



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

**RE: mox-4 oxygen sensor**

1 message

**Luis de Matos** <luisdematos@followinspiration.pt>  
To: ryan.swaine@viamed.co.uk

3 April 2020 at 17:27

Hello Ryan,

The team tell me that it's an Invasive ventilator Eternity sh300

It's ok for you?

All the best,

**Luis de Matos**

Chairman &amp; CEO

(+351) 963 581 280

Skype: deMatos86

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**De:** Main Account [mailto:[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)] **Em nome de** Ryan Swaine

**Enviada:** 3 de abril de 2020 17:03

**Para:** Luis de Matos <luisdematos@followinspiration.pt>

**Assunto:** Re: mox-4 oxygen sensor

Hi Luis

I am very sorry, but unfortunately I can not proceed without that information. Please can you speak with your team and let me know what type of device they are to be used with?

Best regards

Ryan

Ryan Swaine  
International Sales Manager  
VIAMED  
[www.viamed.co.uk](http://www.viamed.co.uk)  
Email: [ryan.swaine@viamed.co.uk](mailto:ryan.swaine@viamed.co.uk)  
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On Fri, 3 Apr 2020 at 17:00, Luis de Matos <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)> wrote:

I don't know more information. but the team watch the datasheet that you sent me and give me that suits for the purpose.

**Luis de Matos**

Chairman & CEO

(+351) 963 581 280

Skype: deMatos86

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**De:** Main Account [mailto:[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)] **Em nome de** Ryan Swaine

**Enviada:** 3 de abril de 2020 16:53

**Para:** Luis de Matos <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)>

**Assunto:** Re: mox-4 oxygen sensor

Hi Luis

I need your confirmation as to what the sensors are to be used with?

Best regards

Ryan

Ryan Swaine

International Sales Manager

VIAMED

[www.viamed.co.uk](http://www.viamed.co.uk)

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On Fri, 3 Apr 2020 at 16:49, Luis de Matos <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)> wrote:

Dear Ryan,

Yes, busy days.

Please, see here our data:

Follow Inspiration S.A.

VAT: 510154212

Address: Follow Inspiration, Edificio CEIIA, Avenida D. Afonso Henriques, 1825, 4450-017 Matosinhos, Portugal

500 units next week.

And

1000 units per week starts in the week 13<sup>th</sup> of April correct?

Ryan, just another question, the sensor have flow diverter?

I have the same price for the MOX-4 with flow diverter and you tell me that your sensor have a more reduced price...

Please, confirm me the final price, the shipment costs and if have the flow diverter.

All the best,

**Luis de Matos**

Chairman & CEO

(+351) 963 581 280

Skype: deMatos86

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**De:** Main Account [mailto:[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)] **Em nome de** Ryan Swaine

**Enviada:** 3 de abril de 2020 16:27

**Para:** Luis de Matos <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)>

**Assunto:** Re: mox-4 oxygen sensor

Dear Luis

I tried to call, but I guess you are busy.

Please can you confirm what equipment they are being used for?

R-22MED - part no. 0110022 = EUR €32.00 each EXW

If we act quickly, there is a chance we could have 500 sensors for you next week and then approximately 1000/week thereafter.

We would require payment in advance, so if you would like to proceed, then please can you provide me with your company invoice address, delivery address and company VAT number so I can set you up on our system and send you a proforma invoice.

I look forward to your reply and please let me know if you have any questions.

Best regards

Ryan

Ryan Swaine  
International Sales Manager  
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On Fri, 3 Apr 2020 at 15:52, Luis de Matos <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)> wrote:

Dear Ryan,

The team tell me that it's possible to change for your sensor.

Can you tell me prices please?

We want to receive 500 units in the next days, and the rest you can send us in partial shipments.

Tell me what you can do.

All the best,

**Luis de Matos**

Chairman & CEO

(+351) 963 581 280

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**De:** Luis de Matos [mailto:[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)]  
**Enviada:** 3 de abril de 2020 13:29  
**Para:** 'ryan.swaine@viamed.co.uk' <[ryan.swaine@viamed.co.uk](mailto:ryan.swaine@viamed.co.uk)>  
**Assunto:** RE: mox-4 oxygen sensor

Dear Ryan,

Thanks for the information.

I will check with the team.

Can you send me price and timings?

You could send me the units separately, so, 5.000 units per each shipment for example.

All the best,

**Luis de Matos**

Chairman & CEO

(+351) 963 581 280

Skype: deMatos86

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**De:** Main Account [<mailto:viamedinbox@gmail.com>] **Em nome de** Ryan Swaine

**Enviada:** 3 de abril de 2020 13:07

**Para:** Luis de Matos <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)>

**Assunto:** Re: mox-4 oxygen sensor

Hi Luis

It is an expensive sensor with older technology and unfortunately supply is likely to be 3 months.

Please can you let me know if this is for a ventilator project? If so, there may be other options available. If you are designing the the vent, we would suggest you look towards the R-22MED style sensor. They are more economical, include temperature compensation, easy to read linear mV output and easy to connect with a 3 pin molex. I have attached the specifications.

I will await your reply.

Kind regards

Ryan

Ryan Swaine  
International Sales Manager  
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On Fri, 3 Apr 2020 at 12:39, Luis de Matos <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)> wrote:

Dear Ryan,

Thanks for your answer.

We are asking for 10.000 units, but, you can ship them in partial units.

Tell me you the best for you.

I just need to know the price and the timing of delivery for Portugal (Matosinhos city).

Send me the term sheet please.

All the best,

**Luis de Matos**

Chairman & CEO

(+351) 963 581 280

Skype: deMatos86

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**De:** Main Account [mailto:[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)] **Em nome de** Ryan Swaine

**Enviada:** 3 de abril de 2020 12:31

**Para:** [luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)

**Assunto:** Re: mox-4 oxygen sensor

Dear Luis de Matos



Thank you very much for your email.

We supply the T-7, which is the original version of the MOX-4. Please can you confirm the number you require and when you would likely need them.

Q. Are the sensors for existing equipment or a new project?

I look forward to your reply.

Kind regards

Ryan

Ryan Swaine  
International Sales Manager  
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----- Forwarded message -----

From: **Luis de Matos** <[luisdematos@followinspiration.pt](mailto:luisdematos@followinspiration.pt)>  
Date: Fri, 3 Apr 2020 at 12:05  
Subject: mox-4 oxygen sensor  
To: <[sales@viamed.co.uk](mailto:sales@viamed.co.uk)>, <[orders@viamed.co.uk](mailto:orders@viamed.co.uk)>

Dear all,

Could you please send me a quotation for MOX-4 oxygen sensor? I need 10.000 units.

Can you tell me the timing for shipment to Portugal (Matosinhos city).?

All the best,

**Luis de Matos**

Chairman & CEO

(+351) 963 581 280

Skype: deMatos86

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