Re: Re: Re: Quotation required

1 message

williampan <william.pan@justec.cn> 18 October 2018 at 03:10
Reply-To: william.pan@justec.cn
To: "ryan.swaine" <ryan.swaine@vandagraph.co.uk>

Hello Ryan,

It's nice to hear from you.
We know the problem in your email and we have improved months ago.I will show you the new working samples in the Medica.We will ask the local Lab. to give us a quote about the EMC and FCC test.

Best Regards,

William Pan
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2018-10-18

======== 2018-10-17 21:17:36 您在来信中写道： ========

> Hi William
>
> I hope you are well.
>
> With regards to the new PCB development with the second decimal place:
>
> I am sorry that it has been so long since I came back to you on this project, but it had stalled for various reasons. However, we are now wanting to proceed.
>
> The demonstration unit you provided at Arab Health looks great, but there are some issues that need to be addressed:
>
> I have added a link below, where you can download the video files that demonstrate the issues I have listed below:
>
> https://www.dropbox.com/sh/cbpvj286owldnv4/AABrB1dMvAJzUJWGD86kvv5ya?dl=0
>
> 1) Spelling Mistake; the display should read "Weld Gas" & "Analyzer"
>
> 2) Response Time - The prototype has an incredibly slow response, taking 93 seconds to reach zero in N2 from 21% O2, please see the video file and our results below as a comparison with standard TEK-OX:

O2% reading	Response time in seconds	
	Development Analyser	Tek-Ox
100%	0	0
10% (T_{90} Response)	25	7
1% (T_{99} Response)	86	14
0% (T_{100} Response)	93*	19

* to 0.73%

> 3) When the device is turned on, the numbers on the display count up from zero?
>
> 4) The calibration is very sensitive, can this be improved?
>
> 5) When introduced to N2, the numbers drop slowly until it reaches 0.73 and then instantly to 0.00. It does not look like it will display anything between 0.00 & 0.73.

6) With regards to the testing required for this device, I did manage to obtain the information from CE Cert, with help from Bernd, I have attached their quotation and their comments below:

It should be tested in accordance to EN 61326-1 as laboratory equipment (emission class B, immunity industrial environment).
For the FCC (USA) it would need to be tested as a class B digital device (only emission).

Q) Please can you let me know if you can obtain a quotation locally for the same testing or would you advise that we use CE Cert?

I look forward to your reply.

Best regards

Ryan

Ryan Swaine
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On Mon, 15 Jan 2018 at 12:14, williampan <william.pan@justec.cn> wrote:

> Hello Ryan,
>
> We have gotten the quote about EMI/ESD test:
>
> FCC DOC-----3000RMB
> EN 61326-1：2013-----5500RMB
>
> Best Regards,
>
> William Pan
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>
> 2018-01-15
>
> ======== 2018-01-11 00:51:35 您在来信中写道： ========
>
> > Hi William
> >
> > As these devices are likely to be sold in the USA, I may need to comply with FCC Class A, do you know what is required for this and what the costs would be?
> >
> > Best regards
> >
> > Ryan
> >
> > Ryan Swaine
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> >
> > On 4 January 2018 at 08:54, williampan <william.pan@justec.cn> wrote:

Hello Ryan,

We have checked the old test report,it is based on EN60601-1,but with old version.Now,new EN60601-1 required 8Kv and 15kv ESD.It's not so easy to pass for these two devices as the PCB is limited in size.So we suggest to do test as a Laboratory device base on EN61326 ,it need 6kv/8kv maximum.What's your ideas?

Best Regards,

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2018-01-04

======== 2018-01-03 22:35:33 您在来信中写道： ========

> Hi William
>
> Thank you very much, I will come back to you on the EMC and ESD testing. Please can you provide me with the costs for the testing?
>
> Best regards
>
> Ryan
>
> Ryan Swaine
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>
> On 29 December 2017 at 00:33, williampan <william.pan@justec.cn> wrote:
>
> > Hello Ryan,
> >
> > We will try different display design.
> >
> > BTW,the samples will be ready soon,should we do EMC and ESD test in China for both version?
> >
> > Best Regards,
> >
> > William Pan
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> >
> > 2017-12-29
> >
> > ======== 2017-12-28 22:51:53 您在来信中写道： ========
> >
> > > Hi William
> > >
> > > I am sorry that I have not been in contact sooner, as I have been away from the office.

