

10/02 '98 18:47

8-4B 7452 823130

NICOLAY

--- TOM HANNA

001/005

# NICOLAY

## Kabel und Sensoren für die Medizintechnik

VT: TL KL EK VK KBÜro

Nicoalry GmbH · Postfach 13 35 · D-72193 Nagold

**MEDICAL CONCEPTS**  
att Douglas Beck  
1285 Fairway Dr

**TELEFAX**

**Chipley, Florida 32428, USA.**

ihre Nachricht vom  
Your letter dated

the Zeichen  
Your reference  
HC

Unter Zeichen  
Our reference  
**HMF**

Overhaul  
Extension  
-135

Tag  
date  
10.06.97

**CC: Helen Crouse (Connelly&Co. - Fax: 001-910-722-0372)**

**Quotation No. 4088/97**

→ Angebot neue 10-pol Version soll noch nachgereicht werden → siehe Angebot 4109/92

Dear Douglas,

according to your inquiry at Connelly & Co. we would like to submit the following quotation on the basis of our general sales and delivery conditions:

**Medical Round Plug 10-pole**      **NICOLAY-drawing: 202 970.4.2**

Quantity/delivery	DM / piece
-------------------	------------

100 (minimum order quantity)	25.50
250	20.45

Female contact (for soldering)  
(for plug) NICOLAY-drawing: 201 065

Quantity/delivery	DM / piece
-------------------	------------

1000 (minimum order quantity)	1.33
2500	1.07

-2-

SEE THE COUNTRYMAN,  
NORTH CAROLINA  
BY J. ZIMMERMAN, Sr. 21  
A. J. 1900 - 1900

Telexphone: 10 74 520 23-0  
Telefax: 10 74 521 73-1 80  
Telegraphische Nachrichtendienst:  
10 74 520 23-1 50

Ringmaster:  
 Arrangement: Cow 714 203  
 Crystal Ball  
 Dots: 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 84

Barclay Brothers,  
Wholesale Dealers of  
Ornamental Glass & China  
Furniture, Smith St.

MILZ CAS 310 301 KONO-NO 1  
MILZ CAD 707 851 KONO-NO 1  
MILZ CUP 100 701 KONO-NO 1

Page 316

DATE: 01-06-22-99

9/1/68

BY: TOM HANNA;

10/02 '99 18:47

IS+49 7452 823150

NICOLAY

--- TOM HANNA

0002/005

**NICOLAY**

page 2 - quotation no. 4088/97  
10.06.97

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Instrument Socket 10-pole NICOLAY-drawing: 110 860.4

Quantity/delivery DM / piece

100 (minimum order quantity)	11.05
250	8.50

Time of delivery: 2 weeks after receipt of order

Terms of payment: 30 days net

We hope you find our quotation favorable.  
If there should be any questions please get back to Connolly&Co. or to NICOLAY.

Kind regards,  
NICOLAY GmbH

i.V.

  
(Hans-Martin Fuchs)

Sent By: TOM HANNA;

5089497176;

Feb-11-99 10:26AM;

Page 1/1

10/02 '99 17:52

+49 7452 823150

NICOLAY

--- TOM HANNA

001/001

**NICOLAY**

Kabel und Sensoren für die Medizintechnik



To:		From:	
company:	Medical Concepts	Name:	Steffen Schuck
att.	Mr. Douglas Beck	E-Mail	stschuck@nicolay.de
phone-no.	001-904-638-5430	phone-no.:	7452 / 823-141
fax-no.:	001-904-638-5431	fax-no.:	7452 / 823-150
date	10 Februar 1999	pages:	1 incl. cover-sheet

011-49-

Remarks:	Urgent	For your review	Reply ASAP	Please comment
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

CC: Tom Hanna U.S. Sales Representative

Dear Mr. Beck,

We thank you for your inquiry dated 02/08/99 via Mr. Tom Hanna and would like to submit our quote on the basis of our general sales and delivery conditions as follows:

Sample Shipment consisting of:

Medical round plug 10-pole	3 ea	NICOLAY 202 970 A.2
Female contacts	30 ea	NICOLAY 201 065
Instrument socket 10-pole	3 ea	NICOLAY 110 360.4

- Panel mount  
 ATT John  
 This is the  
 connector you were  
 looking for!

