



Hill-Rom is cranking up the best stimulus program in Long Term Care by offering you **Moolah for MATTRESSES**

Program Overview:

- Receive up to **\$550 trade-in credit for each old bed frame with support surface** you trade in toward the purchase of qualifying Hill-Rom® bed/therapy surface combo.*
- To qualify for program discount, **Hill-Rom product order must be received by May 31, 2010.**

For more than 80 years, committed to your satisfaction:**

- **FREE** removal and disposal of old beds
- **FREE** delivery
- **FREE** set up
- **FREE** in-servicing of new beds
- 24-hour customer service and technical support



Hill-Rom® 80 Bed



Resident® LTC Bed



1039/1048 Bariatric Bed



CareAssist® and Hill-Rom® 1000 Beds



NP100 Prevention Surface



Hill-Rom® 300 Wound Surface



Hill-Rom® P400 Therapy Surface

Please contact your Hill-Rom Account Manager at 800-445-3730 for complete program terms and conditions.

* Trade-in value is determined by qualifying Hill-Rom bed/therapy surface and order quantity. To qualify for discount, new Hill-Rom beds must be delivered by Sept. 30, 2010.
 ** Free removal, delivery and set up not available in Alaska and Hawaii.



Enhancing Outcomes for Patients and Their Caregivers.™

Question: Do my committed and non-committed members qualify for Cash for Crankers II?

Answer: Yes, committed and non-committed members qualify for all Cash for Crankers II program discounts.

Question: What kind of savings will my members realize with this program?

Answer: The table below details the discount levels available through the Cash for Crankers II program.

| Frames | Discount for Quantity 5-25 | Discount for Quantity 26-49 | Discount for Quantity 50+ |
|---|----------------------------|-----------------------------|---------------------------|
| Hill-Rom® 80 Bed, Resident® LTC Bed, 1039/1048 Bariatric Bed, CareAssist® Bed, Hill-Rom® 1000 Bed | \$75 | \$150 | \$200 |
| Surfaces | Discount for Quantity 5-25 | Discount for Quantity 26-49 | Discount for Quantity 50+ |
| NP100 Prevention Surface | \$25 | \$25 | \$25 |
| Hill-Rom® 300 Wound Surface | \$50 | \$100 | \$100 |
| Hill-Rom® P400 Therapy Surface | \$200 | \$250 | \$300 |
| Cranked Up Combo Bonus | | | |
| Any Bed with NP100 Prevention Surface | \$25 | | |
| Hill-Rom® 80 Bed, Resident® LTC Bed, CareAssist® Bed or Hill-Rom® 1000 Bed with Hill-Rom® 300 Wound Surface | \$50 | | |
| Hill-Rom® 80 Bed or Resident® LTC Bed with Hill-Rom® P400 Therapy Surface | \$50 | | |

Question: What are some examples of how the program works including the qualifying discount levels for frames, surfaces and combinations?

Example 1: If a member buys three Hill-Rom® 80 Beds, the quantity is not enough to qualify for a Cash for Crankers II discount.

Example 2: When a member buys ten Hill-Rom® 80 Beds and ten NP100 Mattresses, the discount is as follows:

$$\$75 \text{ (frame)} + \$25 \text{ (surface)} + \$25 \text{ (Cranked Up Combo Bonus)} = \$125 \times 10 = \$1,250$$

Example 3: When a member buys 20 Hill-Rom® P400 Therapy Surfaces, the discount is $\$200 \times 20 = \$4,000$

Example 4: When a member buys 100 Hill-Rom® 80 Beds, 90 NP100 Prevention Surfaces, and ten 300 Wound Surfaces, the discount is as follows:

- Discount for Frames plus NP100: $\$200 \text{ (frame)} + \$25 \text{ (NP100)} + \$25 \text{ (Cranked Up Combo Bonus)} = \$250 \times 90 = \$22,500$
- Discount for Frames plus 300WS: $\$200 \text{ (frame)} + \$50 \text{ (300WS)} + \$50 \text{ (Cranked Up Combo Bonus)} = \$300 \times 10 = \$3,000$
- Total discount for example 4 is: $\$25,500$.

Question: Who do I contact for more information about the program and to help my members get started?

Answer: For more information, contact your local Hill-Rom Area Manager or Hill-Rom Customer Service at 800-445-3730.

Question: Where can I find product information for the products included in Cash for Crankers II?

Answer: You can contact your Hill-Rom Area Manager or find product information at www.hill-rom.com/usa/ExtendedCare.htm.

Question: Are the CareAssist® and Hill-Rom® 1000 Beds used in long-term care settings?

Answer: Yes, the CareAssist® and Hill-Rom® 1000 Beds are used in many long-term care facilities, especially those that focus on rehab. Your Hill-Rom Area Manager can provide additional information about these products.

Hill-Rom reserves the right to make changes without notice in design, specifications and models. The only warranty Hill-Rom makes is the express written warranty extended on the sale or rental of its products.

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