25050      | Newborn Anne                                 | Laerdal | 220-25050      | 9        | EA              | \$1,900.00  | 15.00%    | \$1,615.00  |
| 220-90850      | Teach w/Scenarios SimNewB Std On-Site        | Laerdal | 220-90850      | 9        | EA              | \$1,780.00  | 2.00%     | \$1,744.40  |
| 220-91950      | Teaching w/Scenarios for SimNewB S On-Site   | Laerdal | 220-91950      | 9        | EA              | \$1,850.00  | 3.00%     | \$1,794.50  |
| 220-99250      | SimNewB Standard Update On-Site              | Laerdal | 220-99250      | 9        | EA              | \$1,850.00  | 3.00%     | \$1,794.50  |
| 225-00001      | SimNewB Advanced                             | Laerdal | 225-00001      | 9        | EA              | \$24,000.00 | 3.00%     | \$23,280.00 |
| 225-00001EXWA1 | SimNewB Advanced Ext Warranty (1yr)          | Laerdal | 225-00001EXWA1 | 9        | EA              | \$2,100.00  | 2.00%     | \$2,058.00  |
| 225-00001LNR1  | SimNewB Advanced Loaner Program (1yr)        | Laerdal | 225-00001LNR1  | 9        | EA              | \$995.00    | 2.00%     | \$975.10    |
| 225-21050      | Intro to SimNewB Advanced Class, No Travel   | Laerdal | 225-21050      | 9        | EA              | \$1,000.00  | 2.00%     | \$980.00    |
| 225-83050      | SimNewB Advanced Installation                | Laerdal | 225-83050      | 9        | EA              | \$1,445.00  | 3.46%     | \$1,395.00  |
| 225-90150      | Intro to SimNewB Advanced On-Site            | Laerdal | 225-90150      | 9        | EA              | \$3,595.00  | 3.00%     | \$3,487.15  |
| 225-90250      | SimNewB Advanced Update On-Site              | Laerdal | 225-90250      | 9        | EA              | \$1,850.00  | 3.00%     | \$1,794.50  |
| 225-90550      | Scenario Prgmng SimNewB Advanced On-Site     | Laerdal | 225-90550      | 9        | EA              | \$1,850.00  | 3.00%     | \$1,794.50  |
| 225-90850      | Teach w/Scenarios SimNewB Adv On-Site        | Laerdal | 225-90850      | 9        | EA              | \$1,850.00  | 3.00%     | \$1,794.50  |
| 225-90950      | Intro to SimNewB Advanced Class              | Laerdal | 225-90950      | 9        | EA              | \$2,495.00  | 2.00%     | \$2,445.10  |
| 225-VPLUSBA2   | SimNewB Advanced ValuePlus Bronze (2yr)      | Laerdal | 225-VPLUSBA2   | 9        | EA              | \$3,395.00  | 2.00%     | \$3,327.10  |
| 225-VPLUSBA3   | SimNewB Advanced ValuePlus Bronze (3yr)      | Laerdal | 225-VPLUSBA3   | 9        | EA              | \$5,295.00  | 2.00%     | \$5,189.10  |
| 225-VPLUSBA5   | SimNewB Advanced ValuePlus Bronze (5yr)      | Laerdal | 225-VPLUSBA5   | 9        | EA              | \$8,995.00  | 2.00%     | \$8,815.10  |
| 225-VPLUSGA2   | SimNewB Advanced ValuePlus Gold (2yr)        | Laerdal | 225-VPLUSGA2   | 9        | EA              | \$5,295.00  | 2.00%     | \$5,189.10  |
| 225-VPLUSGA3   | SimNewB Advanced ValuePlus Gold (3yr)        | Laerdal | 225-VPLUSGA3   | 9        | EA              | \$7,795.00  | 2.00%     | \$7,639.10  |
| 225-VPLUSGA5   | SimNewB Advanced ValuePlus Gold (5yr)        | Laerdal | 225-VPLUSGA5   | 9        | EA              | \$12,695.00 | 2.00%     | \$12,441.10 |
| 225-VPLUSPA2   | SimNewB Advanced ValuePlus Platinum (2yr)    | Laerdal | 225-VPLUSPA2   | 9        | EA              | \$5,945.00  | 6.73%     | \$5,545.00  |
| 225-VPLUSPA3   | SimNewB Advanced ValuePlus Platinum (3yr)    | Laerdal | 225-VPLUSPA3   | 9        | EA              | \$8,895.00  | 6.75%     | \$8,295.00  |
| 225-VPLUSPA5   | SimNewB Advanced ValuePlus Platinum (5yr)    | Laerdal | 225-VPLUSPA5   | 9        | EA              | \$14,995.00 | 6.67%     | \$13,995.00 |
| 225-VPLUSSA2   | SimNewB Advanced ValuePlus Silver (2yr)      | Laerdal | 225-VPLUSSA2   | 9        | EA              | \$4,395.00  | 2.00%     | \$4,307.10  |
| 225-VPLUSSA3   | SimNewB Advanced ValuePlus Silver (3yr)      | Laerdal | 225-VPLUSSA3   | 9        | EA              | \$6,295.00  | 2.00%     | \$6,169.10  |
| 225-VPLUSSA5   | SimNewB Advanced ValuePlus Silver (5yr)      | Laerdal | 225-VPLUSSA5   | 9        | EA              | \$9,995.00  | 2.00%     | \$9,795.10  |
| 231-00101      | Set; Leg-Pedi I.O.-Std                       | Laerdal | 231-00101      | 9        | EA              | \$117.00    | 15.00%    | \$99.45     |

## Laerdal PL October 2011

| Item#         | ItemDesc  | Mfr     | MfrItem#      | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|---------------|---|---------|---------------|----------|-----------------|-------------|-----------|-------------|
| 231-01150     | Case;Pedi Full Body                             | Laerdal | 231-01150     | 9        | EA              | \$96.00     | 15.00%    | \$81.60     |
| 231-05050B    | MegaCode Kid Advanced Dark Skin                 | Laerdal | 231-05050B    | 9        | EA              | \$4,900.00  | 15.00%    | \$4,165.00  |
| 231-05050EXW  | MC Kid VS Capable Extended Warranty             | Laerdal | 231-05050EXW  | 9        | EA              | \$440.00    | 3.00%     | \$426.80    |
| 231-05050LNR  | MC Kid VS Capable Loaner Program                | Laerdal | 231-05050LNR  | 9        | EA              | \$470.00    | 3.00%     | \$455.90    |
| 231-05050T    | MegaCode Kid Advanced Tan Skin                  | Laerdal | 231-05050T    | 9        | EA              | \$4,900.00  | 15.00%    | \$4,165.00  |
| 231-15050     | ECG Kid   | Laerdal | 231-15050     | 9        | EA              | \$2,765.00  | 15.00%    | \$2,350.25  |
| 231-15050B    | ECG Kid Dark Skin                               | Laerdal | 231-15050B    | 9        | EA              | \$2,765.00  | 15.00%    | \$2,350.25  |
| 231-15050T    | ECG Kid Tan Skin                                | Laerdal | 231-15050T    | 9        | EA              | \$2,765.00  | 15.00%    | \$2,350.25  |
| 232-00001     | SimJr Standard (Manikin & VitalSim)             | Laerdal | 232-00001     | 9        | EA              | \$14,500.00 | 2.00%     | \$14,210.00 |
| 232-05050     | SimJr Simulator Manikin Only                    | Laerdal | 232-05050     | 9        | EA              | \$12,000.00 | 1.00%     | \$11,880.00 |
| 232-05050B    | SimJr Simulator Manikin Only Dark Skin          | Laerdal | 232-05050B    | 9        | EA              | \$12,000.00 | 1.00%     | \$11,880.00 |
| 232-05050EXW1 | SimJr Extended Warranty Year 2 Std and Adv      | Laerdal | 232-05050EXW1 | 9        | EA              | \$2,000.00  | 1.00%     | \$1,980.00  |
| 232-05050EXW2 | SimJr Extended Warranty Year 2-3 Std and Adv    | Laerdal | 232-05050EXW2 | 9        | EA              | \$4,000.00  | 1.00%     | \$3,960.00  |
| 232-05050EXW3 | SimJr Extended Warranty Year 2-4 Std and Adv    | Laerdal | 232-05050EXW3 | 9        | EA              | \$6,000.00  | 1.00%     | \$5,940.00  |
| 232-05050EXW4 | SimJr Extended Warranty Year 2-5 Std and Adv    | Laerdal | 232-05050EXW4 | 9        | EA              | \$8,000.00  | 1.00%     | \$7,920.00  |
| 232-05050LNR1 | SimJr Loaner 1 yr Program Std and Adv           | Laerdal | 232-05050LNR1 | 9        | EA              | \$995.00    | 1.00%     | \$985.05    |
| 232-05050LNR2 | SimJr Loaner 2 yr Program Std and Adv           | Laerdal | 232-05050LNR2 | 9        | EA              | \$1,990.00  | 1.00%     | \$1,970.10  |
| 232-05050LNR3 | SimJr Loaner 3yr Program Std and Adv            | Laerdal | 232-05050LNR3 | 9        | EA              | \$2,985.00  | 1.00%     | \$2,955.15  |
| 232-05050LNR4 | SimJr Loaner 4yr Program Std and Adv            | Laerdal | 232-05050LNR4 | 9        | EA              | \$3,980.00  | 1.00%     | \$3,940.20  |
| 232-05050LNR5 | SimJr Loaner 5yr Program Std and Adv            | Laerdal | 232-05050LNR5 | 9        | EA              | \$4,975.00  | 1.00%     | \$4,925.25  |
| 232-05050PMB  | SimJr Prev Maint. Return to Laerdal Std and Adv | Laerdal | 232-05050PMB  | 9        | EA              | \$850.00    | 1.00%     | \$841.50    |
| 232-05050PMC  | SimJr Prev Maint. Cust Site Std and Adv         | Laerdal | 232-05050PMC  | 9        | EA              | \$1,695.00  | 1.00%     | \$1,678.05  |
| 232-05050T    | SimJr Simulator Manikin Only Tan Skin           | Laerdal | 232-05050T    | 9        | EA              | \$12,000.00 | 1.00%     | \$11,880.00 |
| 232-11950     | SimJr Advanced Software                         | Laerdal | 232-11950     | 9        | EA              | \$5,500.00  | 1.00%     | \$5,445.00  |
| 232-11951     | SimJr Advanced Software Lic Key Only            | Laerdal | 232-11951     | 9        | EA              | \$1,560.00  | 1.00%     | \$1,544.40  |
| 232-11952     | SimJr Advanced Software CD Only                 | Laerdal | 232-11952     | 9        | EA              | \$20.00     | 1.00%     | \$19.80     |
| 232-83050     | Installation SimJr Std Cust Site                | Laerdal | 232-83050     | 9        | EA              | \$1,445.00  | 2.00%     | \$1,416.10  |
| 232-90150     | Intro to SimJr Std Class Customer Site          | Laerdal | 232-90150     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 232-90250     | SimJr Std Update Class Cust Site                | Laerdal | 232-90250     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 232-90950     | Intro to SimJr Standard Class                   | Laerdal | 232-90950     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 232-91050     | Intro to SimJr Std Class w/o travel             | Laerdal | 232-91050     | 9        | EA              | \$1,000.00  | 2.00%     | \$980.00    |
| 232-VPLUSB3   | SimJr Std ValuePlus Bronze 3yr                  | Laerdal | 232-VPLUSB3   | 9        | EA              | \$2,995.00  | 1.00%     | \$2,965.05  |