Thank you very much for the initial screen designs. We feel that it would look better and there would be less confusing for the end user if both the decimal places were the same size.

Instead of **104.5**0 or **32.8**8

Please design the display as **104.50** & **32.88**

I look forward to seeing the new designs.

Thank you again and best regards

Ryan

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On 15 December 2017 at 06:03, williampan <william.pan@justec.cn> wrote:

> Hello Ryan,
>
> Here is the design drawing,do you think they are ok?
>
> Best Regards,
>
> William Pan
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> 2017-12-15
>
> ======== 2017-12-14 23:50:53 您在来信中写道： ========
>
> > Hi William
> >
> > This is only a thought at the moment, but would limiting the displayed digits to 99.99 instead of 100.00 effect the size of the displayed numbers?
> >
> > Or
> >
> > Would it be possible to have the decimal places in a smaller font: **100.00**
> >
> > Once the new PCB is finished, would it be possible to change the display? If so, would it be difficult or costly?
> >
> > Please disregard my previous questions regarding the auto cal feature for the time being, as this would probably be a separate project.
> >
> > Thank you and best regards
> >
> > Ryan
> >
> > Ryan Swaine
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On 14 December 2017 at 13:19, williampan <william.pan@justec.cn> wrote:

> Hello Ryan,
>
> There is a new question about two decimal display.Currently,we can show maximum 4 digits from 0.0 to 100.0 on the display.if we want two decimal,should we show 5 digits maximum?If yes,we have to make the digits shown on the display smaller than before,in this way there will have some space left around the digits.Do you have any ideas about how to show 5 digits?If not,we will arrange the screen based on the display size.
>
> Best Regards,
>
> William Pan
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>
> 2017-12-14
>
> ======== 2017-12-06 01:10:55 您在来信中写道： ========
>
> > Hi William
> >
> > Thank you. I will discuss this with John and come back to you later in the week.
> >
> > Best regards
> >
> > Ryan
> >
> > Ryan Swaine
> > VANDAGRAPH Ltd.
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> >
> > On 5 December 2017 at 15:58, william.pan@justec.cn <william.pan@justec.cn> wrote:
> >
> > > Hello Ryan,
> > >
> > > Can you find a CAL button which will be fully compatible with the current dial button?If not,do you want to change the housing mold?
> > >
> > > Maybe we can use the current dial button as a CAL button,it means,when the dial button was turned,the resistor will change,so we can indicate the target O2 on the display with the changed resistor value,if it reached a target,for example,20.9%,then we can use the on/off button as OK button to confirm a calibration.But,in this way,the device will not have current calibration function anybe,it has only auto calibration function.
> > >
> > > William
> > >
> > > ---
> > >
> > > **From:** Ryan Swaine
> > > **Date:** 2017-12-05 22:30
> > > **To:** williampan
> > > **CC:** John Lamb; Jean Lamb
> > > **Subject:** Re: Re: Re: Quotation required

Hi William

My customers for the Weld Gas analysers are interested in adding an auto calibration function to the device with the 2nd decimal place. My questions are as follows:

1) Would it be possible to have the auto calibration function by replacing the calibration dial with a CAL button, but still use the same PCB for the standard TEK-OX and VN202 with the existing manual calibration?

2) When programmed for auto calibration, would it be possible to have some indication on the display when it is conducting calibration?

3) Is there any cost or time implications?

4) Is there any other issues that you think we may need to consider?

