



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

Fwd: New inquiry

1 message

Ryan Swaine <ryan.swaine@viamed.co.uk>

6 June 2025 at 16:51

Reply-To: ryan.swaine@viamed.co.uk

To: Kate Griffiths <kate.griffiths@viamed.co.uk>, Aqib Majeed <aqib.majeed@viamed.co.uk>, Sophie Lines <sophie.lines@viamed.co.uk>

Hi, please can we set up the following company in the CRM and provide them with a proforma invoice:

EUR distributor

Company: SK Co., LTD.

Contact: Atsuko

Tel: +813-5828-7341

Mobile: +8180-9642-5113

itoha@sk-co-ltd.com

Web: <https://sk-co-ltd.com/en/>

Address:

3-14-2 Motoasakusa

Taito-ku

Tokyo

111-0042

Japan

15x 0110710 – Oxygen sensor MLF-16D = EUR €96.25 each

I have quoted for carriage and insurance (UPS quote attached):

UPS Express Saver = EUR €64.05

Insurance = EUR €14.44

Box dimensions for 15x sensors:

31x31x22cm, 1.5kg

Thank you, Ryan

Ryan Swaine

International Sales Manager

VIAMED

www.viamed.co.uk

Email: ryan.swaine@viamed.co.uk

Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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

From: <itoha@sk-co-ltd.com>

Date: Fri, 6 Jun 2025 at 16:37

Subject: RE: New inquiry

To: <ryan.swaine@viamed.co.uk>

Dear Ryan,
I hope you're doing well.
We will place an order for 15 pcs this time.

Could you please let me know how to proceed with the payment?

We would like to go with your UPS service: UPS Express Saver at EUR €64.05.

Also, if you have time, could you please provide any updates regarding the matter I sent last time?

Best Regards,
Atsuko

From: itoha@sk-co-ltd.com <itoha@sk-co-ltd.com>
Sent: Thursday, June 5, 2025 8:11 PM
To: 'ryan.swaine@viamed.co.uk' <ryan.swaine@viamed.co.uk>
Subject: RE: New inquiry

Dear Ryan,
Thank you for you calculate! We will share this with my manager.
May I ask you one more thing? Can We get Rohs certification?
Thank you.

Best Regards,
Atsuko

From: Ryan Swaine <ryan.swaine@viamed.co.uk>
Sent: Thursday, June 5, 2025 6:39 PM
To: itoha@sk-co-ltd.com
Subject: Re: New inquiry

Dear Atsuko

Please find the approximate shipping costs using our UPS account:

UPS Express Saver = EUR €64.05

Insurance = EUR €14.44

The Insurance is not mandatory, but if the parcel is lost or damaged, UPS will only cover up to a value of €70.

Please note that the UPS charges can vary slightly from day to day.

Please let me know if you have any questions or if you would like us to put an official quotation or proforma invoice together for you.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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www.viamed.co.uk
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On Wed, 4 Jun 2025 at 17:22, <itoha@sk-co-ltd.com> wrote:

Dear Ryan,
Thank you, I really appreciate hearing from you.

The destination is:

3-14-2 Motoasakusa, Taito-ku,

Tokyo 111-0042, Japan.

I usually use DHL or FedEx, but their prices aren't always the best. So I'm always looking for better options for our clients.

Thank you.
Best Regards,
Atsuko

From: Ryan Swaine <ryan.swaine@viamed.co.uk>
Sent: Thursday, June 5, 2025 12:54 AM
To: itoha@sk-co-ltd.com
Subject: Re: New inquiry

Dear Atsuko

Thank you very much for your call, it was nice to speak to you.

We use UPS, I can give you a quotation if you can provide me with your complete delivery/billing address.

Alternatively, you can use your own courier and arrange a collection if this suits you.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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Mobile: +44 (0) 7803 907117

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On Wed, 4 Jun 2025 at 16:34, <itoha@sk-co-ltd.com> wrote:

Thank you, Ryan.

I forgot to ask, can I request a specific shipping company, such as DHL or FedEx, if we place an order?

Best Regards,
Atsuko

From: Ryan Swaine <ryan.swaine@viamed.co.uk>
Sent: Wednesday, June 4, 2025 11:42 PM
To: itoha@sk-co-ltd.com
Subject: Re: New inquiry

Dear Atsuko

I can confirm they would be the exact same sensor.

Box dimensions for 15x sensors:

31x31x22cm, 1.5kg

Best regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
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On Wed, 4 Jun 2025 at 15:28, <itoha@sk-co-ltd.com> wrote:

Hi

Thank you for your response. Is it the same product as shown in the photos? If so, could you please inform us of the package size for 15 pieces? We need to check the shipping to Japan as the destination.

thank you for your attention this matter.



Best Regards,
Atsuko

From: Ryan Swaine <ryan.swaine@viamed.co.uk>
Sent: Wednesday, June 4, 2025 7:48 PM
To: itoha@sk-co-ltd.com
Subject: Re: New inquiry

Dear Atsuko

Thank you very much for your email. Please find our distributor pricing below. There is no minimum order quantity. If you decide to proceed with larger orders, we can review the possibility of a further discount:

0110710 – Oxygen sensor MLF-16D = EUR €96.25 each EXW

Please do not hesitate to contact me if you need any further information or if you would like to explore alternative sensors.

I look forward to hearing from you.

Kind regards
Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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From: <itoha@sk-co-ltd.com>
Date: Wed, 4 Jun 2025 at 03:47
Subject: New inquiry
To: <info@viamed.co.uk>

Dear Customer Support,

I hope you're doing well.

We have an inquiry regarding a prototype project for 15 pcs. Please find this image for MLF-16D. During our search, we came across your company.

Would it be possible for us to provide a quotation for 15pcs and 500pcs and 1000pcs.

Thank you in advance.



Atsuko



Tel: +813-5828-7341

Mobile: +8180-9642-5113

Web: <https://sk-co-ltd.com/en/>

Email: itoha@sk-co-ltd.com

Address: 3-14-2 Motoasakusa, Taito Ward,
Tokyo City, 111-0042, Japan.