## Laerdal PL October 2011

| Item#         | ItemDesc                                  | Mfr     | MfrItem#      | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|---------------|---|---------|---------------|----------|-----------------|-------------|-----------|-------------|
| 232-VPLUSG3   | SimJr Std ValuePlus Gold 3yr              | Laerdal | 232-VPLUSG3   | 9        | EA              | \$5,195.00  | 1.00%     | \$5,143.05  |
| 232-VPLUSG5   | SimJr Std ValuePlus Gold 5yr              | Laerdal | 232-VPLUSG5   | 9        | EA              | \$8,295.00  | 1.00%     | \$8,212.05  |
| 232-VPLUSP2   | SimJr Std ValuePlus Platinum 2yr          | Laerdal | 232-VPLUSP2   | 9        | EA              | \$4,195.00  | 1.00%     | \$4,153.05  |
| 232-VPLUSP3   | SimJr Std ValuePlus Platinum 3yr          | Laerdal | 232-VPLUSP3   | 9        | EA              | \$6,195.00  | 1.00%     | \$6,133.05  |
| 232-VPLUSP5   | SimJr Std ValuePlus Platinum 5yr          | Laerdal | 232-VPLUSP5   | 9        | EA              | \$10,195.00 | 1.00%     | \$10,093.05 |
| 232-VPLUS3    | SimJr Std ValuePlus Silver 3yr            | Laerdal | 232-VPLUS3    | 9        | EA              | \$4,195.00  | 1.00%     | \$4,153.05  |
| 232-VPLUS5    | SimJr Std ValuePlus Silver 5yr            | Laerdal | 232-VPLUS5    | 9        | EA              | \$6,195.00  | 1.00%     | \$6,133.05  |
| 233-00001     | SimJr Advanced w/ Complete Peripheral Kit | Laerdal | 233-00001     | 9        | EA              | \$23,500.00 | 2.00%     | \$23,030.00 |
| 233-10001     | SimJr Advanced w/ Standard Peripheral Kit | Laerdal | 233-10001     | 9        | EA              | \$22,500.00 | 1.00%     | \$22,275.00 |
| 233-83150     | Installation SimJr Adv Cust Site          | Laerdal | 233-83150     | 9        | EA              | \$1,445.00  | 2.00%     | \$1,416.10  |
| 233-90050     | Intro to SimJr Adv. Class w/o travel      | Laerdal | 233-90050     | 9        | EA              | \$1,000.00  | 2.00%     | \$980.00    |
| 233-90350     | Intro to SimJr Adv Class Cust Site        | Laerdal | 233-90350     | 9        | EA              | \$3,595.00  | 2.00%     | \$3,523.10  |
| 233-91250     | SimJr Adv Update Class Customer Site      | Laerdal | 233-91250     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 233-91950     | Intro to SimJr Adv Class                  | Laerdal | 233-91950     | 9        | EA              | \$2,495.00  | 2.00%     | \$2,445.10  |
| 233-VPLUSB3   | SimJr Adv ValuePlus Bronze 3yr            | Laerdal | 233-VPLUSB3   | 9        | EA              | \$5,295.00  | 1.00%     | \$5,242.05  |
| 233-VPLUSG3   | SimJr Adv ValuePlus Gold 3yr              | Laerdal | 233-VPLUSG3   | 9        | EA              | \$7,795.00  | 1.00%     | \$7,717.05  |
| 233-VPLUSG5   | SimJr Adv ValuePlus Gold 5yr              | Laerdal | 233-VPLUSG5   | 9        | EA              | \$12,695.00 | 1.00%     | \$12,568.05 |
| 233-VPLUSP2   | SimJr Adv ValuePlus Platinum 2yr          | Laerdal | 233-VPLUSP2   | 9        | EA              | \$5,945.00  | 1.00%     | \$5,885.55  |
| 233-VPLUSP3   | SimJr Adv ValuePlus Platinum 3yr          | Laerdal | 233-VPLUSP3   | 9        | EA              | \$8,895.00  | 1.00%     | \$8,806.05  |
| 233-VPLUSP5   | SimJr Adv ValuePlus Platinum 5yr          | Laerdal | 233-VPLUSP5   | 9        | EA              | \$14,995.00 | 1.00%     | \$14,845.05 |
| 233-VPLUS3    | SimJr Adv ValuePlus Silver 3yr            | Laerdal | 233-VPLUS3    | 9        | EA              | \$6,295.00  | 1.00%     | \$6,232.05  |
| 233-VPLUS5    | SimJr Adv ValuePlus Silver 5yr            | Laerdal | 233-VPLUS5    | 9        | EA              | \$9,995.00  | 1.00%     | \$9,895.05  |
| 240-00001     | Neonatal Resuscitation Baby               | Laerdal | 240-00001     | 9        | EA              | \$929.00    | 15.00%    | \$789.65    |
| 240-00150     | Set; Umbilical Cord (3)                   | Laerdal | 240-00150     | 9        | EA              | \$62.00     | 15.00%    | \$52.70     |
| 240-00250     | Blood; Simulated Umbi 4 Oz                | Laerdal | 240-00250     | 9        | EA              | \$17.00     | 15.00%    | \$14.45     |
| 245-05050     | SimBaby (Manikin Only)                    | Laerdal | 245-05050     | 9        | EA              | \$27,395.00 | 7.00%     | \$25,477.35 |
| 245-05050EXW1 | SimBaby Extended Warranty                 | Laerdal | 245-05050EXW1 | 9        | EA              | \$3,180.00  | 7.00%     | \$2,957.40  |
| 245-05050LNR  | SimBaby Loaner Program                    | Laerdal | 245-05050LNR  | 9        | EA              | \$1,295.00  | 7.00%     | \$1,204.35  |
| 245-05050PMB  | SimBaby Preventative Maint Basic          | Laerdal | 245-05050PMB  | 9        | EA              | \$995.00    | 7.00%     | \$925.35    |
| 245-05050PMC  | SimBaby Preventative Maint Complete       | Laerdal | 245-05050PMC  | 9        | EA              | \$2,045.00  | 7.00%     | \$1,901.85  |
| 245-11150     | Lower Leg IV/IO Right                     | Laerdal | 245-11150     | 9        | EA              | \$381.00    | 7.00%     | \$354.33    |
| 245-11350     | IV Bag w/Tubing                           | Laerdal | 245-11350     | 9        | EA              | \$86.00     | 7.00%     | \$79.98     |

## Laerdal PL October 2011

| Item#     | ItemDesc                             | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|-----------|--------------------------------------|---------|-----------|----------|-----------------|------------|-----------|------------|
| 245-11650 | Leg Lower IV/IO Left                 | Laerdal | 245-11650 | 9        | EA              | \$381.00   | 7.00%     | \$354.33   |
| 245-12150 | Skin & Vein IV Arm Right             | Laerdal | 245-12150 | 9        | EA              | \$128.00   | 7.00%     | \$119.04   |
| 245-13050 | Chest Skin w/Foam                    | Laerdal | 245-13050 | 9        | EA              | \$79.00    | 7.00%     | \$73.47    |
| 245-13150 | Pleura for Chest (10)                | Laerdal | 245-13150 | 9        | EA              | \$127.00   | 7.00%     | \$118.11   |
| 245-13250 | Pneumothorax Bladder                 | Laerdal | 245-13250 | 9        | EA              | \$168.00   | 7.00%     | \$156.24   |
| 245-16850 | Esophagus Filter (10)                | Laerdal | 245-16850 | 9        | EA              | \$78.00    | 7.00%     | \$72.54    |
| 245-18050 | Trans. Case                          | Laerdal | 245-18050 | 9        | EA              | \$1,260.00 | 7.00%     | \$1,171.80 |
| 245-21050 | Intro to SimBaby Class, No Travel    | Laerdal | 245-21050 | 9        | EA              | \$1,000.00 | 7.00%     | \$930.00   |
| 245-83050 | SimBaby Installation                 | Laerdal | 245-83050 | 9        | EA              | \$1,445.00 | 7.00%     | \$1,343.85 |
| 245-90150 | Intro to SimBaby, On-Site            | Laerdal | 245-90150 | 9        | EA              | \$3,595.00 | 7.00%     | \$3,343.35 |
| 245-90250 | SimBaby Update On-Site               | Laerdal | 245-90250 | 9        | EA              | \$1,850.00 | 7.00%     | \$1,720.50 |
| 245-90550 | Scenario Programming SimBaby On-Site | Laerdal | 245-90550 | 9        | EA              | \$1,850.00 | 7.00%     | \$1,720.50 |
| 245-90950 | Intro to SimBaby Class               | Laerdal | 245-90950 | 9        | EA              | \$2,495.00 | 7.00%     | \$2,320.35 |
| 245-91950 | Teaching w/Scenarios SimBaby On-Site | Laerdal | 245-91950 | 9        | EA              | \$1,850.00 | 7.00%     | \$1,720.50 |
| 25000033  | Airway Management Trainer            | Laerdal | 25000033  | 9        | EA              | \$1,895.00 | 24.77%    | \$1,425.60 |
| 250-00101 | Trainer;Neonatal Intubation          | Laerdal | 250-00101 | 9        | EA              | \$520.50   | 15.00%    | \$442.43   |
| 250-00250 | Infant Airway Management Trnr        | Laerdal | 250-00250 | 9        | EA              | \$638.95   | 15.00%    | \$543.11   |
| 250-00350 | Lungs-Neonate Intub Trnr             | Laerdal | 250-00350 | 9        | EA              | \$10.85    | 15.00%    | \$9.22     |
| 250-00450 | Head;Neonate Intub-Std               | Laerdal | 250-00450 | 9        | EA              | \$432.50   | 15.00%    | \$367.63   |
| 250-00501 | Baby Umbi                            | Laerdal | 250-00501 | 9        | EA              | \$460.00   | 15.00%    | \$391.00   |
| 250-00650 | Base/Cover Assy;Neonate              | Laerdal | 250-00650 | 9        | EA              | \$147.95   | 15.00%    | \$125.76   |
| 250100    | Foam Block Holder                    | Laerdal | 250100    | 9        | EA              | \$28.95    | 15.00%    | \$24.61    |
| 250200    | Head Protector                       | Laerdal | 250200    | 9        | EA              | \$24.75    | 15.00%    | \$21.04    |
| 250-20150 | Body Part                            | Laerdal | 250-20150 | 9        | EA              | \$67.00    | 15.00%    | \$56.95    |
| 250-20250 | Lung/Stomach (pk 3)                  | Laerdal | 250-20250 | 9        | EA              | \$41.00    | 15.00%    | \$34.85    |
| 250-20350 | Assy;Base-Neonate Intub              | Laerdal | 250-20350 | 9        | EA              | \$82.50    | 15.00%    | \$70.13    |
| 250-20450 | Cover; NeoNate Intubation Trainer    | Laerdal | 250-20450 | 9        | EA              | \$61.95    | 15.00%    | \$52.66    |
| 250-21050 | Airway Lubricant (45 ML)             | Laerdal | 250-21050 | 9        | EA              | \$11.00    | 15.00%    | \$9.35     |
| 250300    | Practice Board Cpl. w/Loc            | Laerdal | 250300    | 9        | EA              | \$188.95   | 15.00%    | \$160.61   |
| 250400    | Left Lung                            | Laerdal | 250400    | 9        | EA              | \$49.50    | 15.00%    | \$42.08    |
| 250500    | Support Plate for Left Lung          | Laerdal | 250500    | 9        | EA              | \$13.95    | 15.00%    | \$11.86    |
| 250600    | Right Lung                           | Laerdal | 250600    | 9        | EA              | \$49.50    | 15.00%    | \$42.08    |

## Laerdal PL October 2011

| Item#     | ItemDesc                      | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|-----------|-------------------------------|---------|-----------|----------|-----------------|------------|-----------|------------|
| 250700    | Support Plate for Right Lung  | Laerdal | 250700    | 9        | EA              | \$13.95    | 15.00%    | \$11.86    |
| 250900    | Left Lung Tube w/Connect      | Laerdal | 250900    | 9        | EA              | \$27.85    | 15.00%    | \$23.67    |
| 251000    | Right Lung Tube w/Connect     | Laerdal | 251000    | 9        | EA              | \$27.85    | 15.00%    | \$23.67    |
| 251100    | Stomach Complete              | Laerdal | 251100    | 9        | EA              | \$52.50    | 15.00%    | \$44.63    |
| 251200    | Laryngospasm Simulator        | Laerdal | 251200    | 9        | EA              | \$25.75    | 15.00%    | \$21.89    |
| 251300    | Shoulder Bracket              | Laerdal | 251300    | 9        | EA              | \$9.75     | 15.00%    | \$8.29     |
| 251400    | Outer Shoulder Flange         | Laerdal | 251400    | 9        | EA              | \$20.55    | 15.00%    | \$17.47    |
| 251500    | Inner Shoulder Flange CP      | Laerdal | 251500    | 9        | EA              | \$40.00    | 15.00%    | \$34.00    |
| 251600    | Shoulder Piece                | Laerdal | 251600    | 9        | EA              | \$54.50    | 15.00%    | \$46.33    |
| 251700    | Sound Diaphragms and Tub      | Laerdal | 251700    | 9        | EA              | \$27.85    | 15.00%    | \$23.67    |
| 251800    | Revolving Shoulder Disk       | Laerdal | 251800    | 9        | EA              | \$16.25    | 15.00%    | \$13.81    |
| 251900    | Shoulder Skin                 | Laerdal | 251900    | 9        | EA              | \$39.00    | 15.00%    | \$33.15    |
| 252000    | Head Skin & Airways, Cpl      | Laerdal | 252000    | 9        | EA              | \$772.50   | 15.00%    | \$656.63   |
| 252005    | Skilmaster Head Skin/Air      | Laerdal | 252005    | 9        | EA              | \$749.00   | 15.00%    | \$636.65   |
| 252010    | Teeth w/Audio Signal Dev      | Laerdal | 252010    | 9        | EA              | \$60.95    | 15.00%    | \$51.81    |
| 252090    | Airway Lubricant              | Laerdal | 252090    | 9        | EA              | \$13.50    | 15.00%    | \$11.48    |
| 252100    | Larynx Cp. w/Screws & Spa     | Laerdal | 252100    | 9        | EA              | \$28.95    | 15.00%    | \$24.61    |
| 252200    | Skull Complete                | Laerdal | 252200    | 9        | EA              | \$293.50   | 15.00%    | \$249.48   |
| 252300    | Lower Jaw                     | Laerdal | 252300    | 9        | EA              | \$110.50   | 15.00%    | \$93.93    |
| 252400    | Neck Complete                 | Laerdal | 252400    | 9        | EA              | \$484.50   | 15.00%    | \$411.83   |
| 252500    | Airway Anatomic Demonstration | Laerdal | 252500    | 9        | EA              | \$162.75   | 15.00%    | \$138.34   |
| 252600    | Cleaning Kit Complete         | Laerdal | 252600    | 9        | EA              | \$155.95   | 15.00%    | \$132.56   |
| 252800    | Concentrated Simulated V      | Laerdal | 252800    | 9        | EA              | \$34.95    | 15.00%    | \$29.71    |
| 255-00001 | Pediatric Intub Trainer       | Laerdal | 255-00001 | 9        | EA              | \$1,225.75 | 15.00%    | \$1,041.89 |
| 255-00250 | Skin: Chest-Pedi Int-Std      | Laerdal | 255-00250 | 9        | EA              | \$96.00    | 15.00%    | \$81.60    |
| 260-00001 | AT Kelly Torso                | Laerdal | 260-00001 | 9        | EA              | \$2,116.00 | 15.00%    | \$1,798.60 |
| 260-00150 | Skin;Chest-ACLS Bsc-Std       | Laerdal | 260-00150 | 9        | EA              | \$130.00   | 15.00%    | \$110.50   |
| 260010    | Heartsim 200                  | Laerdal | 260010    | 9        | EA              | \$1,187.00 | 15.00%    | \$1,008.95 |
| 26003001  | Heartsim 4000                 | Laerdal | 26003001  | 9        | EA              | \$2,310.00 | 15.00%    | \$1,963.50 |
| 260-05001 | Pneumothorax Trainer          | Laerdal | 260-05001 | 9        | EA              | \$1,055.00 | 15.00%    | \$896.75   |
| 260-05250 | Assy;Torso-Pneumothorax       | Laerdal | 260-05250 | 9        | EA              | \$990.00   | 15.00%    | \$841.50   |
| 261000    | Softpack, Heartsim 200        | Laerdal | 261000    | 9        | EA              | \$36.00    | 15.00%    | \$30.60    |

