



November 2, 2009

Mr. Derwood Dunbar  
President, Chief Executive Officer  
Mid-Atlantic Group Network of Shared Services  
4823 E. Trindle Road  
Suite 300  
Mechanicsburg, PA 17050

Dear Derwood:

In accordance with the terms of our current Capital Product Agreement, please accept this letter as your official notification of a price adjustment for Hill-Rom capital products effective January 1, 2010, unless otherwise specified by the terms of your current agreement.

The 2010 price adjustment is an average increase of no more than 4% for the following product lines: furniture, long term care frames, and communications products. Hill-Rom will not be taking an increase on its Acute Care bed models or Architectural products in 2010. In addition, Hill-Rom has lowered pricing on the CareAssist ES bed models as well as some of the VersaCare bed models. Market factors, consumer price indices, and raw commodity prices were all analyzed in the decision making process.

Your copy of the 2010 price book will be sent later under separate cover.

Please notify your membership of this adjustment.

Should you have any questions, please call me at 706/692-2763.

Sincerely,

HILL-ROM COMPANY, INC.

Jim Charlesworth  
National Accounts Executive