



Ryan Swaine &lt;viamed.ryan.swaine@gmail.com&gt;

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**RE: Vandagraph Account**

1 message

**Ron van der Marel** <ron@divingadelaide.com.au>

11 April 2024 at 04:59

To: "ryan.swaine@vandagraph.co.uk" &lt;ryan.swaine@vandagraph.co.uk&gt;

Hi Ryan,

Thank you for your email!

Let's see them first as I've never seen one. Can I please order 3 Tek-Ox units without the auto-switch off?

Do these come in a protective case?

Thank you beforehand,

best regards,

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**Ron van der Marel**

Owner / Instructor

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**Diving Adelaide**

21 - 23 Grove Avenue

Marleston SA 5033

Australia

[DivingAdelaide.com.au](https://divingadelaide.com.au)

Ph: (08) 8122 5003

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**From:** Ryan Swaine <viamedinbox@gmail.com>**Sent:** Wednesday, April 10, 2024 1:20 AM**To:** Ron van der Marel <ron@divingadelaide.com.au>**Subject:** Re: Vandagraph Account

Hi Ron

We have some business in Australia, but this is mainly outside of the SCUBA industry.

Unfortunately we do not offer any exclusivity.

In regards to OEM labelling for the analysers, it is possible, there would be an upfront charge for the labels, which is likely to be in the region of GBP £700-£800.

Best regards

Ryan

Ryan Swaine

General Manager  
VANDAGRAPH Ltd.

<http://www.vandagraph.co.uk>

Email [ryan.swaine@vandagraph.co.uk](mailto:ryan.swaine@vandagraph.co.uk)

Tel: +44 (0)1535 634900

Mob: +44 (0)7803 907117

On Mon, 8 Apr 2024 at 05:00, Ron van der Marel <[ron@divingadelaide.com.au](mailto:ron@divingadelaide.com.au)> wrote:

Hi Ryan,

Thank you for your email!

If we move away from the sensors, but just work on the analysers, is that an idea?

Do you have any retailers in Australia that sell your products? Would an exclusivity-model be an option otherwise, resulting in the same as going OEM?

Thank you beforehand,

best regards,

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**Ron van der Marel**

Owner / Instructor

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**From:** Ryan Swaine <[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)>  
**Sent:** Friday, April 5, 2024 7:47 PM  
**To:** Ron van der Marel <[ron@divingadelaide.com.au](mailto:ron@divingadelaide.com.au)>  
**Subject:** Re: Vandagraph Account

Hi Ron

To be honest, I think the OEM label route is not going to be feasible. We would need orders of 50+ sensors per model, per order and for the analysers there would have to be some upfront costs.

Best regards

Ryan

Ryan Swaine

General Manager  
VANDAGRAPH Ltd.

<http://www.vandagraph.co.uk>  
Email [ryan.swaine@vandagraph.co.uk](mailto:ryan.swaine@vandagraph.co.uk)  
Tel: +44 (0)1535 634900  
Mob: +44 (0)7803 907117

On Fri, 5 Apr 2024 at 05:53, Ron van der Marel <[ron@divingadelaide.com.au](mailto:ron@divingadelaide.com.au)> wrote:

Hi Ryan,

Thank you for your quick reply!

Thank you for sending through the shipping rates.

For the OEM products, I was hoping to do both (sensors and analysers).

Thank you beforehand for your reply,

best regards,

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**Ron van der Marel**  
Owner / Instructor

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**From:** Ryan Swaine <[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)>

**Sent:** Wednesday, April 3, 2024 2:52 AM

**To:** Ron van der Marel <[ron@divingadelaide.com.au](mailto:ron@divingadelaide.com.au)>

**Subject:** Re: Vandagraph Account

Hi Ron

Sorry for the late reply, I have been away for a few days.

In regards to OEM labelling, are you referring to the sensors or the analysers or both?

Carriage costs by UPS Express Saver (approx 10 days delivery) for 3-4 devices = GBP £44 approximately.

Best regards

Ryan

Ryan Swaine

General Manager  
VANDAGRAPH Ltd.

<http://www.vandagraph.co.uk>

Email [ryan.swaine@vandagraph.co.uk](mailto:ryan.swaine@vandagraph.co.uk)

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On Wed, 27 Mar 2024 at 00:52, Ron van der Marel <[ron@divingadelaide.com.au](mailto:ron@divingadelaide.com.au)> wrote:

Hi Ryan,

Thank you for your quick reply!

What's the MOQ for OEM units?

Do you have an idea of what shipping costs will be like on an average order (say 3 units each times?) to Australia?

Thank you beforehand,

best regards,

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**Ron van der Marel**

Owner / Instructor

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**From:** Ryan Swaine <[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)>

**Sent:** Tuesday, March 26, 2024 10:24 PM

**To:** Ron van der Marel <[ron@divingadelaide.com.au](mailto:ron@divingadelaide.com.au)>

**Subject:** Re: Vandagraph Account

Dear Ron

Thank you very much for your email and I apologise for the late reply.

We would be very happy to supply you on a trade basis.

We do not impose any minimum order quantities, but we would ask you to prepay for your orders, at least until we have some sales history.

Prices are in GBP and payment can be made by bank transfer or most major cards.

Please find attached some product information and our trade pricing, I have also attached our retail prices as a reference.

In regards to OEM, it is possible, but we would need to discuss the quantities involved.

I look forward to your response and please do not hesitate to contact me if you have any questions.

Kind regards

Ryan

Ryan Swaine

General Manager  
VANDAGRAPH Ltd.

<http://www.vandagraph.co.uk>

Email [ryan.swaine@vandagraph.co.uk](mailto:ryan.swaine@vandagraph.co.uk)

Tel: +44 (0)1535 634900

Mob: +44 (0)7803 907117

On Mon, 25 Mar 2024 at 05:28, Ron van der Marel <[ron@divingadelaide.com.au](mailto:ron@divingadelaide.com.au)> wrote:

Dear Sir/Madame,

I am the owner of Diving Adelaide and Online Dive Gear in Australia and I'm wondering whether you have wholesale accounts and whether we can be set up as one?

We're interested in your oxygen analysers and oxygen sensors and I'm wondering whether you offer OEM as well (ie. so we can sell your oxygen analysers under our own brand name)?

I look forward to hearing from you,

best regards,

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**Ron van der Marel**

Owner / Instructor

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