Thank you and best regards

Ryan

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On 23 November 2017 at 13:12, williampan <william.pan@justec.cn> wrote:

> Helllo Ryan,
>
> Ok.
>
> Best Regards,
>
> William Pan
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>
> 2017-11-23
>
> ======== 2017-11-23 18:01:38 您在来信中写道： ========
>
> > Hi William
> >
> > Thank you.
> >
> > I can confirm that we still would like to have only one decimal place for the TEK-OX and the VN202, but two decimal places for the Weld Gas device with the upside down display.
> >
> > Best regards
> >
> > Ryan
> >
> > Ryan Swaine
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On 23 November 2017 at 00:56, williampan <william.pan@justec.cn> wrote:

> Hello Ryan,
>
> It's not a problem to change the display contents.
> We suggest you use only one PCBA for all devices,but do you want TEK-OX and VN202 to use only one decimal as the current one?why not use two decimal as WELD GAS?
>
> Best Regards,
>
> William Pan
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> 2017-11-23
>
> ======== 2017-11-23 01:38:26 您在来信中写道：
> ========
>
> > Hi William
> >
> > It was nice to see you again at Medica, I am only sorry we did not really get the chance to speak.
> >
> > With regards to the quotation for the TEK-OX with the additional decimal place, I can confirm that we would like to proceed.
> >
> > Please let me know if there is anything you require from us?
> >
> > Some additional information for this project:
> >
> > a) This project initially is is for the Weld Gas version, so the sample displays are to be upside down, like the current weld gas version.
> >
> > b) Currently the weld gas version has the following words on the display:
> > 1) WELD GAS 2) ANALYSER
> >
> > We would like to change this to the US version of the spelling:
> > 1) WELD GAS 2) ANALYZER
> >
> > c) we may in the future look towards changing all the TEK-OX and VN202 Variants over to this new PCB and Display, please can you we make sure that it is completely compatible and programmable between one decimal place and two?
> >
> > Thank you and best regards
> >
> > Ryan

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On 8 November 2017 at 06:43, williampan <william.pan@justec.cn> wrote:

> Hello Ryan,
>
> I will be on Medica next week.
> The quotation is still available for the change of the resolution.We can provide 5 samples in 2 month.
>
> Best Regards,
>
> William Pan
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>
> 2017-11-08
>
> ======== 2017-11-08 00:19:42 您在来信中写道： ========
>
> > Hi William
> >
> > I hope you are well and I hope to see you next week.
> >
> > We have been asked again about putting a second decimal place on the weld gas version of the TEK-OX and it looks like we may have to finally go ahead.
> >
> > Please can you tell me if the quotation you provided below in 2015 is still current or what the changes in cost would be?
> >
> > If we were to proceed, would you still be able to supply 5 working samples within 2 months?
> >
> > I look forward to your reply and thank you in advance.
> >
> > Kind regards
> >
> > Ryan
> >
> > Ryan Swaine
> > VANDAGRAPH Ltd.
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On 11 March 2015 at 14:51, williampan <william.pan@justec.cn> wrote:

> Hello Ryan,
>
> I have checked the solution for 4th digits version.We can use a MCU with 24bit ADC,so it's enough for your requirement.
> The developement fee should be 20,000RMB,including working samples, and 5,000RMB for production change cost,including PCB and SMT engineering fee.
> The developement time is about 2 months.
> The serial product price is the same as current devices.
>
> Best Regards,
>
> William Pan
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>
> 2015-03-11
>
> ---
>
> 发件人： Ryan Swaine
> 发送时间： 2015-03-10 01:19:06
> 收件人： william.pan
> 抄送：
> 主题： Re: Quotation required
> Thank you William
>
> I look forward to receiving your reply.
>
> Best regards
>
> Ryan
>
> Ryan Swaine
> VANDAGRAPH Ltd.
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>
> On 7 March 2015 at 02:23, williampan <william.pan@justec.cn> wrote:
>
> > Hello Ryan,
> >
> > I will check again and give you reply in next week.

Best Regards,

William Pan
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2015-03-07

======== 2015-03-05 20:01:35 您在来信中写道： ========

> Hi William
>
> I hope you are well.
>
> A while ago, you gave us a quotation for adding an extra decimal place to the TEK-OX, at the time the customer decided against it. However, this question keeps being asked, so we would like to look in to this again, please can you quote for the following:
>
> - The total costs for you to provide us with a PCB for the Tek-Ox that can be programmed to read to 2 decimal places (100.00).
>
> - We would also like to use the same PCB for our current customers, so it would also need to be able to be programmed to one decimal place (100.0)?
>
> Thank you in advance for your help.
>
> Best regards
>
> Ryan

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