Summary of meeting held at the offices of Teledyne Analytical Industries - 23rd May 2014

Present: **Tom Compas, Kunal Kothari, Steve Broy** - TAI
Steve Nixon - Viamed

1) Starting with the next shipment of MX300s (due 28th/29th May), Viamed will report any problems regarding AX300s & MX300s back to TAI (TC/KK).

i.e. battery contact problems, case version, casing colours, operational faults.

Starting with the delivery of the next shipment, the recent supply issues of MX300s appear to have been resolved; and after randomly testing some units in the production area, it also appears that the battery contact problems have been resolved.

2) As of the 26th May Viamed will report any ongoing TAI paperwork errors in terms of format, serial number mistakes etc. It appears that one of the serial number issues may have just been resolved, as TAI appear to have reverted back to serial numbers being documented as a run, i.e. 1000 - 2000 rather than listing each individual serial number.

3) Viamed will report back to TAI any ongoing oxygen sensor failures, identified by Viamed QA or by returns from the field.

4) Kunal is to investigate whether Viamed can be provided with firm and true purchase order shipment dates. To endeavour to instigate improved communications, Viamed has been sending TAI a list of current back orders on a weekly basis, and in return TAI has been providing shipment information. The only problem is that many of the delivery dates are not realistic and after Viamed follows up further, they have invariably found that the dates have been moved back again. This puts Viamed in an embarrassing situation with its customers.

5) Steve Nixon is to discuss and make enquires as to the prospective sales for a new sensor variant: R17MED in a T7 casing. TAI said that in principle the development of such a sensor was not a problem.

6) **Overshoot problems with R-22AHJ sensors.** Following an open discussion, Steve Broy offered to produce some sample sensors with increased thickness of cathode Rhodium plating. He also agreed to supply Viamed with a report of the current investigations, this was duly supplied on the 28th May.

7) TAI in principle agreed to investigate the manufacture of additional oxygen analyzers and monitors to supplement/replace the existing AX300 & MX300 units. This is to enable Viamed to maintain sales to customers who will not accept the AX300 and MX300s - due to the historic issues of reliability and supply. It will also facilitate Viamed to compete with competitors such as Maxtec and Analytical Industries.

It was discussed to perhaps utilize the AX300 and MX300 electronics and incorporate in new casings to provide updated versions of the TED60T, TED191, and TED200T7. The possibility of a ‘retro’ design using a display with an analogue meter was also discussed.

Viamed is developing a casing and platform for a new model of hand held pulse oximeter. This could easily be utilized for an oxygen analyzer/monitor, with added facilities such as trending… However, Kunal stated that such a unit with a colour display would not be of interest to TAI due to the associated short battery life.

8) **‘Smart’ oxygen sensors.** Kunal stated that TAI had developed such a sensor, which could also predict remaining sensor life, but there hadn’t been any take up from the market for such a device.

9) To date there are no reported problems with the 0131201 oxygen sensor cables that Viamed supplies to TAI.

Kind regards

Steve