## Laerdal PL October 2011

| Item#        | ItemDesc                     | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|--------------|------------------------------|---------|--------------|----------|-----------------|-------------|-----------|-------------|
| 261-00001    | Head;Deluxe Difficult Airway | Laerdal | 261-00001    | 9        | EA              | \$1,470.95  | 15.00%    | \$1,250.31  |
| 261-00101    | Head;Difficult Airway        | Laerdal | 261-00101    | 9        | EA              | \$1,200.00  | 15.00%    | \$1,020.00  |
| 261-01001    | Cricoid Stick Simul-Std      | Laerdal | 261-01001    | 9        | EA              | \$494.50    | 15.00%    | \$420.33    |
| 261-01150    | Trach;Rigid w/Lung-Std       | Laerdal | 261-01150    | 9        | EA              | \$25.75     | 15.00%    | \$21.89     |
| 261-01250    | Trach;Soft w/Lung-Std        | Laerdal | 261-01250    | 9        | EA              | \$25.75     | 15.00%    | \$21.89     |
| 261-01350    | Skin;Neck-Cric Head-Std      | Laerdal | 261-01350    | 9        | EA              | \$20.55     | 15.00%    | \$17.47     |
| 261-02150    | Case;Mr. Hurt/IM Hip         | Laerdal | 261-02150    | 9        | EA              | \$115.00    | 15.00%    | \$97.75     |
| 262-00001    | Femoral Access Trainer       | Laerdal | 262-00001    | 9        | EA              | \$610.00    | 15.00%    | \$518.50    |
| 262-00150    | Simulated Blood-Blue         | Laerdal | 262-00150    | 9        | EA              | \$17.00     | 15.00%    | \$14.45     |
| 262-00250    | Skin;Femoral Access-Std      | Laerdal | 262-00250    | 9        | EA              | \$200.00    | 15.00%    | \$170.00    |
| 262-00350    | Repl. Vein                   | Laerdal | 262-00350    | 9        | EA              | \$40.00     | 15.00%    | \$34.00     |
| 262-00450    | Repl. Artery                 | Laerdal | 262-00450    | 9        | EA              | \$40.00     | 15.00%    | \$34.00     |
| 263001       | Remote Control               | Laerdal | 263001       | 9        | EA              | \$153.00    | 15.00%    | \$130.05    |
| 263005       | Link Box                     | Laerdal | 263005       | 9        | EA              | \$827.00    | 15.00%    | \$702.95    |
| 270-00001    | Kit: Arm-Mltivein AM-Std     | Laerdal | 270-00001    | 9        | EA              | \$600.00    | 15.00%    | \$510.00    |
| 270-05001    | Hand;Standard IV Trnr        | Laerdal | 270-05001    | 9        | EA              | \$158.00    | 15.00%    | \$134.30    |
| 270-10001    | Hand;Deluxe IV               | Laerdal | 270-10001    | 9        | EA              | \$155.00    | 15.00%    | \$131.75    |
| 270-10101    | Elbow;Deluxe IV-Std          | Laerdal | 270-10101    | 9        | EA              | \$200.00    | 15.00%    | \$170.00    |
| 270-10201    | Arm;IV-Dlx Latex-Std         | Laerdal | 270-10201    | 9        | EA              | \$310.00    | 15.00%    | \$263.50    |
| 275-00001    | BTLS Victim Injury Set       | Laerdal | 275-00001    | 9        | EA              | \$2,315.00  | 15.00%    | \$1,967.75  |
| 275-00250    | Module; Ext Jugular - Std    | Laerdal | 275-00250    | 9        | EA              | \$88.00     | 15.00%    | \$74.80     |
| 275-10001    | Trauma Make Up               | Laerdal | 275-10001    | 9        | EA              | \$210.00    | 15.00%    | \$178.50    |
| 276-00001    | Wnds; Advanced Trauma - Std  | Laerdal | 276-00001    | 9        | EA              | \$2,315.00  | 15.00%    | \$1,967.75  |
| 276-10001    | Trauma Module Set            | Laerdal | 276-10001    | 9        | EA              | \$1,130.00  | 15.00%    | \$960.50    |
| 276-15001    | Simulated NBC Module         | Laerdal | 276-15001    | 9        | EA              | \$1,227.00  | 15.00%    | \$1,042.95  |
| 276-15550    | Liquid Soap (12 oz)          | Laerdal | 276-15550    | 9        | EA              | \$15.00     | 15.00%    | \$12.75     |
| 276-15650    | Sack;Ruck-Med OD Green       | Laerdal | 276-15650    | 9        | EA              | \$182.00    | 15.00%    | \$154.70    |
| 276-16001    | Simulated Smallpox Module    | Laerdal | 276-16001    | 9        | EA              | \$130.00    | 15.00%    | \$110.50    |
| 277-00001    | Pediatric Trauma Modules     | Laerdal | 277-00001    | 9        | EA              | \$1,159.00  | 15.00%    | \$985.15    |
| 277-00150    | Powder Baby                  | Laerdal | 277-00150    | 9        | EA              | \$8.50      | 15.00%    | \$7.23      |
| 280-00001    | System; Virtual IV           | Laerdal | 280-00001    | 9        | EA              | \$11,000.00 | 8.00%     | \$10,120.00 |
| 280-00001EXW | Ext Warranty Virtual IV      | Laerdal | 280-00001EXW | 9        | EA              | \$1,182.00  | 8.00%     | \$1,087.44  |

## Laerdal PL October 2011

| Item#        | ItemDesc                             | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|--------------|--------------------------------------|---------|--------------|----------|-----------------|-------------|-----------|-------------|
| 280-00001LNR | Virtual IV Adult Loaner Program      | Laerdal | 280-00001LNR | 9        | EA              | \$470.00    | 8.00%     | \$432.40    |
| 280-00101    | PC; Basic IV                         | Laerdal | 280-00101    | 9        | EA              | \$2,100.00  | 8.00%     | \$1,932.00  |
| 280-00201    | PC- Basic Laptop-VIV                 | Laerdal | 280-00201    | 9        | EA              | \$3,500.00  | 8.00%     | \$3,220.00  |
| 280-02150    | Catheter; VIV                        | Laerdal | 280-02150    | 9        | EA              | \$275.00    | 8.00%     | \$253.00    |
| 280-02250    | Assy;Needle-VIV                      | Laerdal | 280-02250    | 9        | EA              | \$600.00    | 8.00%     | \$552.00    |
| 280-02450    | Tether; Catheter-VIV                 | Laerdal | 280-02450    | 9        | EA              | \$35.00     | 8.00%     | \$32.20     |
| 280-02650    | Supply;Power-HD VIV                  | Laerdal | 280-02650    | 9        | EA              | \$200.00    | 8.00%     | \$184.00    |
| 280-02950    | PCB;Main-HD VIV                      | Laerdal | 280-02950    | 9        | EA              | \$651.00    | 8.00%     | \$598.92    |
| 280-03350    | Assy;Needlestick-VIV                 | Laerdal | 280-03350    | 9        | EA              | \$35.00     | 8.00%     | \$32.20     |
| 280-03550    | Stand;Needle VIV                     | Laerdal | 280-03550    | 9        | EA              | \$50.00     | 8.00%     | \$46.00     |
| 280-03750    | Strap;Packaging-HD VIV               | Laerdal | 280-03750    | 9        | EA              | \$30.00     | 8.00%     | \$27.60     |
| 280-04201    | VIV 2 Inhospital Module              | Laerdal | 280-04201    | 9        | EA              | \$2,625.00  | 8.00%     | \$2,415.00  |
| 280-04301    | VIV 2 Prehospital Module             | Laerdal | 280-04301    | 9        | EA              | \$2,625.00  | 8.00%     | \$2,415.00  |
| 280-04401    | VIV 2 Military Module                | Laerdal | 280-04401    | 9        | EA              | \$2,625.00  | 8.00%     | \$2,415.00  |
| 280-04501    | VIV 2 Anatomical Viewer              | Laerdal | 280-04501    | 9        | EA              | \$550.00    | 8.00%     | \$506.00    |
| 280-04601    | Virtual IV Upgrade Kit               | Laerdal | 280-04601    | 9        | EA              | \$4,200.00  | 8.00%     | \$3,864.00  |
| 280-10050    | Infant Virtual IV                    | Laerdal | 280-10050    | 9        | EA              | \$11,000.00 | 8.00%     | \$10,120.00 |
| 280-10050EXW | Infant Virtual IV Ext Warranty (1yr) | Laerdal | 280-10050EXW | 9        | EA              | \$1,182.00  | 8.00%     | \$1,087.44  |
| 280-10050LNR | Virtual IV Infant Loaner Program     | Laerdal | 280-10050LNR | 9        | EA              | \$470.00    | 8.00%     | \$432.40    |
| 280-13001    | IVIV 2 Inhospital Module             | Laerdal | 280-13001    | 9        | EA              | \$2,625.00  | 8.00%     | \$2,415.00  |
| 280-13101    | IVIV 2 Prehospital Module            | Laerdal | 280-13101    | 9        | EA              | \$2,625.00  | 8.00%     | \$2,415.00  |
| 280-13201    | IVIV Anatomical Viewer               | Laerdal | 280-13201    | 9        | EA              | \$550.00    | 8.00%     | \$506.00    |
| 280-20001    | Virtual Phlebotomy Sys               | Laerdal | 280-20001    | 9        | EA              | \$11,000.00 | 8.00%     | \$10,120.00 |
| 280-20001EXW | Virtual Phlebotomy Ext Warranty      | Laerdal | 280-20001EXW | 9        | EA              | \$1,182.00  | 8.00%     | \$1,087.44  |
| 280-20101    | Virtual Phlebotomy Upgrade Kit       | Laerdal | 280-20101    | 9        | EA              | \$4,200.00  | 8.00%     | \$3,864.00  |
| 280-22401    | Phlebotomy Inhospital Module         | Laerdal | 280-22401    | 9        | EA              | \$2,625.00  | 8.00%     | \$2,415.00  |
| 280-22501    | Phlebotomy Anatomical Viewer         | Laerdal | 280-22501    | 9        | EA              | \$550.00    | 8.00%     | \$506.00    |
| 290100       | Torso Shell                          | Laerdal | 290100       | 9        | EA              | \$468.00    | 15.00%    | \$397.80    |
| 290101       | Head to Shell Coupling               | Laerdal | 290101       | 9        | EA              | \$24.00     | 15.00%    | \$20.40     |
| 290103       | Compression Pad                      | Laerdal | 290103       | 9        | EA              | \$8.40      | 15.00%    | \$7.14      |
| 290104       | Cylinder Piece w/5 Screws            | Laerdal | 290104       | 9        | EA              | \$27.00     | 15.00%    | \$22.95     |
| 290105       | Back Plate                           | Laerdal | 290105       | 9        | EA              | \$152.00    | 15.00%    | \$129.20    |

