



Aqib Majeed <viamed.aqib.majeed@gmail.com>

Fwd: Quote

Steve Hardaker <office@viamed.co.uk>
Reply-To: steve.hardaker@viamed.co.uk
To: office@vmsecure.me.uk

15 March 2023 at 10:17

Good morning,

Please can we split this order into an order for 10 units to ship asap and 15 to follow once stock is in place. You can use order suffixes of /1 and /2.

I have asked SN about the lead time and will let the customer know that we are working on it and will get back to them when we know more.

Thanks,

Steve H

----- Forwarded message -----

From: **Amy Philpot** <amy@medaid.co.uk>
Date: Wed, 15 Mar 2023 at 08:26
Subject: RE: Quote
To: steve.hardaker@viamed.co.uk <steve.hardaker@viamed.co.uk>

Hi Steve,

Can we please split the order in two, shipping 10 now on credit?

Do you have a lead time for the further 15?

Thank you,

Kind regards,

Amy

Amy Philpot

Procurement Manager



Tel +44 (0) 1234 930 394 **Fax** +44 (0) 8000 151 906

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker

Sent: Tuesday, March 14, 2023 3:20 PM

To: Amy Philpot <amy@medaid.co.uk>

Subject: Re: Quote

Hi Amy,

Thank you for your order. The order breaks down as follows:

- 25x 0111265 - UltraMax O2 Analyser (@ £478.40+VAT each): £11,960.00+VAT
- Shipping Insurance (optional*): £119.60+VAT
- Carriage: £12.00+VAT

*Please note: standard shipping is via UPS on '*Carriage Paid To*' delivery terms (CPT - Incoterms 2020). This means that **the shipment is not covered by insurance for loss or damage once it leaves Viamed's premises and the risk is assumed by the purchaser**, or the purchaser may arrange their own insurance to cover it.

Given the value of the order, if you don't have your own insurance in place and would like to upgrade the delivery to '*Carriage and Insurance Paid To*' (CIP - Incoterms 2020), we can do this at an additional insurance premium of 1% of total goods value. If you want to take this option, please advise.

I have spoken with the Finance Director and Commercial Director, who have advised that the maximum credit limit offered is £6K+VAT, which equates to 12 units, so we need to look at the other settlement options as before.

We currently have 10 units available in stock, so one option is to split your order into 2 separate orders for 10 units and 15 units. We can ship 10 now on credit terms, then when the account is cleared, ship the second order. That second order would allow 12 on credit terms with just 3 left to settle by proforma.

Alternatively, we could process this as 12 units on credit when the rest of the stock arrives and 13 on proforma.

I apologise for the financial wrangling, but due to some recent experiences with debtors going insolvent, £6k on terms of 30 days from invoice is the maximum credit limit that Viamed can extend.

I look forward to hearing from you to see how we can work together to process this.

Best Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

Please note: Viamed is now enacting hybrid working to allow sales and admin staff to work remotely and in the office. Telephone calls to the main office will be answered, but please continue to use email where possible.

Website: www.viamed.co.uk
email: steve.hardaker@viamed.co.uk
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On Tue, 14 Mar 2023 at 11:59, Amy Philpot <amy@medaid.co.uk> wrote:

Hi Steve,

Thank you for your email.

We need 25, and within the next 2-4 weeks, but ideally as soon as possible.

Can I please place an order for 25 UltraMax analysers, using the order number L/1294/137-INTU-US?

Thank you,

Kind regards,

Amy

Amy Philpot

Procurement Manager



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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker

Sent: Friday, March 10, 2023 3:38 PM

To: Amy Philpot <amy@medaid.co.uk>

Subject: Re: Quote

Hi Amy,

Thanks to you and Tim for sorting that out, we should be able to ship on Monday as we have missed the shipping cut-off for today.

Taking into account yours and other customer orders, we currently have 8 free stock available. How many do you need and in what timescale?

Best Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Fri, 10 Mar 2023 at 15:26, Amy Philpot <amy@medaid.co.uk> wrote:

Hi Steve,

Thank you for your email.

I have spoken to Tim and the outstanding invoice was paid earlier today. I'm really sorry for the delay in payment.

The single UltraMax analyser is still required. Can I please order it on our account?

Can I also ask how many UltraMax analysers you currently have in stock?

Thank you,

Kind regards,



Amy Philpot

Procurement Manager



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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker
Sent: Friday, March 10, 2023 2:08 PM
To: Amy Philpot <amy@medaid.co.uk>
Subject: Re: Quote

Hi Amy,

Just a quick follow up on your order on the email below for a single UltraMax analyser. Do you still require this?

The order was put on proforma as your account is currently out of terms due to the attached outstanding invoice, which was due for payment by the 18th February.

If the invoice can be settled, we can get this order out on account for you. Is that something that you can look into?

Thanks in advance and I look forward to hearing from you.

Best Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Mon, 27 Feb 2023 at 09:13, Amy Philpot <amy@medaid.co.uk> wrote:

Hi Steve,

Thank you for your email.

Sorry, I should have clarified. That is the correct one, thank you.

Can I please proceed with the order, using the order number L/1271/109-GIZ-MG?

Thank you,

Kind regards,

Amy

Amy Philpot

Procurement Manager



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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker

Sent: 26 January 2023 15:06

To: Amy Philpot <amy@medaid.co.uk>

Subject: Re: Quote

Hi Amy,

Are you referring to the UltraMax O2 analyser, same as the ones that you have just recently taken delivery of? If so, the current distributor price is as follows:

- 0111265 - UltraMax O2 oxygen analyser @ £478.40+VAT
- Carriage: £12.00+VAT

Do you need this in a formal quotation or is this sufficient?

Best Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Thu, 26 Jan 2023 at 14:51, Amy Philpot <amy@medaid.co.uk> wrote:

Good afternoon Steve,

Can I please have a quote for one oxygen analyser?

Thank you,

Kind regards,



Amy Philpot

Procurement Manager



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