Valid one time only for complete package for a total of: DM 150.00

Mounting tool for contacts 201 065 (NICOLAY 500 666) DM 37.65  
 (minimum order quantity per delivery: 5 pieces)

Terms of payment: 30 days net  
 Time of delivery: 1-2 weeks after receipt of order

If you should have any questions do not hesitate to contact us.

Best regards,  
 NICOLAY GmbH

i.A.   
 (Steffen Schuck)

mail-address: Nicolay GmbH - Postfach 1335 - 72193 Nagold - Deutschland  
 address: Nicolay GmbH - Graf-Zeppelin-Straße 21 - 72202 Nagold - Deutschland

# NICOLAY GMBH Fabrik für Elektronik-Bauteile

72202 Nagold · Germany · Graf-Zeppelin-Straße 21

# NICOLAY

Nicolay GmbH · Postfach 1335 · D-72193 Nagold

**VIAMED Ltd.**

att. Mr. John Lamb  
15 Station Road  
Cross Hills - Keighley  
West Yorkshire BD20 7DT  
England

Telefon (074 52) 8 23-0

Telefax (074 52) 8 23-150 VK  
8 23-160 EK

*CC-TOTAL  
Serial  
samples  
also sent  
to him  
as per  
JSL*

Ihre Nachricht vom  
Votre lettre du  
Your letter dated

Ihre Zeichen  
Votre référence  
Your reference

Unsere Zeichen  
Notre référence  
Our reference

Tag  
date  
date

HMF

04.09.95

## Sample of kit 10-pole plug

Dear Mr. Lamb,

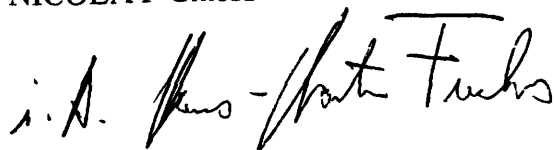
thank you for your inquiry dated 25th august in which a sample of a 10-pole plug was included. This sample was helpful for us to find out more about your requirements. We ship to you a sample of a 10-pole plug free of charge to make a proposal from our company. The sample is without contacts which would have to be ordered seperately. (NICOLAY drawing no. for contacts is 201 070).

Please note also that the overboot bend relief of the plug is in a new design compared to that one of your sample.

We hope that this sample will help to get to a further approach in design requirements. If you have any issues or suggestions to this sample please get in touch with us.

Waiting for your reply and thanking you for your inquiry,

best regards  
NICOLAY GmbH



(Hans-Martin Fuchs)

Enclosed:

- Kit of 10-pole plug (without contacts) - new boot

ANLAGE

438.

# NICOLAY

Kabel und Sensoren für die Medizintechnik



NICOLAY GmbH - PO Box 1335 - D-72193 Nagold - Tel: (07452) 823-0

To: VIAMED - England No. of pages: 1 incl. cover sheet  
Attn: Mr. John Lamb Your fax-no.: 0044 / 1535-63 55 82  
From: Hans-Martin Fuchs Questions? Tel: 07452 / 823-135  
Date: 12 Juni 1996 Fax: 07452 / 823-150

Dear Mr. Lamb,

thank you for your inquiry on 10th june, 1996 on the telephone.

You requested some information about disassembling-tools here at NICOLAY.

We have discussed this issue at our side and found out that this is not that easy.

For demounting plugs from complete cables several quite expensive tools are necessary.

Dismantling plugs from patient cables should only possible if the plugs were available as kits.

In the case of the SIEMENS cables the plugs must have been overmolded and dismantling should not be possible.

For assembling-versions of plugs there is an inherent risk of damaging cables and components when being disassembled.

The whole project can only successfully be done with professional and expensive tooling.

What will be the quantities of cables to be reworked by VIAMED?

Unfortunately we do not see many possibilities to provide you with appropriate information.

Could you send us some different samples of cables that you intent to dismantle ? We could then test out at our side what is possible and what not.

We are sorry that we have no better information for you at the moment.

Kind regards,  
NICOLAY GmbH

(Hans-Martin Fuchs)

**NICOLAY**

Kabel und Sensoren für die Medizintechnik



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From:	Hans-Martin Fuchs	Questions?	Tel: 07452 / 823-135	
Date:	20 Juni 1996		Fax: 07452 / 823-150	

Dear Mr. Lamb,

thank you for the fax of june 13th, 1996 in which you explain the necessity of repair of SpO2-Sensors.