## Laerdal PL October 2011

| Item#  | ItemDesc                  | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|--------|---------------------------|---------|----------|----------|-----------------|------------|-----------|------------|
| 290109 | Retainer Set/Lower Body   | Laerdal | 290109   | 9        | EA              | \$15.75    | 15.00%    | \$13.39    |
| 290203 | Defib Chest Skin w/Elect  | Laerdal | 290203   | 9        | EA              | \$2,386.00 | 15.00%    | \$2,028.10 |
| 290210 | Chest Skin ALS            | Laerdal | 290210   | 9        | EA              | \$146.00   | 15.00%    | \$124.10   |
| 290211 | Chest Skin                | Laerdal | 290211   | 9        | EA              | \$144.00   | 15.00%    | \$122.40   |
| 290230 | Chest Skin w/ 4 Lead ECG  | Laerdal | 290230   | 9        | EA              | \$1,497.00 | 15.00%    | \$1,272.45 |
| 290300 | Head, Basic Model         | Laerdal | 290300   | 9        | EA              | \$568.00   | 15.00%    | \$482.80   |
| 290303 | Head Complete w/ Pulse    | Laerdal | 290303   | 9        | EA              | \$792.00   | 15.00%    | \$673.20   |
| 290310 | Neck w/ Pulse Units       | Laerdal | 290310   | 9        | EA              | \$377.00   | 15.00%    | \$320.45   |
| 290330 | Head CPL ALS Skillmaster  | Laerdal | 290330   | 9        | EA              | \$1,197.00 | 15.00%    | \$1,017.45 |
| 290400 | Left Arm ALS Trainer      | Laerdal | 290400   | 9        | EA              | \$202.00   | 15.00%    | \$171.70   |
| 290600 | Lung Plate                | Laerdal | 290600   | 9        | EA              | \$198.00   | 15.00%    | \$168.30   |
| 290602 | Airway Valve Housing      | Laerdal | 290602   | 9        | EA              | \$57.00    | 15.00%    | \$48.45    |
| 290603 | Airway Valve Base         | Laerdal | 290603   | 9        | EA              | \$19.00    | 15.00%    | \$16.15    |
| 290604 | Upper Airway Tubes (Pair) | Laerdal | 290604   | 9        | EA              | \$24.00    | 15.00%    | \$20.40    |
| 290605 | Comp/Vent Sensor Unit     | Laerdal | 290605   | 9        | EA              | \$687.00   | 15.00%    | \$583.95   |
| 290607 | Lung Plate Socket         | Laerdal | 290607   | 9        | EA              | \$72.00    | 15.00%    | \$61.20    |
| 290700 | Lung Basic Model          | Laerdal | 290700   | 9        | EA              | \$24.00    | 15.00%    | \$20.40    |
| 290900 | Esophageal Tube           | Laerdal | 290900   | 9        | EA              | \$70.00    | 15.00%    | \$59.50    |
| 291000 | Stomach                   | Laerdal | 291000   | 9        | EA              | \$18.00    | 15.00%    | \$15.30    |
| 291100 | Stomach Pad               | Laerdal | 291100   | 9        | EA              | \$113.00   | 15.00%    | \$96.05    |
| 291200 | Dist Brd w/Comp           | Laerdal | 291200   | 9        | EA              | \$202.00   | 15.00%    | \$171.70   |
| 291201 | Cables (PR) Load Box      | Laerdal | 291201   | 9        | EA              | \$24.00    | 15.00%    | \$20.40    |
| 291205 | Strain Relief Clip        | Laerdal | 291205   | 9        | EA              | \$19.00    | 15.00%    | \$16.15    |
| 291206 | Mounting Strap for ALS C  | Laerdal | 291206   | 9        | EA              | \$12.50    | 15.00%    | \$10.63    |
| 291207 | Cable from Load Box       | Laerdal | 291207   | 9        | EA              | \$18.00    | 15.00%    | \$15.30    |
| 291212 | Cable Heartsim 200        | Laerdal | 291212   | 9        | EA              | \$97.00    | 15.00%    | \$82.45    |
| 291230 | Umr Cpl w/Electronics     | Laerdal | 291230   | 9        | EA              | \$1,497.00 | 15.00%    | \$1,272.45 |
| 291235 | Cable ALS to Link Box     | Laerdal | 291235   | 9        | EA              | \$132.00   | 15.00%    | \$112.20   |
| 291240 | Valve Board Cpl, ALS      | Laerdal | 291240   | 9        | EA              | \$198.00   | 15.00%    | \$168.30   |
| 291700 | ALS Program Module        | Laerdal | 291700   | 9        | EA              | \$225.00   | 15.00%    | \$191.25   |
| 291805 | DFU, Skilltrainer         | Laerdal | 291805   | 9        | EA              | \$21.00    | 15.00%    | \$17.85    |
| 292200 | ALS Trainer Case          | Laerdal | 292200   | 9        | EA              | \$296.00   | 15.00%    | \$251.60   |

## Laerdal PL October 2011

| Item#        | ItemDesc                                 | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|--------------|--|---------|--------------|----------|-----------------|------------|-----------|------------|
| 293000       | Syncro Pulse Gen for ALS                 | Laerdal | 293000       | 9        | EA              | \$630.00   | 15.00%    | \$535.50   |
| 293100       | Sanitation Kit f/ Upper                  | Laerdal | 293100       | 9        | EA              | \$109.00   | 15.00%    | \$92.65    |
| 293200       | Laryngospasm Syringe                     | Laerdal | 293200       | 9        | EA              | \$18.00    | 15.00%    | \$15.30    |
| 293300       | Lower Body f/ALS Trainer                 | Laerdal | 293300       | 9        | EA              | \$256.00   | 15.00%    | \$217.60   |
| 300-00150    | Thigh Pad Adult - Std                    | Laerdal | 300-00150    | 9        | EA              | \$34.00    | 15.00%    | \$28.90    |
| 300-00250    | Vent/Gluteal Pad-Adult Male-Std          | Laerdal | 300-00250    | 9        | EA              | \$25.00    | 15.00%    | \$21.25    |
| 300-00350    | Gluteal Pad - Adult Male - Std           | Laerdal | 300-00350    | 9        | EA              | \$25.00    | 15.00%    | \$21.25    |
| 300-00450    | Anal Valves/Clamp Set Adult              | Laerdal | 300-00450    | 9        | EA              | \$44.00    | 15.00%    | \$37.40    |
| 300-00550    | Urinary Valve/Clamp Set Adult            | Laerdal | 300-00550    | 9        | EA              | \$44.00    | 15.00%    | \$37.40    |
| 300-00750    | Simulated Blood                          | Laerdal | 300-00750    | 9        | EA              | \$17.00    | 15.00%    | \$14.45    |
| 300-00850    | Trach Plug - Adult Std                   | Laerdal | 300-00850    | 9        | EA              | \$10.50    | 15.00%    | \$8.93     |
| 300-00950    | Upper/Lower Denture Set                  | Laerdal | 300-00950    | 9        | EA              | \$36.00    | 15.00%    | \$30.60    |
| 300-01050    | Wnds;Nursing Kelly-Std                   | Laerdal | 300-01050    | 9        | EA              | \$1,653.00 | 15.00%    | \$1,405.05 |
| 300-05050    | Nursing Kelly (VS Capable)               | Laerdal | 300-05050    | 9        | EA              | \$4,195.00 | 15.00%    | \$3,565.75 |
| 300-05050B   | Nursing Kelly Dark Skin(VS Capable)      | Laerdal | 300-05050B   | 9        | EA              | \$4,195.00 | 15.00%    | \$3,565.75 |
| 300-05050EXW | Nursing Kelly VS Capable Ext Warranty    | Laerdal | 300-05050EXW | 9        | EA              | \$390.00   | 9.00%     | \$354.90   |
| 300-05050LNR | Nursing Kelly VS Loaner Program          | Laerdal | 300-05050LNR | 9        | EA              | \$470.00   | 9.00%     | \$427.70   |
| 300-05050T   | Nursing Kelly Tan Skin(VS Capable)       | Laerdal | 300-05050T   | 9        | EA              | \$4,195.00 | 15.00%    | \$3,565.75 |
| 300112       | Connector, 6 Pins                        | Laerdal | 300112       | 9        | EA              | \$18.00    | 15.00%    | \$15.30    |
| 300-20050    | Nursing Kelly (Non VS Capable)           | Laerdal | 300-20050    | 9        | EA              | \$2,567.00 | 15.00%    | \$2,181.95 |
| 300-20050B   | Nursing Kelly Dark Skin (Non VS Capable) | Laerdal | 300-20050B   | 9        | EA              | \$2,567.00 | 15.00%    | \$2,181.95 |
| 300-20050T   | Nursing Kelly Tan Skin (Non VS Capable)  | Laerdal | 300-20050T   | 9        | EA              | \$2,567.00 | 15.00%    | \$2,181.95 |
| 300502       | Outer Pulse Collar w/ Adapt              | Laerdal | 300502       | 9        | EA              | \$50.00    | 15.00%    | \$42.50    |
| 300503       | Inner Pulse Collar                       | Laerdal | 300503       | 9        | EA              | \$25.00    | 15.00%    | \$21.25    |
| 300504       | Pulse Collar Pad                         | Laerdal | 300504       | 9        | EA              | \$12.50    | 15.00%    | \$10.63    |
| 300505       | Cable with Sensor Unit                   | Laerdal | 300505       | 9        | EA              | \$162.00   | 15.00%    | \$137.70   |
| 300600       | Chest Cover Complete                     | Laerdal | 300600       | 9        | EA              | \$348.00   | 15.00%    | \$295.80   |
| 300601       | Inner Part-Chest Cover W/S               | Laerdal | 300601       | 9        | EA              | \$156.00   | 15.00%    | \$132.60   |
| 300602       | Connection Cable w/ Plug                 | Laerdal | 300602       | 9        | EA              | \$43.00    | 15.00%    | \$36.55    |
| 300700       | Lung Plate                               | Laerdal | 300700       | 9        | EA              | \$50.00    | 15.00%    | \$42.50    |
| 300802       | Cylinder Piece w/ Screws                 | Laerdal | 300802       | 9        | EA              | \$50.00    | 15.00%    | \$42.50    |
| 301-00001    | Patient Kelly                            | Laerdal | 301-00001    | 9        | EA              | \$2,035.00 | 15.00%    | \$1,729.75 |

## Laerdal PL October 2011

| Item#     | ItemDesc                                  | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|-----------|---|---------|-----------|----------|-----------------|------------|-----------|------------|
| 301005    | SRA Recording Paper                       | Laerdal | 301005    | 9        | EA              | \$48.00    | 15.00%    | \$40.80    |
| 302-00001 | Convalescent Kelly                        | Laerdal | 302-00001 | 9        | EA              | \$1,310.00 | 15.00%    | \$1,113.50 |
| 302101    | Neck with Sensors                         | Laerdal | 302101    | 9        | EA              | \$98.00    | 15.00%    | \$83.30    |
| 31000501  | Resusci Anne Torso Basic w/Hard Case      | Laerdal | 31000501  | 9        | EA              | \$788.00   | 15.00%    | \$669.80   |
| 31000601  | RA Torso Basic w/Soft Pack                | Laerdal | 31000601  | 9        | EA              | \$620.00   | 15.00%    | \$527.00   |
| 31001501  | RA Torso Skillguide w/HC                  | Laerdal | 31001501  | 9        | EA              | \$1,250.00 | 15.00%    | \$1,062.50 |
| 31001601  | RA Torso Skillguide w/Soft Pack           | Laerdal | 31001601  | 9        | EA              | \$1,187.00 | 15.00%    | \$1,008.95 |
| 31002501  | RA Torso Skillreporter w/HC               | Laerdal | 31002501  | 9        | EA              | \$2,604.00 | 15.00%    | \$2,213.40 |
| 31002601  | RA Torso Sklrprtr w/HC w/oSklrprtr        | Laerdal | 31002601  | 9        | EA              | \$2,037.00 | 15.00%    | \$1,731.45 |
| 31003501  | RA Full Body Basic w/HC                   | Laerdal | 31003501  | 9        | EA              | \$1,124.00 | 15.00%    | \$955.40   |
| 31004501  | RA FB Skillguide w/ Hard Case             | Laerdal | 31004501  | 9        | EA              | \$1,418.00 | 15.00%    | \$1,205.30 |
| 31005501  | RA Torso FB Skillreporter w/ HC           | Laerdal | 31005501  | 9        | EA              | \$2,919.00 | 15.00%    | \$2,481.15 |
| 31005601  | RA FB Sklrprtr w/HC w/o Skillreporter     | Laerdal | 31005601  | 9        | EA              | \$2,415.00 | 15.00%    | \$2,052.75 |
| 310200    | Head CPL Basic                            | Laerdal | 310200    | 9        | EA              | \$147.00   | 15.00%    | \$124.95   |
| 310201    | Moulded Hair                              | Laerdal | 310201    | 9        | EA              | \$22.00    | 15.00%    | \$18.70    |
| 310210    | Face Masks Plain                          | Laerdal | 310210    | 9        | EA              | \$53.00    | 15.00%    | \$45.05    |
| 310215    | Face Dark Skin (pk 6)                     | Laerdal | 310215    | 9        | EA              | \$53.00    | 15.00%    | \$45.05    |
| 310220    | Face Masks Decorated                      | Laerdal | 310220    | 9        | EA              | \$99.00    | 15.00%    | \$84.15    |
| 310300    | New Arms/Soft Legs                        | Laerdal | 310300    | 9        | EA              | \$314.00   | 15.00%    | \$266.90   |
| 310310    | Lower Body Qty 1                          | Laerdal | 310310    | 9        | EA              | \$160.00   | 15.00%    | \$136.00   |
| 310320    | Right Arm Qty. 1                          | Laerdal | 310320    | 9        | EA              | \$36.00    | 15.00%    | \$30.60    |
| 310321    | Fastening Bolt f/Arm X2                   | Laerdal | 310321    | 9        | EA              | \$13.50    | 15.00%    | \$11.48    |
| 310330    | Left Arm Qty.1                            | Laerdal | 310330    | 9        | EA              | \$36.00    | 15.00%    | \$30.60    |
| 310340    | Adapter f/ Lower Body                     | Laerdal | 310340    | 9        | EA              | \$71.00    | 15.00%    | \$60.35    |
| 310341    | Fastening Bolt Qty.1                      | Laerdal | 310341    | 9        | EA              | \$21.00    | 15.00%    | \$17.85    |
| 310345    | Soft Stomach                              | Laerdal | 310345    | 9        | EA              | \$46.00    | 15.00%    | \$39.10    |
| 310350    | Jacket & Trousers                         | Laerdal | 310350    | 9        | EA              | \$102.00   | 15.00%    | \$86.70    |
| 310351    | Jacket                                    | Laerdal | 310351    | 9        | EA              | \$70.00    | 15.00%    | \$59.50    |
| 310352    | Trousers Qty. 1                           | Laerdal | 310352    | 9        | EA              | \$36.00    | 15.00%    | \$30.60    |
| 310500    | Sensor Unit Cpl for Skillreporter Manikin | Laerdal | 310500    | 9        | EA              | \$190.00   | 15.00%    | \$161.50   |
| 310600    | Main Board RA                             | Laerdal | 310600    | 9        | EA              | \$522.00   | 15.00%    | \$443.70   |
| 310650    | Manikin Keyboard                          | Laerdal | 310650    | 9        | EA              | \$123.00   | 15.00%    | \$104.55   |

