

Dräger

CC 50

Draeger Medical
The Willows
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Hertfordshire HP2 7BW

Telephone: 01442 215542
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Mr. John Lamb
Viamed LTD
15 Station Rd
Cross Hills
Keighley
West Yorkshire
BD20 7DT

6th December 1996

Dear John,

thankyou for your letter, I think my last letter must have crossed yours.

I have spoken to David Gaulton and he is happy with drawings. We also accept the prices (fixed until December 1997) of the Tom Thumb, Blender and flow meter.

I will inform you when we are in the position to discuss orders with you. Meanwhile if you could send the Tom Thumb and flow meters to me, we can get our unit tested and begin clinical trials.

When the unit has been tested we would like to extend an invitation for you to visit Draeger Medical.

I would like you to please send me your oxygen analyzer price list and any discounted costs to us. The price of adding our oxygen analyzer may be prohibitive and the customer may be interested in an alternative. Of course I will need to seek the approval of Dräger Germany.

Yours Sincerely

Barbara Anne Helps

Barbara-Anne Helps
Product Manager
Neonatal Products



Certificate Number FM 33758
BS EN ISO 9001-1994

A Division of: Draeger Medical
Draeger Limited
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Registered In England No. 777464



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VIAMED



Ms B. Helps,
Product Manager Paediatrics,
 Draeger medical,
The Willows,
Mark Road,
Hemel Hempstead,
Hertfordshire,
HP2 7BW.

2 December 1996,

Dear Barbara,

Please find enclosed my impressions of your requirements. I apologise for the poor quality but more professional diagrams and drawings will be sent to you later. You should however be able to decide from these drawings whether or not I understood your requirements correctly.

I have attempted to accurately price the units but I should warn you that my suppliers of gauges and flowmeters may have increases in the pipeline during 1997. I have also assumed the quantities we discussed are reasonably valid so these are not one-off or development prices. Assuming the current rates of inflation continue through 1997 I would expect to be able to maintain these prices until December 31st 1997.

Pt.No. DTT490	£350	Standard TT490
DB001	£430	
DRF001	£220	

I am having some blocks manufactured and hope to have prototypes with you by the end of the month.

Please contact Derek or myself if you have any questions

Yours sincerely,
Viamed

John S.Lamb,
Director.



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cc DL/SSC

Fax from Dräger Medical Service**To** Viamed Ltd**Fax #** 01535 635 582**Attention:** John Lamb / Derek Lamb**Copy :** Les Culver - Business Manager After Sales Service
Barbara-Anne Helps - Product Manager Neonatal products**From:** Dave Gaulton**Date** 21st April 1997**Pages** 1 of 2**Subject** Tom Thumbs

Dear John and Derek,

First a note to confirm our wish to delay the supply of flowmeters and thumb ventilators.

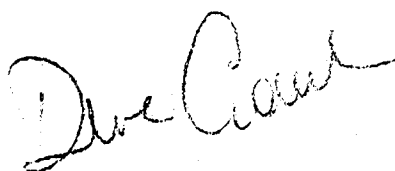
We are currently making a second design that will incorporate oxygen and air. I have been unable to incorporate the Lifeguard flow regulators, so have made an alternative design using two Therapy flowmeters mounted on an extended Tom Thumb block. I attach a sketch of this design. Please accept my apologies for poor print quality but my printer at home needs a new ribbon!

At present I am having an extension piece made to adapt to your standard block. I have bought an air flowmeter and would like your views on the concept and whether the design can be put into production. The new design simply repeats the flowmeter fixing hole at 34mm centre from the existing, so the overall block length is a further 34 mm.

I would also like to agree a specification for the flowmeter and ventilators, in particular the relief valve settings. I suggest that at a flow of 5 litres / min, the new style relief valve should be set to 45 +5/ -0 mbar and the earlier less accurate set to 50 +/- 5 mbar.

I look forward to your comments soon.

Best regards



David Gaulton
Technical & Training Manager
Dräger Medical
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Fax from Dräger Medical Service

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To . Viamed Ltd**Fax #** 01535 635 582**Attention:** John / Derek**Copy :** Les Culver - Business Manager After Sales Service
Barbara-Anne Helps**From:** Dave Gaulton**Date** 23rd April 1997**Pages 1 of 2****Subject** Tom Thumb 2

Dear Derek

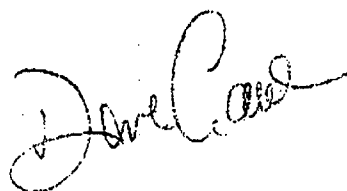
As we discussed this morning I am sending an improved drawing of the three proposed versions of Tom Thumbs

I have had a rough prototype Tom thumb 2 made by adding an extension to the existing block. It seems to work. Please go ahead and make a presentable prototype that I can build into a console to show to customers. I would then anticipate taking a same / similar device for market trial.

I expect to receive the modified console metalwork next week April 29th so as soon as I get the block from you, I will be able to build in the components I already have for a visual demo device. I will use the pressure valves and gauges from earlier devices that you have supplied. I have already bought a one off air flowmeter from Therapy Equipment.

Please let me know when you expect to get the new block to me

Best regards



David Gaulton
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a) 0-50 cm H₂O MAT

b) 40 cm Recommended
Not adjustable but offer choice.
ie up to 50

Market for block without flowmeter.
cost of Bay. at
use as standby T-orchestra

Part Number	Description	Cost
	Label on top of safety valve	.75
	Labour	20.00
	Label Tom Thumb Front	.75
	Label on Flowmeter	.30
4450-12	Main valve O ring Black	0.28
4701-13	O ring seal 1/8 fixing	0.20
4701-13	O ring seal 1/8 fixing	0.20
4701-13	O ring seal 1/8 fixing	0.20
4701-18	Adj valve O ring	0.20
4701-64	O ring white Main Bolt	0.20
6575	Flowmeter 0-5 LPM	75.00 - 28
9901-01	Infant resuscitator block	7.80
9901-02	Main Bolt With 1/8 Hole	3.50
9901-17	Non Adjustable Safety valve	24.00 - 34
9901-171	Adjustable Safety Blow off valve	34.30 48
9901-31	Main bolt (No Flowmeter)	3.50
9901-34	15mm Male taper	3.50 - 3.5

Cost = £170.98 - ^{SP} £222

£127.68
24
£123.68
48
£153.68
£190