We regret not to be able to assist you in this matter as there are several reasons why such sensors should not be repaired in the field.

1. NICOLAY produces such Sensors for OEMs only which are responsible for correct measurements and fulfillment of Medical Device Directive 93/42/EU. These Senosrs are classified in Class IIa and production has to be certified.
2. These Sensors are subject of several different patents.
3. NICOLAY can look back on a long and truthfull cooperation with its customers and would not go into such business without their agreement.

We regret that we have no more detailed news for you and we want to ask you for your understanding that NICOLAY is not able and not willing to assist you in any way of this issue - due to the reasons mentioned above.

Kind regards,  
NICOLAY GmbH

(Hans-Martin Fuchs)



# VIAMED

SL



FAX REF : 3978

Page 1 of 1

DATE : 13 June 1996

TO : Hans-Martin Fuchs

Nicolay : Nagold: Germany

Dear Herr Fuchs,

Further to our discussion and your Fax.

We have recently set up a facility in the UK to repair and re-cycle SpO2 Finger probes. Due to the relatively high purchasing costs from the Original Equipment Manufacturer (OEM) and the short useful life of these products many Hospital Bio-Engineers have been collecting them rather than throwing them away.

Most OEM's refuse to repair these probes and insist they be treated as non repairable.

Our facility has therefore tapped this market and is showing early signs of success. It involves high investment in test equipment so the cost of tooling may not be a problem.

If necessary we are prepared to send someone to Nicolay to be trained to use these tools.

You will no doubt be aware of the recent EEC pronouncements on future regulations regarding the re-cycling of products. This facility of ours is well timed to exploit these new regulations. The SpO2 cable has to be a prime target for re-cycling and this is being accurately reflected in the comments we receive from Bio-Engineers and Hospital buyers.

At present we are successfully repairing most of the probes that come to us but we are finding the less popular SpO2 monitors are starting to come to us and some have your connectors both moulded and non moulded.

The faults range from broken cables where the cable enters the connector to broken pins in the connector. The numbers causing us a problem is small at present but as we begin to penetrate Europe with our service I expect them to grow. As the probes are broken when they arrive the subsequent damage to cables and/or components is not important as they can be replaced.

Our main concern when repairing the connector is that we do not leave signs of forced entry on the connector when we return it to the user. Where the connectors have been overmoulded we would like to be able to replace them with non moulded connectors.

I would therefore like to continue our discussion and see how far we can go.

Could you supply me with a catalogue of your products and an approximate cost of the tools involved.

Kind Regards

John S. Lamb.



Viamed Limited, 15 Station Road, Cross Hills,  
Keighley, West Yorkshire BD20 7DT  
Tel: 01535 634542 / 636757 Fax: 01535 635582  
Registration No. 1291765 in England

Sent By: TOM HANNA;

5089497176;

Feb-11-99 10:26AM;

Page 1/1

10/02 '99 17:52

+49 7452 823150

NICOLAY

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001/001

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(Steffen Schuck)

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address: Nicolay GmbH - Graf-Zeppelin-Straße 21 - 72202 Nagold - Deutschland

ATT John  
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connector you were  
looking for!



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West Yorkshire BD20 7DT  
England

Telefon (074 52) 8 23-0

Telefax (074 52) 8 23-150 VK  
8 23-160 EK

*CC-Total  
Serial  
samples  
also sent  
to him  
as per  
JSL*

Ihre Nachricht vom  
Votre lettre du  
Your letter dated

Ihre Zeichen  
Votre référence  
Your reference

Unsere Zeichen  
Notre référence  
Our reference

Tag  
date  
date

HMF

04.09.95

## Sample of kit 10-pole plug

Dear Mr. Lamb,

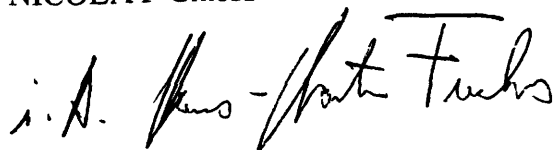
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**NICOLAY**

CCJSL

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# VIAMED

SL



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Page 1 of 1

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