## Laerdal PL October 2011

| Item#     | ItemDesc                             | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|-----------|--------------------------------------|---------|-----------|----------|-----------------|------------|-----------|------------|
| 311000    | Skillreporter Update Kit             | Laerdal | 311000    | 9        | EA              | \$2,425.00 | 15.00%    | \$2,061.25 |
| 312000    | Rescue Module w/Soft Pack            | Laerdal | 312000    | 9        | EA              | \$939.00   | 15.00%    | \$798.15   |
| 312009    | Softpack for Arm/Leg                 | Laerdal | 312009    | 9        | EA              | \$83.00    | 15.00%    | \$70.55    |
| 312025    | IV Arm                               | Laerdal | 312025    | 9        | EA              | \$632.00   | 15.00%    | \$537.20   |
| 312029    | Skin/Vein:MV Arm Am -Std             | Laerdal | 312029    | 9        | EA              | \$180.00   | 15.00%    | \$153.00   |
| 312050    | First Aid/Trauma Module w/ Soft      | Laerdal | 312050    | 9        | EA              | \$1,121.00 | 15.00%    | \$952.85   |
| 312051    | Trauma; RAMS Lower Body              | Laerdal | 312051    | 9        | EA              | \$898.00   | 15.00%    | \$763.30   |
| 312052    | Leg;Lft Adultw/Wnds-Std              | Laerdal | 312052    | 9        | EA              | \$533.00   | 15.00%    | \$453.05   |
| 312053    | Leg; Rt-Adultw/Wnds-Std              | Laerdal | 312053    | 9        | EA              | \$533.00   | 15.00%    | \$453.05   |
| 312054    | Arm;Left-RAMS Wound Std              | Laerdal | 312054    | 9        | EA              | \$345.00   | 15.00%    | \$293.25   |
| 312055    | Arm;Rt-RAMS Wound Std                | Laerdal | 312055    | 9        | EA              | \$347.00   | 15.00%    | \$294.95   |
| 312056    | Pelvis; Resusci Anne                 | Laerdal | 312056    | 9        | EA              | \$78.00    | 15.00%    | \$66.30    |
| 31500001  | Skillreporter Unit                   | Laerdal | 31500001  | 9        | EA              | \$531.00   | 15.00%    | \$451.35   |
| 315001    | Paper Cover                          | Laerdal | 315001    | 9        | EA              | \$12.50    | 15.00%    | \$10.63    |
| 315005    | Cable Skillreporter                  | Laerdal | 315005    | 9        | EA              | \$72.00    | 15.00%    | \$61.20    |
| 315010    | Protecting Pouch                     | Laerdal | 315010    | 9        | EA              | \$22.00    | 15.00%    | \$18.70    |
| 315050    | Paper for Skillreporter (pk 5)       | Laerdal | 315050    | 9        | EA              | \$26.00    | 15.00%    | \$22.10    |
| 316000    | RA Airway Trainer Basic              | Laerdal | 316000    | 9        | EA              | \$760.00   | 15.00%    | \$646.00   |
| 316200    | RA Airway Skillreporter              | Laerdal | 316200    | 9        | EA              | \$1,014.00 | 15.00%    | \$861.90   |
| 317000    | PC Skillreporting System             | Laerdal | 317000    | 9        | EA              | \$254.00   | 15.00%    | \$215.90   |
| 32002501  | RA CPR-D Torso w/ Hard Case          | Laerdal | 32002501  | 9        | EA              | \$3,633.00 | 15.00%    | \$3,088.05 |
| 32005501  | RA CPR-D Full Body w/Hard Case       | Laerdal | 32005501  | 9        | EA              | \$3,948.00 | 15.00%    | \$3,355.80 |
| 32006001  | AED RA Torso Skillguide              | Laerdal | 32006001  | 9        | EA              | \$1,628.00 | 15.00%    | \$1,383.80 |
| 32007001  | AED RA Torso                         | Laerdal | 32007001  | 9        | EA              | \$2,951.00 | 15.00%    | \$2,508.35 |
| 320071    | AED RA Torso                         | Laerdal | 320071    | 9        | EA              | \$2,499.00 | 15.00%    | \$2,124.15 |
| 32008001  | AED RA Skillguide Full Body          | Laerdal | 32008001  | 9        | EA              | \$1,943.00 | 15.00%    | \$1,651.55 |
| 32009001  | AED RA Skillreporter Full Body       | Laerdal | 32009001  | 9        | EA              | \$3,266.00 | 15.00%    | \$2,776.10 |
| 320200    | Defib Chest Skin                     | Laerdal | 320200    | 9        | EA              | \$1,074.00 | 15.00%    | \$912.90   |
| 321000    | Defib Update Kit Basic/Skillguide    | Laerdal | 321000    | 9        | EA              | \$3,574.00 | 15.00%    | \$3,037.90 |
| 321010    | Defib Update Kit Skillreporter       | Laerdal | 321010    | 9        | EA              | \$2,553.00 | 15.00%    | \$2,170.05 |
| 325-00150 | Pad;Ventral/Gluteal-Std Adult Female | Laerdal | 325-00150 | 9        | EA              | \$25.00    | 15.00%    | \$21.25    |
| 325-00250 | Pad;Dorsal/Gluteal-Std Adult Female  | Laerdal | 325-00250 | 9        | EA              | \$25.00    | 15.00%    | \$21.25    |

## Laerdal PL October 2011

| Item#        | ItemDesc                                  | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|--------------|---|---------|--------------|----------|-----------------|------------|-----------|------------|
| 325-00350    | Skin/Vein; MV Arm Af-Std                  | Laerdal | 325-00350    | 9        | EA              | \$175.00   | 15.00%    | \$148.75   |
| 325-00450    | Fundus Skills and Assessment              | Laerdal | 325-00450    | 9        | EA              | \$448.00   | 15.00%    | \$380.80   |
| 325-00550    | Wnds;Nursing Anne-Std                     | Laerdal | 325-00550    | 9        | EA              | \$1,733.00 | 15.00%    | \$1,473.05 |
| 325-00650    | Upgrade;Mastectomy-Std                    | Laerdal | 325-00650    | 9        | EA              | \$448.00   | 15.00%    | \$380.80   |
| 325-00750    | Breast Exam Module                        | Laerdal | 325-00750    | 9        | EA              | \$623.00   | 15.00%    | \$529.55   |
| 325-01250    | Arm;BP-VitalSim AF-Std                    | Laerdal | 325-01250    | 9        | EA              | \$1,388.00 | 15.00%    | \$1,179.80 |
| 325-02650    | Pelvis; No Brdge - Std                    | Laerdal | 325-02650    | 9        | EA              | \$226.00   | 15.00%    | \$192.10   |
| 325-05050    | Nursing Anne (VS Capable)                 | Laerdal | 325-05050    | 9        | EA              | \$4,452.00 | 15.00%    | \$3,784.20 |
| 325-05050B   | Nursing Anne Dark Skin(VS Capable)        | Laerdal | 325-05050B   | 9        | EA              | \$4,452.00 | 15.00%    | \$3,784.20 |
| 325-05050EXW | Nursing Anne VS Capable Extended Warranty | Laerdal | 325-05050EXW | 9        | EA              | \$440.00   | 9.00%     | \$400.40   |
| 325-05050LNR | Nursing Anne VS Capable Loaner Program    | Laerdal | 325-05050LNR | 9        | EA              | \$470.00   | 9.00%     | \$427.70   |
| 325-05050T   | Nursing Anne Tan Skin(VS Capable)         | Laerdal | 325-05050T   | 9        | EA              | \$4,452.00 | 15.00%    | \$3,784.20 |
| 325-20050    | Nursing Anne (Non VS Capable)             | Laerdal | 325-20050    | 9        | EA              | \$2,817.00 | 15.00%    | \$2,394.45 |
| 325-20050B   | Nursing Anne Dark Skin(Non VS Capable)    | Laerdal | 325-20050B   | 9        | EA              | \$2,817.00 | 15.00%    | \$2,394.45 |
| 325-20050T   | Nursing Anne Tan Skin(Non VS Capable)     | Laerdal | 325-20050T   | 9        | EA              | \$2,817.00 | 15.00%    | \$2,394.45 |
| 325-31001    | Patient Anne Manikin                      | Laerdal | 325-31001    | 9        | EA              | \$1,472.00 | 15.00%    | \$1,251.20 |
| 350-00150    | Valve/Clamp Set                           | Laerdal | 350-00150    | 9        | EA              | \$82.00    | 15.00%    | \$69.70    |
| 350-05050    | Nursing Kid (VS Capable)                  | Laerdal | 350-05050    | 9        | EA              | \$2,373.00 | 15.00%    | \$2,017.05 |
| 350-05050B   | Nursing Kid Dark Skin (VS Capable)        | Laerdal | 350-05050B   | 9        | EA              | \$2,373.00 | 15.00%    | \$2,017.05 |
| 350-05050EXW | Nursing Kid VS Capable Extended Warranty  | Laerdal | 350-05050EXW | 9        | EA              | \$245.00   | 9.00%     | \$222.95   |
| 350-05050LNR | Nursing Kid VS Capable Loaner Program     | Laerdal | 350-05050LNR | 9        | EA              | \$470.00   | 9.00%     | \$427.70   |
| 350-05050T   | Nursing Kid Tan Skin (VS Capable)         | Laerdal | 350-05050T   | 9        | EA              | \$2,373.00 | 15.00%    | \$2,017.05 |
| 350-10050    | Nursing Kid (Non VS Capable)              | Laerdal | 350-10050    | 9        | EA              | \$1,872.00 | 15.00%    | \$1,591.20 |
| 350-10050B   | Nursing Kid Dark Skin(Non VS Capable)     | Laerdal | 350-10050B   | 9        | EA              | \$1,872.00 | 15.00%    | \$1,591.20 |
| 350-10050T   | Nursing Kid Tan Skin(Non VS Capable)      | Laerdal | 350-10050T   | 9        | EA              | \$1,872.00 | 15.00%    | \$1,591.20 |
| 365-00450    | Repl Sleeve IO Leg                        | Laerdal | 365-00450    | 9        | EA              | \$142.00   | 15.00%    | \$120.70   |
| 365-00550    | Repl Sleeve & Vein IV Leg                 | Laerdal | 365-00550    | 9        | EA              | \$142.00   | 15.00%    | \$120.70   |
| 365-00650    | Repl Sleeve & Vein IV Arm                 | Laerdal | 365-00650    | 9        | EA              | \$142.00   | 15.00%    | \$120.70   |
| 365-00750    | Rectal Suppositories                      | Laerdal | 365-00750    | 9        | EA              | \$15.75    | 15.00%    | \$13.39    |
| 365-05050    | Nursing Baby; (VS Capable)                | Laerdal | 365-05050    | 9        | EA              | \$2,321.00 | 15.00%    | \$1,972.85 |
| 365-05050B   | Nursing Baby Dark Skin (VS Capable)       | Laerdal | 365-05050B   | 9        | EA              | \$2,321.00 | 15.00%    | \$1,972.85 |
| 365-05050EXW | Nursing Baby VS Capable Extended Warranty | Laerdal | 365-05050EXW | 9        | EA              | \$240.00   | 9.00%     | \$218.40   |

