



Ryan Swaine <viamed.ryan.swaine@gmail.com>

Re: Re: R22MED

1 message

tracy.wang@justec.cn <tracy.wang@justec.cn>

14 April 2020 at 10:19

To: "william.pan" <william.pan@justec.cn>, "ryan.swaine" <ryan.swaine@vandagraph.co.uk>

Cc: "sarah.walton" <sarah.walton@viamed.co.uk>

Hi Ryan and Sarah,

Please find attached our new order for 1000 pcs R-17MED.

Please send PI to us, we will arrange the payment immediatly when we received your PI. And please let us know the stock of R-17MED, you can send them to us at first because we need them very urgently. And we will place an order to you for the remaining qty when we received our customer's payment.

Thank you!

Best Regards,
Tracy wang

Justec Shenzhen Co., Ltd
2F,Building 64,Majialong Industry Zone, Nanshan, Shenzhen,China,518054
TEL: 0755-26068930/1/2 —8023 Fax: 0755-26068933

From: [williampan](#)
Date: 2020-04-11 10:29
To: [ryan.swaine](#)
CC: [Tracy Wang](#); [Sarah Walton](#)
Subject: Re: Re: R22MED

Hello Ryan,

We will make order on next Monday.

Best Regards,

William Pan
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2020-04-11

===== 2020-04-10 21:04:04 您在来信中写道: =====

Hi William

Please find attached 2x proforma invoices; one for R-17MED and one for R-22MED.

We have not added transport and insurance costs, I propose we invoice you separately for these at the time of dispatch.

Upon receipt of payment, we would be looking at providing 500-1000 of each sensor in approximately 2 weeks and then 500-1000/week there after.

Please note that things are changing all of the time, so the quicker we act, the more chance we have of securing production.

Please let me know if you have any questions and please let me know how you intend to proceed.

Best regards

Ryan

Ryan Swaine
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On Fri, 10 Apr 2020 at 12:38, williampan <william.pan@justec.cn> wrote:

Hello Ryan,

Yes,give us two performa invoices with two sensors.What's the lead time for each sensor?Thanks.

Best Regards,

William Pan
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2020-04-10

===== 2020-04-10 19:26:48 您在来信中写道: =====

Hi William

We had a problem, Teledyne decided to no longer offer the special discount for China, but after negotiation we have now managed to agree on a special price for both the R-17MED and R-22MED:

R-17MED / R-22MED = USD \$28.40 each EXW

I will ask Sarah to update your current proforma with the R-17MED pricing, should I send a separate proforma for the R-22MED?

Best regards

Ryan

Ryan Swaine
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On Thu, 9 Apr 2020 at 01:37, williampan <william.pan@justec.cn> wrote:

Hello Ryan,

Do you have any news about R22-MED? Can you provide a detail specification of this sensor, customers are asking which is the pressure range of this sensor.

My wife's colleagues are contacting with you about the oxygen sensor, and you have recommended R17MED to them, do you think that R17MED, 5000pcs, can be ready in two weeks or so?

Best Regards,

William Pan
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2020-04-09

===== 2020-04-07 16:01:48 您在来信中写道: =====

Hello Ryan,

R22-MED is ok.

The quantity is 5,000pcs, it is better as a single order and single delivery, but they can accept several delivery. We will prepay.

Best Regards,

William Pan
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2020-04-07

===== 2020-04-07 03:10:06 您在来信中写道: =====

Hi William

The R-36MED is no longer available, although the R-24MED is equivalent. We have a production schedule set up for the R-22MED, so it may simplify supply if this sensor type was acceptable. It has the same connection with a slightly lower output, I

have attached the specifications. Please can you let me know if the R-22MED would be suitable for your customer?

Would you require 5000 in a single order or would you prefer smaller quantities?

When would you need the sensors?

We are stretching our finances at the moment with the increase in business, so for large orders, such as these, we would ask that they are prepaid.

As soon as I have your reply, I will organise pricing for you.

Best regards

Ryan

Ryan Swaine
VANDAGRAPH Ltd.
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On Mon, 6 Apr 2020 at 16:07, william.pan@justec.cn <william.pan@justec.cn> wrote:

Hello Ryan,

The oxygen sensor is R-36. The quantity is 5,000-10,000pcs.

William

From: [Ryan Swaine](#)
Date: 2020-04-06 18:00
To: [William Pan](#)
Subject: Re: Re: face masks

Hi William

The situation on O2 sensors is changing all the time, please let me know which models you require and I will see what I can do. We have some large contracts with the British government, which is taking most of our stock.

Best regards

Ryan

Ryan Swaine
VANDAGRAPH Ltd.
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On Mon, 6 Apr 2020 at 10:57, williampan <william.pan@justec.cn> wrote:

Hello Ryan,

It's good that you and Viamed are safe enough.
Now we are safe, no local cases, nearly all cases are from outside of China.

Our customer are looking for more oxygen sensors,we have provided them 2000pcs last month, as they have used oxygen sensors from Envintec,but now the delivery time is difficult,if they want to transfer to your sensor,do you think Teledyne can provide?They want 3000pcs now,i will let you know which type they want next day.

Best Regards,

William Pan
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2020-04-06

===== 2020-04-06 17:33:08 您在来信中写道: =====

Hi William

Thank you very much for the offer. We are okay at the moment, nearly all of us are working from home with the exception of a few warehouse staff. Thankfully, we are located in a rural area, which has not been as badly effected as the larger cities.

How is the situation in China now?

Best regards

Ryan

Ryan Swaine
VANDAGRAPH Ltd.
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On Mon, 6 Apr 2020 at 09:43, williampan
<william.pan@justec.cn> wrote:

Hello Ryan,

I believe that the situation in UK is not good,should we deliver some face masks to you and Viamed?

Best Regards,

William Pan
Justec Shenzhen Co., Ltd

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