



Kate Griffiths <viamed.kate.griffiths@gmail.com>

Fwd: Quote - Handi+ Oxygen Analyser / Meter

2 messages

Steve Hardaker <steve.hardaker@viamed.co.uk>
To: Kate Griffiths <kate.griffiths@viamed.co.uk>

14 March 2025 at 12:43

Hi Kate, please requote with distributor pricing. I will ask Ryan about the shipping measures, unless you know?

Steve H

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

From: **Lukasz Kadzielski** <L.Kadzielski@brinsea.co.uk>
Date: Fri, 14 Mar 2025 at 12:31
Subject: RE: Quote - Handi+ Oxygen Analyser / Meter
To: Steve Hardaker <steve.hardaker@viamed.co.uk>
Cc: Kate Griffiths <kate.griffiths@viamed.co.uk>

Hi Steve,

That sounds fine. Are there any special measures needed for shipping to our customers, presumably by sea.

Please re-issue quote.

Regards

Lukasz Kadzielski

Buyer and Stock Controller

Brinsea Products Ltd | 32-33 Buckingham Road | [Weston](#) Industrial Estate | Weston-super-Mare | BS24 9BG

Tel: 0345 226 0120 or (+44) 1934 417523 | | Mob: (+44) 7704345811

www.brinsea.co.uk



From: Steve Hardaker <steve.hardaker@viamed.co.uk>
Sent: 13 March 2025 16:26
To: Lukasz Kadzielski <L.Kadzielski@brinsea.co.uk>
Cc: Kate Griffiths <kate.griffiths@viamed.co.uk>
Subject: Re: Quote - Handi+ Oxygen Analyser / Meter

Hi Lukasz,

The pricing that Kate provided was standard end user pricing, which unfortunately does not qualify for quantity discounts.

However, I can see from your website that you are an equipment manufacturer, and I assume that you would be supplying these devices to your own customers, which would qualify you for distributor pricing, although this does come with some qualifying conditions.

The main condition is that we would need you to be the first line of support for your own customers, so any warranty claims would have to be from the customer to you, then from you to us, rather than referring customers direct to us for support.

I appreciate that you might need technical support to answer your customer's queries, which I am more than happy to help with, you can email me or call any time, but the device is very basic and I can provide you with an electronic copy of the manual.

It should be noted that you can't change the sensor on this device, when the battery or sensor is depleted, the whole unit is to be disposed of. The sensor has a long life of 1,500,000 oxygen percent hours and the battery will last for 1,850 hours. The effective life is 74,000 operational cycles (measurements) which equates to 67 uses per day for 3 years or 101 uses per day for 2 years.

You can return them to us for WEEE waste disposal at the end of their life if you don't have your own scheme.

There is no minimum annual commitment expected, but we would expect orders for more than single units at a time. An order for 50 units would certainly justify distributor pricing, but as long as any future orders are 10+ that would be fine.

Distributor pricing is around 22% below List @ £154.40+VAT per unit, carriage is chargeable.

Would this work for you? If you are happy with the terms, I will have the quote re-issued for you.

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
Tel: +44 (0)1535 634542
Fax: +44 (0)1535 635582

Sign up to our mailing list, go to www.viamed.co.uk/sign-up
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We just needed a price at this stage. I thought price will be lower for 50 but it is the same as on the website.

Regards

Lukasz Kadzielski

Buyer and Stock Controller

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From: Kate Griffiths <kate.griffiths@viamed.co.uk>

Sent: 12 March 2025 13:16

To: Lukasz Kadzielski <L.Kadzielski@brinsea.co.uk>

Subject: Re: Quote - Handi+ Oxygen Analyser / Meter

Good afternoon Lukasz,

Just a quick email to ask if quotation QVM155211 is still required? It expires on March 27th, at which time I will delete it.

I can of course issue a quotation at any time.

Many thanks.

Kind regards

Kate Griffiths

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

Email kate.griffiths@viamed.co.uk

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On Thu, 6 Mar 2025 at 11:51, Kate Griffiths <kate.griffiths@viamed.co.uk> wrote:

Good morning Lukasz,

Just a quick email to ask if quotation QVM155211 is still required? It expires on March 27th, at which time I will delete it.

I can of course issue a quotation at any time.

Many thanks.

Kind regards

Kate Griffiths

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

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On Mon, 24 Feb 2025 at 14:13, Kate Griffiths <kate.griffiths@viamed.co.uk> wrote:

Good afternoon Lukasz,

Thank you for your email.

Please see attached quotation, valid for 30 days. We do not currently have 50 in stock, so there would be a lead time which I do not have at this point.

Many thanks.

Kind regards

Kate Griffiths

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

Email kate.griffiths@viamed.co.uk

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On Mon, 24 Feb 2025 at 12:05, Main Account <viamedinbox@gmail.com> wrote:

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

From: **Lukasz Kadzielski** <L.Kadzielski@brinsea.co.uk>

Date: Mon, 24 Feb 2025 at 11:53

Subject: Quote - Handi+ Oxygen Analyser / Meter

To: info@viamed.co.uk <info@viamed.co.uk>

Good Afternoon,

Could I please have a quote for the below:

- Handi+ Oxygen Analyser / Meter, Part Number: 0111250, QTY: 50.

Regards

Lukasz Kadzielski

Buyer and Stock Controller

Brinsea Products Ltd | [32-33 Buckingham Road](#) | [Weston Industrial Estate](#) | [Weston-super-Mare](#) | [BS24 9BG](#)

Tel: 0345 226 0120 or (+44) 1934 417523 | Mob: (+44) 7704345811

www.brinsea.co.uk



Kate Griffiths <kate.griffiths@viamed.co.uk>
Draft To: Steve Hardaker <steve.hardaker@viamed.co.uk>
Bcc: Main Account <viamedinbox@gmail.com>

14 March 2025 at 12:52

Kind regards

Kate Griffiths

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

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