## Laerdal PL October 2011

| Item#        | ItemDesc                                | Mfr     | MfrItem#     | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|--------------|---|---------|--------------|----------|-----------------|------------|-----------|------------|
| 365-05050LNR | Nursing Baby VS Capable Loaner Program  | Laerdal | 365-05050LNR | 9        | EA              | \$470.00   | 9.00%     | \$427.70   |
| 365-05050T   | Nursing Baby Tan Skin (VS Capable)      | Laerdal | 365-05050T   | 9        | EA              | \$2,321.00 | 15.00%    | \$1,972.85 |
| 365-10050    | Nursing Baby (Non VS Capable)           | Laerdal | 365-10050    | 9        | EA              | \$1,815.00 | 15.00%    | \$1,542.75 |
| 365-10050B   | Nursing Baby Dark Skin (Non VS Capable) | Laerdal | 365-10050B   | 9        | EA              | \$1,815.00 | 15.00%    | \$1,542.75 |
| 365-10050T   | Nursing Baby Tan Skin (Non VS Capable)  | Laerdal | 365-10050T   | 9        | EA              | \$1,815.00 | 15.00%    | \$1,542.75 |
| 375-10001    | NG Tube/Trach Care-Std                  | Laerdal | 375-10001    | 9        | EA              | \$1,180.00 | 15.00%    | \$1,003.00 |
| 375-20001    | Sim;Home Care-Trng-Std                  | Laerdal | 375-20001    | 9        | EA              | \$640.00   | 15.00%    | \$544.00   |
| 375-21001    | Sim;Enema/Catheter-Std                  | Laerdal | 375-21001    | 9        | EA              | \$495.00   | 15.00%    | \$420.75   |
| 375-21350    | Health Care In-Service                  | Laerdal | 375-21350    | 9        | EA              | \$415.00   | 15.00%    | \$352.75   |
| 375-22501    | Trainer;Fundus Skills                   | Laerdal | 375-22501    | 9        | EA              | \$880.00   | 15.00%    | \$748.00   |
| 375-30001    | Baby Ivy                                | Laerdal | 375-30001    | 9        | EA              | \$520.00   | 15.00%    | \$442.00   |
| 375-32001    | Baby Arti-Std                           | Laerdal | 375-32001    | 9        | EA              | \$435.00   | 15.00%    | \$369.75   |
| 375-32050    | Replacement Skin & Artery               | Laerdal | 375-32050    | 9        | EA              | \$40.00    | 15.00%    | \$34.00    |
| 375-34001    | Baby Stap                               | Laerdal | 375-34001    | 9        | EA              | \$460.00   | 15.00%    | \$391.00   |
| 375-34150    | Tubing; Spine-Baby Stap                 | Laerdal | 375-34150    | 9        | EA              | \$13.50    | 15.00%    | \$11.48    |
| 375-34501    | Simulator;IM Hip-Std                    | Laerdal | 375-34501    | 9        | EA              | \$1,010.00 | 15.00%    | \$858.50   |
| 375-35001    | Baby Hippy                              | Laerdal | 375-35001    | 9        | EA              | \$460.00   | 15.00%    | \$391.00   |
| 375-40501    | Trnr;Arm-Blood Pressure                 | Laerdal | 375-40501    | 9        | EA              | \$1,092.00 | 15.00%    | \$928.20   |
| 375-42050    | Trnr;Arm-VitalSim BP                    | Laerdal | 375-42050    | 9        | EA              | \$790.00   | 15.00%    | \$671.50   |
| 375-50001    | Kit;Arm-Mltivein AF-Std                 | Laerdal | 375-50001    | 9        | EA              | \$600.00   | 15.00%    | \$510.00   |
| 375-51001    | Female IV Training Arm                  | Laerdal | 375-51001    | 9        | EA              | \$480.00   | 15.00%    | \$408.00   |
| 375-60001    | Kit;Arm-Adult IV Std                    | Laerdal | 375-60001    | 9        | EA              | \$465.00   | 15.00%    | \$395.25   |
| 375-61001    | Arm;Adult IV Training                   | Laerdal | 375-61001    | 9        | EA              | \$320.00   | 15.00%    | \$272.00   |
| 375-70001    | Kit;Arm-Mltivein PD -Std                | Laerdal | 375-70001    | 9        | EA              | \$400.00   | 15.00%    | \$340.00   |
| 375-70150    | Replacement Skin & Veins                | Laerdal | 375-70150    | 9        | EA              | \$158.00   | 15.00%    | \$134.30   |
| 375-71001    | Pedi IV Training Arm                    | Laerdal | 375-71001    | 9        | EA              | \$290.00   | 15.00%    | \$246.50   |
| 375-80001    | Kit;Arm-Art Stk-Std                     | Laerdal | 375-80001    | 9        | EA              | \$475.00   | 15.00%    | \$403.75   |
| 375-80150    | Set;Skin-Artery-Std                     | Laerdal | 375-80150    | 9        | EA              | \$158.00   | 15.00%    | \$134.30   |
| 375-81001    | Arm;Arterial Stk-AM-Std                 | Laerdal | 375-81001    | 9        | EA              | \$350.00   | 15.00%    | \$297.50   |
| 375-90001    | Arm;Arterial-Infant-Std                 | Laerdal | 375-90001    | 9        | EA              | \$175.00   | 15.00%    | \$148.75   |
| 376-00050    | Prompt Birthing Simulator-Standard      | Laerdal | 376-00050    | 9        | EA              | \$4,425.00 | 8.00%     | \$4,071.00 |
| 376-00550    | Prompt Birthing Simulator Force         | Laerdal | 376-00550    | 9        | EA              | \$7,125.00 | 8.00%     | \$6,555.00 |

## Laerdal PL October 2011

| Item#         | ItemDesc                                     | Mfr     | MfrItem#      | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|---------------|--|---------|---------------|----------|-----------------|-------------|-----------|-------------|
| 376-02950     | Lubricant 250 ml                             | Laerdal | 376-02950     | 9        | EA              | \$11.00     | 9.00%     | \$10.01     |
| 377-05050     | SimMom Adv Simulator Manikin Only            | Laerdal | 377-05050     | 9        | EA              | \$17,050.00 | 1.00%     | \$16,879.50 |
| 377-05050B    | SimMom Adv Simulator Manikin Only, Dark Skin | Laerdal | 377-05050B    | 9        | EA              | \$17,050.00 | 1.00%     | \$16,879.50 |
| 377-05050EXW1 | SimMom Extended Warranty Yr 2                | Laerdal | 377-05050EXW1 | 9        | EA              | \$3,150.00  | 1.00%     | \$3,118.50  |
| 377-05050EXW2 | SimMom Extended Warranty Yr 2-3              | Laerdal | 377-05050EXW2 | 9        | EA              | \$6,300.00  | 1.00%     | \$6,237.00  |
| 377-05050EXW3 | SimMom Extended Warranty Yr 2-4              | Laerdal | 377-05050EXW3 | 9        | EA              | \$9,450.00  | 1.00%     | \$9,355.50  |
| 377-05050EXW4 | SimMom Extended Warranty Yr 2-5              | Laerdal | 377-05050EXW4 | 9        | EA              | \$12,600.00 | 1.00%     | \$12,474.00 |
| 377-05050LNR1 | SimMom Loaner 1yr Program                    | Laerdal | 377-05050LNR1 | 9        | EA              | \$1,360.00  | 1.00%     | \$1,346.40  |
| 377-05050LNR2 | SimMom Loaner 2yr Program                    | Laerdal | 377-05050LNR2 | 9        | EA              | \$2,720.00  | 1.00%     | \$2,692.80  |
| 377-05050LNR3 | SimMom Loaner 3yr Program                    | Laerdal | 377-05050LNR3 | 9        | EA              | \$4,080.00  | 1.00%     | \$4,039.20  |
| 377-05050LNR4 | SimMom Loaner 4yr Program                    | Laerdal | 377-05050LNR4 | 9        | EA              | \$5,440.00  | 1.00%     | \$5,385.60  |
| 377-05050LNR5 | SimMom Loaner 5yr Program                    | Laerdal | 377-05050LNR5 | 9        | EA              | \$6,800.00  | 1.00%     | \$6,732.00  |
| 377-05050PMB  | SimMom Preventative Maint. Return to Laerdal | Laerdal | 377-05050PMB  | 9        | EA              | \$1,195.00  | 1.00%     | \$1,183.05  |
| 377-05050PMC  | SimMom Preventative Maint. Customer Site     | Laerdal | 377-05050PMC  | 9        | EA              | \$2,250.00  | 1.00%     | \$2,227.50  |
| 377-05050T    | SimMom Adv Simulator Manikin Only, Tan Skin  | Laerdal | 377-05050T    | 9        | EA              | \$17,050.00 | 1.00%     | \$16,879.50 |
| 377-10050     | SimMom E-Learning                            | Laerdal | 377-10050     | 9        | EA              | \$50.00     | 1.00%     | \$49.50     |
| 377-11950     | SimMom Advanced Software and License         | Laerdal | 377-11950     | 9        | EA              | \$5,500.00  | 1.00%     | \$5,445.00  |
| 377-11951     | SimMom Adv Software License Key Only         | Laerdal | 377-11951     | 9        | EA              | \$1,500.00  | 1.00%     | \$1,485.00  |
| 377-11952     | SimMom Adv Software CD Only                  | Laerdal | 377-11952     | 9        | EA              | \$20.00     | 1.00%     | \$19.80     |
| 377-83050     | Installation SimMom Customer Site            | Laerdal | 377-83050     | 9        | EA              | \$1,445.00  | 2.00%     | \$1,416.10  |
| 377-90050     | Intro SimMom Class w/o travel                | Laerdal | 377-90050     | 9        | EA              | \$1,000.00  | 2.00%     | \$980.00    |
| 377-90150     | Intro SimMom Class Cust Site 2days           | Laerdal | 377-90150     | 9        | EA              | \$3,595.00  | 2.00%     | \$3,523.10  |
| 377-90250     | SimMom Update Class Cust Site 1 day          | Laerdal | 377-90250     | 9        | EA              | \$1,850.00  | 2.00%     | \$1,813.00  |
| 377-90950     | Intro to SimMom Class, Laerdal site 2 days   | Laerdal | 377-90950     | 9        | EA              | \$2,495.00  | 2.00%     | \$2,445.10  |
| 377-VPLUSB3   | SimMom ValuePlus Bronze 3yr                  | Laerdal | 377-VPLUSB3   | 9        | EA              | \$7,195.00  | 1.00%     | \$7,123.05  |
| 377-VPLUSG3   | SimMom ValuePlus Gold 3yr                    | Laerdal | 377-VPLUSG3   | 9        | EA              | \$9,645.00  | 1.00%     | \$9,548.55  |
| 377-VPLUSG5   | SimMom ValuePlus Gold 5yr                    | Laerdal | 377-VPLUSG5   | 9        | EA              | \$16,945.00 | 1.00%     | \$16,775.55 |
| 377-VPLUSP2   | SimMom ValuePlus Platinum 2yr                | Laerdal | 377-VPLUSP2   | 9        | EA              | \$7,995.00  | 1.00%     | \$7,915.05  |
| 377-VPLUSP3   | SimMom ValuePlus Platinum 3yr                | Laerdal | 377-VPLUSP3   | 9        | EA              | \$11,345.00 | 1.00%     | \$11,231.55 |
| 377-VPLUSP5   | SimMom ValuePlus Platinum 5yr                | Laerdal | 377-VPLUSP5   | 9        | EA              | \$19,495.00 | 1.00%     | \$19,300.05 |
| 377-VPLUS3    | SimMom ValuePlus Silver 3yr                  | Laerdal | 377-VPLUS3    | 9        | EA              | \$7,995.00  | 1.00%     | \$7,915.05  |
| 377-VPLUS5    | SimMom ValuePlus Silver 5yr                  | Laerdal | 377-VPLUS5    | 9        | EA              | \$13,995.00 | 1.00%     | \$13,855.05 |

## Laerdal PL October 2011

| Item#     | ItemDesc                                | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice    | Discount% | Net Price   |
|-----------|---|---------|-----------|----------|-----------------|-------------|-----------|-------------|
| 378-00001 | SimMom Adv w/ Compl Peripheral Kit, VS, | Laerdal | 378-00001 | 9        | EA              | \$29,900.00 | 2.00%     | \$29,302.00 |
| 378-10001 | SimMom Adv w/ Std Peripheral Kit, VS    | Laerdal | 378-10001 | 9        | EA              | \$28,800.00 | 2.00%     | \$28,224.00 |
| 380201    | Set;Hdwr-Shldrs/SimMan                  | Laerdal | 380201    | 9        | EA              | \$13.50     | 15.00%    | \$11.48     |
| 380210    | Cuff;Blood Pressure-SimMan              | Laerdal | 380210    | 9        | EA              | \$139.00    | 15.00%    | \$118.15    |
| 380300    | Assy; PCB-SimMan                        | Laerdal | 380300    | 9        | EA              | \$1,157.00  | 15.00%    | \$983.45    |
| 380310    | Cable Assy;Linkbox -Mnkn                | Laerdal | 380310    | 9        | EA              | \$46.00     | 15.00%    | \$39.10     |
| 380475    | Pelvic Pin                              | Laerdal | 380475    | 9        | EA              | \$10.50     | 15.00%    | \$8.93      |
| 380700    | Male Multi Vein IV Trng Arm             | Laerdal | 380700    | 9        | EA              | \$505.00    | 15.00%    | \$429.25    |
| 381105    | Neck Skins (pk 6)                       | Laerdal | 381105    | 9        | EA              | \$144.00    | 7.00%     | \$133.92    |
| 381220    | Regulator; SimMan                       | Laerdal | 381220    | 9        | EA              | \$862.00    | 7.00%     | \$801.66    |
| 381402    | Deltoid Injection Pad                   | Laerdal | 381402    | 9        | EA              | \$26.00     | 15.00%    | \$22.10     |
| 381450    | Nursing Wound Module                    | Laerdal | 381450    | 9        | EA              | \$1,944.00  | 8.00%     | \$1,788.48  |
| 381500    | Trauma Module Set                       | Laerdal | 381500    | 9        | EA              | \$1,944.00  | 8.00%     | \$1,788.48  |
| 381550    | Bleeding Trauma Modules                 | Laerdal | 381550    | 9        | EA              | \$1,944.00  | 7.00%     | \$1,807.92  |
| 381600    | Cases-SimMan Set of 3                   | Laerdal | 381600    | 9        | EA              | \$2,000.00  | 7.00%     | \$1,860.00  |
| 381601    | Case;Electronics-SimMan                 | Laerdal | 381601    | 9        | EA              | \$465.00    | 7.00%     | \$432.45    |
| 381602    | Case;Compressor SimMan                  | Laerdal | 381602    | 9        | EA              | \$422.00    | 7.00%     | \$392.46    |
| 381610    | Transportation Cases                    | Laerdal | 381610    | 9        | EA              | \$1,436.00  | 7.00%     | \$1,335.48  |
| 381655    | Transportation Case                     | Laerdal | 381655    | 9        | EA              | \$930.00    | 7.00%     | \$864.90    |
| 381850    | Kit;Portability - Std Version           | Laerdal | 381850    | 9        | EA              | \$1,455.00  | 7.00%     | \$1,353.15  |
| 383110    | Mods;Chest Drain (6)-Std                | Laerdal | 383110    | 9        | EA              | \$362.00    | 8.00%     | \$333.04    |
| 46000001  | Resusci Patient Face Shield             | Laerdal | 46000001  | 9        | EA              | \$82.00     | 15.00%    | \$69.70     |
| 460008    | RFS Keychain (25pk)                     | Laerdal | 460008    | 9        | EA              | \$105.00    | 15.00%    | \$89.25     |
| 460009    | RFS Keychain Multi-Color (25pk)         | Laerdal | 460009    | 9        | EA              | \$105.00    | 15.00%    | \$89.25     |
| 460014    | RFS Keyring Refill (50pk)               | Laerdal | 460014    | 9        | EA              | \$94.00     | 15.00%    | \$79.90     |
| 460017    | RFS Keychain Camouflage (25pk)          | Laerdal | 460017    | 9        | EA              | \$105.00    | 15.00%    | \$89.25     |
| 521100    | Wallmount Inf/Ch Display                | Laerdal | 521100    | 9        | EA              | \$19.00     | 15.00%    | \$16.15     |
| 531901    | O2 Reservoir 2.6 Litres                 | Laerdal | 531901    | 9        | EA              | \$17.00     | 15.00%    | \$14.45     |
| 531907    | LSR Intake Valve Outer Part             | Laerdal | 531907    | 9        | EA              | \$17.00     | 15.00%    | \$14.45     |
| 551901    | O2 Reservoir 0.6 Litres                 | Laerdal | 551901    | 9        | EA              | \$17.00     | 15.00%    | \$14.45     |
| 560200    | Non-Rebreathing Valve IV                | Laerdal | 560200    | 9        | EA              | \$68.00     | 15.00%    | \$57.80     |
| 572000    | Wallmount Adult Display                 | Laerdal | 572000    | 9        | EA              | \$19.00     | 15.00%    | \$16.15     |

## Laerdal PL October 2011

| Item#     | ItemDesc                               | Mfr     | MfrItem#  | Category | Unit of Measure | CatPrice | Discount% | Net Price |
|-----------|--|---------|-----------|----------|-----------------|----------|-----------|-----------|
| 600-10000 | Adult Thomas Tube Holder Single        | Laerdal | 600-10000 | 9        | EA              | \$4.00   | 15.00%    | \$3.40    |
| 600-20000 | Pediatric Thomas Tube Holder Single    | Laerdal | 600-20000 | 9        | EA              | \$4.00   | 15.00%    | \$3.40    |
| 600-30000 | Adult Thomas Tube Holder; Green Single | Laerdal | 600-30000 | 9        | EA              | \$4.50   | 15.00%    | \$3.83    |
| 700-00001 | Sta-Blok, US (pk of 30)                | Laerdal | 700-00001 | 9        | EA              | \$175.00 | 15.00%    | \$148.75  |
| 701-00001 | Laerdal Pedi Pad, US                   | Laerdal | 701-00001 | 9        | EA              | \$140.00 | 15.00%    | \$119.00  |
| 78002001  | LSU w/ Bemis Canister                  | Laerdal | 78002001  | 9        | EA              | \$950.00 | 15.00%    | \$807.50  |
| 780210    | AC Power Cord -US                      | Laerdal | 780210    | 9        | EA              | \$24.00  | 15.00%    | \$20.40   |
| 780400    | LSU Battery                            | Laerdal | 780400    | 9        | EA              | \$90.00  | 15.00%    | \$76.50   |
| 780412    | Disposable Suction Tubing              | Laerdal | 780412    | 9        | EA              | \$8.40   | 15.00%    | \$7.14    |
| 78041333  | High Efficiency Filter                 | Laerdal | 78041333  | 9        | EA              | \$16.00  | 15.00%    | \$13.60   |
| 780440    | External Battery Charger Kit           | Laerdal | 780440    | 9        | EA              | \$287.00 | 15.00%    | \$243.95  |
| 78240001  | Side Pouch                             | Laerdal | 78240001  | 9        | EA              | \$21.00  | 15.00%    | \$17.85   |
| 782600    | LSU Wall Bracket DC                    | Laerdal | 782600    | 9        | EA              | \$307.00 | 15.00%    | \$260.95  |
| 782610    | LSU Wall Bracket AC                    | Laerdal | 782610    | 9        | EA              | \$307.00 | 15.00%    | \$260.95  |
| 782640    | LSU Wall Bracket w/o Power             | Laerdal | 782640    | 9        | EA              | \$270.00 | 15.00%    | \$229.50  |
| 791900    | DC Socket Adapter                      | Laerdal | 791900    | 9        | EA              | \$27.00  | 15.00%    | \$22.95   |
| 82000633  | Pocket Mask in Bag w/Valve             | Laerdal | 82000633  | 9        | EA              | \$9.00   | 15.00%    | \$7.65    |
| 82001133  | Pocket Mask w/Gloves & Wipe            | Laerdal | 82001133  | 9        | EA              | \$13.00  | 15.00%    | \$11.05   |
| 82001933  | Pocket Mask in Hard Case               | Laerdal | 82001933  | 9        | EA              | \$12.00  | 15.00%    | \$10.20   |
| 82004033  | Pocket Mask w/G&W in Blue Softpack     | Laerdal | 82004033  | 9        | EA              | \$15.00  | 15.00%    | \$12.75   |
| 82004133  | Pocket Mask w/G & W in Black           | Laerdal | 82004133  | 9        | EA              | \$15.00  | 15.00%    | \$12.75   |
| 82004233  | Pocket mask Camo w/ G&W, Nylon Case    | Laerdal | 82004233  | 9        | EA              | \$15.00  | 15.00%    | \$12.75   |
| 820050    | Paediatric Pocket Mask                 | Laerdal | 820050    | 9        | EA              | \$13.00  | 15.00%    | \$11.05   |
| 820052    | PEDI Pocket Mask, Red/Black            | Laerdal | 820052    | 9        | EA              | \$13.00  | 15.00%    | \$11.05   |
| 820054    | Laerdal Pediatric Pocket Mask Poly Bag | Laerdal | 820054    | 9        | EA              | \$11.50  | 15.00%    | \$9.78    |
| 820410    | One Way Valve for LA/FT                | Laerdal | 820410    | 9        | EA              | \$6.50   | 15.00%    | \$5.53    |
| 820610    | Filter, Bulk (Each)                    | Laerdal | 820610    | 9        | EA              | \$2.10   | 15.00%    | \$1.79    |
| 820700    | Update Pack(One Way Valve &)           | Laerdal | 820700    | 9        | EA              | \$7.50   | 15.00%    | \$6.38    |
| 829951    | Pocket Mask in Olive Green             | Laerdal | 829951    | 9        | EA              | \$13.00  | 15.00%    | \$11.05   |
| 83001133  | Pmask O2 w/Gloves & Wipe               | Laerdal | 83001133  | 9        | EA              | \$19.00  | 15.00%    | \$16.15   |
| 83001633  | Pocket Mask w/O2 Inlet                 | Laerdal | 83001633  | 9        | EA              | \$15.00  | 15.00%    | \$12.75   |
| 83004033  | PM O2 w/G&W in Blue                    | Laerdal | 83004033  | 9        | EA              | \$21.00  | 15.00%    | \$17.85   |

## Laerdal PL October 2011

| Item#    | ItemDesc                                | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice | Discount% | Net Price |
|----------|---|---------|----------|----------|-----------------|----------|-----------|-----------|
| 83004133 | PM O2 w/G&W in Black                    | Laerdal | 83004133 | 9        | EA              | \$21.00  | 15.00%    | \$17.85   |
| 830110   | Pocket Mask Head Strap, Adj.            | Laerdal | 830110   | 9        | EA              | \$32.50  | 15.00%    | \$27.63   |
| 845011   | BAG II Adult Single                     | Laerdal | 845011   | 9        | EA              | \$14.00  | 15.00%    | \$11.90   |
| 845021   | BAG II Child Single                     | Laerdal | 845021   | 9        | EA              | \$14.00  | 15.00%    | \$11.90   |
| 845031   | BAG II Infant Single                    | Laerdal | 845031   | 9        | EA              | \$14.00  | 15.00%    | \$11.90   |
| 845040   | Disposable Peep Valve (pkg. 10)         | Laerdal | 845040   | 9        | EA              | \$46.00  | 15.00%    | \$39.10   |
| 845041   | BAG II Adult Single #4 Mask             | Laerdal | 845041   | 9        | EA              | \$14.00  | 15.00%    | \$11.90   |
| 845050   | Disposable Mask #3 (pkg.20)             | Laerdal | 845050   | 9        | EA              | \$46.00  | 15.00%    | \$39.10   |
| 845060   | Disposable Mask #4 (pkg. 20)            | Laerdal | 845060   | 9        | EA              | \$46.00  | 15.00%    | \$39.10   |
| 845070   | Disposable Mask #5 (pkg. 20)            | Laerdal | 845070   | 9        | EA              | \$46.00  | 15.00%    | \$39.10   |
| 845080   | Disposable Expiratory Diverter          | Laerdal | 845080   | 9        | EA              | \$26.00  | 15.00%    | \$22.10   |
| 85005033 | LSR Preterm Basic w/o                   | Laerdal | 85005033 | 9        | EA              | \$185.00 | 15.00%    | \$157.25  |
| 85005133 | LSR Preterm Complete w/Carton           | Laerdal | 85005133 | 9        | EA              | \$299.00 | 15.00%    | \$254.15  |
| 85005333 | LSR Preterm Complete w/Compact C        | Laerdal | 85005333 | 9        | EA              | \$335.00 | 15.00%    | \$284.75  |
| 85005533 | LSR Preterm Complete w/Display Case     | Laerdal | 85005533 | 9        | EA              | \$370.00 | 15.00%    | \$314.50  |
| 850500   | Expiration Diverter                     | Laerdal | 850500   | 9        | EA              | \$31.50  | 15.00%    | \$26.78   |
| 850900   | Manometer Connector                     | Laerdal | 850900   | 9        | EA              | \$12.60  | 15.00%    | \$10.71   |
| 851103   | Lock Clip (pk 10)                       | Laerdal | 851103   | 9        | EA              | \$54.00  | 15.00%    | \$45.90   |
| 851250   | LSR Patient Valve w/H2O Press Relief Va | Laerdal | 851250   | 9        | EA              | \$83.00  | 15.00%    | \$70.55   |
| 851350   | LSR Patient Valve w/35 CM               | Laerdal | 851350   | 9        | EA              | \$97.00  | 15.00%    | \$82.45   |
| 851500   | Infant Silicone Mask No.                | Laerdal | 851500   | 9        | EA              | \$38.00  | 15.00%    | \$32.30   |
| 851600   | Infant Silicone Mask No.                | Laerdal | 851600   | 9        | EA              | \$39.00  | 15.00%    | \$33.15   |
| 851700   | Infant Silicone Mask No. 2              | Laerdal | 851700   | 9        | EA              | \$40.00  | 15.00%    | \$34.00   |
| 86005033 | LSR Paediatric Basic w/o                | Laerdal | 86005033 | 9        | EA              | \$185.00 | 15.00%    | \$157.25  |
| 86005133 | LSR Paediatric Complete                 | Laerdal | 86005133 | 9        | EA              | \$299.00 | 15.00%    | \$254.15  |
| 86005233 | LSR Paediatric Standard                 | Laerdal | 86005233 | 9        | EA              | \$235.00 | 15.00%    | \$199.75  |
| 86005333 | LSR Paediatric Complete w/Compact       | Laerdal | 86005333 | 9        | EA              | \$335.00 | 15.00%    | \$284.75  |
| 86005533 | LSR Paediatric Complete w/Display Case  | Laerdal | 86005533 | 9        | EA              | \$370.00 | 15.00%    | \$314.50  |
| 86005633 | LSR Paediatric Standard                 | Laerdal | 86005633 | 9        | EA              | \$235.00 | 15.00%    | \$199.75  |
| 860220   | Silicone Mask, Child 3-4                | Laerdal | 860220   | 9        | EA              | \$46.50  | 15.00%    | \$39.53   |
| 865200   | LSR Multi-Func Mask Cover f/ Mask 3-4   | Laerdal | 865200   | 9        | EA              | \$14.50  | 15.00%    | \$12.33   |
| 87005033 | LSR Adult Basic w/o Mask                | Laerdal | 87005033 | 9        | EA              | \$185.00 | 15.00%    | \$157.25  |

## Laerdal PL October 2011

| Item#    | ItemDesc                                     | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice | Discount% | Net Price |
|----------|--|---------|----------|----------|-----------------|----------|-----------|-----------|
| 87005133 | LSR Adult Complete                           | Laerdal | 87005133 | 9        | EA              | \$299.00 | 15.00%    | \$254.15  |
| 87005233 | LSR Adult Standard                           | Laerdal | 87005233 | 9        | EA              | \$235.00 | 15.00%    | \$199.75  |
| 87005333 | LSR Adult Complete w/Compact Case            | Laerdal | 87005333 | 9        | EA              | \$335.00 | 15.00%    | \$284.75  |
| 87005533 | LSR Adult Complete w/Display                 | Laerdal | 87005533 | 9        | EA              | \$370.00 | 15.00%    | \$314.50  |
| 870120   | Silicone Hanging Loop                        | Laerdal | 870120   | 9        | EA              | \$6.50   | 15.00%    | \$5.53    |
| 870220   | Silicone Mask, Adult 4-5+                    | Laerdal | 870220   | 9        | EA              | \$54.00  | 15.00%    | \$45.90   |
| 871000   | Silicone Extension Tube                      | Laerdal | 871000   | 9        | EA              | \$37.00  | 15.00%    | \$31.45   |
| 872220   | Adult/Child Masks                            | Laerdal | 872220   | 9        | EA              | \$92.00  | 15.00%    | \$78.20   |
| 875200   | LSR Multi Function Mask                      | Laerdal | 875200   | 9        | EA              | \$14.50  | 15.00%    | \$12.33   |
| 87540033 | LSR Intake/Reservoir                         | Laerdal | 87540033 | 9        | EA              | \$43.00  | 15.00%    | \$36.55   |
| 88005001 | Laerdal Compact Suction Unit 3 (800ml)       | Laerdal | 88005001 | 9        | EA              | \$575.00 | 15.00%    | \$488.75  |
| 88005002 | Unit Connection Elbow                        | Laerdal | 88005002 | 9        | EA              | \$9.50   | 15.00%    | \$8.08    |
| 88005004 | 800 ml Disposable Canister Pack              | Laerdal | 88005004 | 9        | EA              | \$26.00  | 15.00%    | \$22.10   |
| 88005006 | Wire Canister Bracket                        | Laerdal | 88005006 | 9        | EA              | \$27.00  | 15.00%    | \$22.95   |
| 88006001 | Laerdal Compact Suction Unit 3 (300ml)       | Laerdal | 88006001 | 9        | EA              | \$495.00 | 15.00%    | \$420.75  |
| 88006005 | Carry Bag with Strap                         | Laerdal | 88006005 | 9        | EA              | \$19.00  | 15.00%    | \$16.15   |
| 88007004 | External Battery Charger                     | Laerdal | 88007004 | 9        | EA              | \$86.00  | 15.00%    | \$73.10   |
| 88007005 | High-Capacity Recharge Battery 12V DC NiMH   | Laerdal | 88007005 | 9        | EA              | \$93.50  | 15.00%    | \$79.48   |
| 88007006 | Tethered Plug                                | Laerdal | 88007006 | 9        | EA              | \$8.50   | 15.00%    | \$7.23    |
| 88007007 | Replacement Battery Door                     | Laerdal | 88007007 | 9        | EA              | \$8.50   | 15.00%    | \$7.23    |
| 883000   | Disp. Canister (pk. 12)                      | Laerdal | 883000   | 9        | EA              | \$87.00  | 15.00%    | \$73.95   |
| 884301   | Rechargable Battery                          | Laerdal | 884301   | 9        | EA              | \$108.00 | 15.00%    | \$91.80   |
| 884400   | AC to DC Adapt/Charger                       | Laerdal | 884400   | 9        | EA              | \$120.00 | 15.00%    | \$102.00  |
| 884401   | Line Cord 120 Volt AC USA                    | Laerdal | 884401   | 9        | EA              | \$24.00  | 15.00%    | \$20.40   |
| 884402   | Hospital Grade Line Cord (120VAC)            | Laerdal | 884402   | 9        | EA              | \$40.00  | 15.00%    | \$34.00   |
| 884500   | 12V DC Power Cord                            | Laerdal | 884500   | 9        | EA              | \$37.00  | 15.00%    | \$31.45   |
| 884600   | Carry Case                                   | Laerdal | 884600   | 9        | EA              | \$50.00  | 15.00%    | \$42.50   |
| 884701   | 800 MI Dispos Collection(case 48)            | Laerdal | 884701   | 9        | EA              | \$600.00 | 15.00%    | \$510.00  |
| 884702   | 800 MI Disposable                            | Laerdal | 884702   | 9        | EA              | \$35.00  | 15.00%    | \$29.75   |
| 884703   | 800ml Disposable Collection Canister (pkg 6) | Laerdal | 884703   | 9        | EA              | \$137.00 | 15.00%    | \$116.45  |
| 884802   | 1200 MI Bottle Package                       | Laerdal | 884802   | 9        | EA              | \$67.00  | 15.00%    | \$56.95   |
| 884901   | Bacteria Filter (12 pk)                      | Laerdal | 884901   | 9        | EA              | \$110.00 | 15.00%    | \$93.50   |

## Laerdal PL October 2011

| Item#    | ItemDesc                                  | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice | Discount% | Net Price |
|----------|---|---------|----------|----------|-----------------|----------|-----------|-----------|
| 884903   | 6Ft Patient Tubing                        | Laerdal | 884903   | 9        | EA              | \$9.50   | 15.00%    | \$8.08    |
| 884904   | Elbow (1)                                 | Laerdal | 884904   | 9        | EA              | \$6.50   | 15.00%    | \$5.53    |
| 884905   | Connector Tubing (pkg of 6)               | Laerdal | 884905   | 9        | EA              | \$11.50  | 15.00%    | \$9.78    |
| 886010   | 300 ml Disposable Canister Pack (pkg. 10) | Laerdal | 886010   | 9        | EA              | \$147.00 | 15.00%    | \$124.95  |
| 94005001 | Laerdal AED Trainer 2                     | Laerdal | 94005001 | 9        | EA              | \$407.00 | 15.00%    | \$345.95  |
| 945004   | Cable FR2 to Manikin                      | Laerdal | 945004   | 9        | EA              | \$100.00 | 15.00%    | \$85.00   |
| 945020   | Battery Holder Cpl                        | Laerdal | 945020   | 9        | EA              | \$33.00  | 15.00%    | \$28.05   |
| 945021   | Status Label (pkg 10)                     | Laerdal | 945021   | 9        | EA              | \$20.00  | 15.00%    | \$17.00   |
| 945025   | AED Trainer 2 Board                       | Laerdal | 945025   | 9        | EA              | \$225.00 | 15.00%    | \$191.25  |
| 945026   | Speaker Assy                              | Laerdal | 945026   | 9        | EA              | \$33.00  | 15.00%    | \$28.05   |
| 945030   | SoftPack AED Trainer 2 Laerdal            | Laerdal | 945030   | 9        | EA              | \$33.00  | 15.00%    | \$28.05   |
| 945050   | Remote Control                            | Laerdal | 945050   | 9        | EA              | \$42.00  | 15.00%    | \$35.70   |
| 945055   | Programming Kit                           | Laerdal | 945055   | 9        | EA              | \$28.00  | 15.00%    | \$23.80   |
| 945090   | Laerdal Link Training Pads                | Laerdal | 945090   | 9        | EA              | \$27.00  | 15.00%    | \$22.95   |
| 980010   | Stifneck Select                           | Laerdal | 980010   | 9        | EA              | \$14.00  | 15.00%    | \$11.90   |
| 980012   | Stifneck Select (Olive Green)             | Laerdal | 980012   | 9        | EA              | \$14.00  | 15.00%    | \$11.90   |
| 980020   | Pedi-Select, US (Single)                  | Laerdal | 980020   | 9        | EA              | \$14.00  | 15.00%    | \$11.90   |
| 980100   | Stifneck Baby No-Neck                     | Laerdal | 980100   | 9        | EA              | \$9.00   | 15.00%    | \$7.65    |
| 980200   | Stifneck, Pediatric                       | Laerdal | 980200   | 9        | EA              | \$9.00   | 15.00%    | \$7.65    |
| 980300   | Stifneck, No-Neck                         | Laerdal | 980300   | 9        | EA              | \$9.00   | 15.00%    | \$7.65    |
| 980400   | Stifneck, Short                           | Laerdal | 980400   | 9        | EA              | \$9.00   | 15.00%    | \$7.65    |
| 980500   | Stifneck, Regular                         | Laerdal | 980500   | 9        | EA              | \$9.00   | 15.00%    | \$7.65    |
| 980600   | Stifneck, Tall                            | Laerdal | 980600   | 9        | EA              | \$9.00   | 15.00%    | \$7.65    |
| 980700   | Carry Bag, Stifneck                       | Laerdal | 980700   | 9        | EA              | \$28.00  | 15.00%    | \$23.80   |
| 981900   | Inservice Video, Stifneck                 | Laerdal | 981900   | 9        | EA              | \$14.50  | 15.00%    | \$12.33   |
| 982000   | Headbed II (1pk)                          | Laerdal | 982000   | 9        | EA              | \$6.00   | 15.00%    | \$5.10    |
| 982100   | Padpack                                   | Laerdal | 982100   | 9        | EA              | \$7.50   | 15.00%    | \$6.38    |
| 982500   | Baxstrap Spineboard                       | Laerdal | 982500   | 9        | EA              | \$199.00 | 15.00%    | \$169.15  |
| 982512   | Premium Strap Sys(Loop-lok)               | Laerdal | 982512   | 9        | EA              | \$9.50   | 15.00%    | \$8.08    |
| 982513   | Premium Strap Sys(Swivel Speed)           | Laerdal | 982513   | 9        | EA              | \$13.50  | 15.00%    | \$11.48   |
| 982600   | Baxstrap, Olive Green                     | Laerdal | 982600   | 9        | EA              | \$210.00 | 15.00%    | \$178.50  |
| 983060   | Americas Speedblocks                      | Laerdal | 983060   | 9        | EA              | \$36.50  | 15.00%    | \$31.03   |
| 983090   | Speedblocks Starter Pack                  | Laerdal | 983090   | 9        | EA              | \$50.00  | 15.00%    | \$42.50   |
| 983092   | Speedblocks Blocks                        | Laerdal | 983092   | 9        | EA              | \$26.00  | 15.00%    | \$22.10   |
| 983096   | Speedblocks Strap & Pad                   | Laerdal | 983096   | 9        | EA              | \$19.00  | 15.00%    | \$16.15   |
| 985000   | V-Vac Starter Kit                         | Laerdal | 985000   | 9        | EA              | \$105.00 | 15.00%    | \$89.25   |
| 985001   | Repl Cartridge V-Vac (1pk)                | Laerdal | 985001   | 9        | EA              | \$20.00  | 15.00%    | \$17.00   |
| 985002   | Adapter Tips (4/PCH) V-Vac                | Laerdal | 985002   | 9        | EA              | \$24.20  | 15.00%    | \$20.57   |
| 985003   | Double Male Conn (10/Pkg)                 | Laerdal | 985003   | 9        | EA              | \$5.30   | 15.00%    | \$4.51    |
| 985004   | Catheters (4/Pouch)                       | Laerdal | 985004   | 9        | EA              | \$11.60  | 15.00%    | \$9.86    |

## Laerdal PL October 2011

| Item#    | ItemDesc                       | Mfr     | MfrItem# | Category | Unit of Measure | CatPrice   | Discount% | Net Price  |
|----------|--------------------------------|---------|----------|----------|-----------------|------------|-----------|------------|
| 985030   | V-Vac Handle (Qty. 1)          | Laerdal | 985030   | 9        | EA              | \$85.00    | 15.00%    | \$72.25    |
| 985100   | V-Vac Dom Training Kit (1pk)   | Laerdal | 985100   | 9        | EA              | \$103.00   | 15.00%    | \$87.55    |
| 985101   | V-Vac Training Cartr (1pk)     | Laerdal | 985101   | 9        | EA              | \$31.50    | 15.00%    | \$26.78    |
| HE-2000  | Danny Smith Heart              | Laerdal | HE-2000  | 9        | EA              | \$357.00   | 9.00%     | \$324.87   |
| HE-2300  | E.P. Heart                     | Laerdal | HE-2300  | 9        | EA              | \$605.00   | 9.00%     | \$550.55   |
| HE-3000  | Don Jake Saunders Heart        | Laerdal | HE-3000  | 9        | EA              | \$590.00   | 9.00%     | \$536.90   |
| HE-5000  | Heart-ECG                      | Laerdal | HE-5000  | 9        | EA              | \$310.00   | 9.00%     | \$282.10   |
| JA-2500  | Deluxe Foot/Ankle              | Laerdal | JA-2500  | 9        | EA              | \$630.00   | 9.00%     | \$573.30   |
| JK-2500  | Deluxe Knee                    | Laerdal | JK-2500  | 9        | EA              | \$415.00   | 9.00%     | \$377.65   |
| JS-2250  | Sports Shoulder                | Laerdal | JS-2250  | 9        | EA              | \$265.00   | 9.00%     | \$241.15   |
| SK-1000  | Skel; Delx Reproduction        | Laerdal | SK-1000  | 9        | EA              | \$1,150.00 | 9.00%     | \$1,046.50 |
| SK-1005  | Deluxe Skel. Rep.              | Laerdal | SK-1005  | 9        | EA              | \$1,400.00 | 9.00%     | \$1,274.00 |
| SK-1035  | Deluxe Biology Skeleton        | Laerdal | SK-1035  | 9        | EA              | \$2,750.00 | 9.00%     | \$2,502.50 |
| SK-2000  | Orthopedic Skeleton            | Laerdal | SK-2000  | 9        | EA              | \$4,600.00 | 9.00%     | \$4,186.00 |
| SK-2500  | Skele-Torso                    | Laerdal | SK-2500  | 9        | EA              | \$6,200.00 | 9.00%     | \$5,642.00 |
| SK-3030  | Complete Disarticulated Skel   | Laerdal | SK-3030  | 9        | EA              | \$924.00   | 9.00%     | \$840.84   |
| SMA-1500 | Deluxe Arm                     | Laerdal | SMA-1500 | 9        | EA              | \$1,135.00 | 9.00%     | \$1,032.85 |
| SMH-1500 | Deluxe Hand/Wrsit              | Laerdal | SMH-1500 | 9        | EA              | \$410.00   | 9.00%     | \$373.10   |
| SML-1500 | Deluxe Leg                     | Laerdal | SML-1500 | 9        | EA              | \$1,640.00 | 9.00%     | \$1,492.40 |
| SO-6000  | Skull; B/A Max-Multi Pn w/Base | Laerdal | SO-6000  | 9        | EA              | \$400.00   | 9.00%     | \$364.00   |
| VS-1300  | Lungs; Seg/Trach/Stand         | Laerdal | VS-1300  | 9        | EA              | \$1,044.00 | 9.00%     | \$950.04   |