



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

RE: Teledyne oxygen sensor UFO-130-2 quotn

1 message

KK <kmk@mail.com>
To: ryan.swaine@viamed.co.uk

9 April 2020 at 18:50

Hi Ryan,

I think it will be better if you'll be invoicing me as a person - in this case we'll avoid customs and other extra formalities on this end, I'll just pay the customs fee here and that's it.

Sending to a company would be quite a hell, long bureaucratic exhausting procedure requiring lots of documents (including written contract etc).

The delivery address is

Russia, 123242 Moscow, Zoologicheskaya street, 18-22,

Attn. Konstantin Kalendar

Mob. +7 985 108 4333

When invoicing please include the freight costs (delivery by courier) – so, it's going to be DDU basis.

Please note we hope very much to hear that the delivery can be effected within 2-3 weeks (I fully understand that this is just hope and it may not reflect the reality).

Looking forward to receive the PI for 15 pcs of UFO-2 oxygen sensors (sensors only) from you (courier costs incl.).

If you need the company address for your internal accounting purposes, for customers database etc , here it is:
Russia Moscow 127137, Pravdy st., 24, bdg 3, Cellgym-Rus ltd.

Thanks, regards,

Konstantin

From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: Thursday, April 9, 2020 7:49 PM
To: KK <kmk@mail.com>
Subject: Re: Teledyne oxygen sensor UFO-130-2 quotn

Hi Konstantin

Please can you send me your complete delivery and invoice address? Will you encounter any problems importing directly from us? Is there any registration or documentation you require?

As soon as I hear back from you we will issue you with a proforma invoice and then try our best to obtain a delivery date for you.

Best regards

Ryan

Ryan Swaine
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On Mon, 6 Apr 2020 at 17:32, KK <kmk@mail.com> wrote:

Dear Ryan,

Thx for the message. I can imagine how much stress you experience now, on this end the same , mess and shuffle.

We are ready to place a trial order for UFO-2 oxygen sensors (sensors only, so far without PCBs), 15 pcs. The main concern is the delivery period , we need them ASAP to proceed with the production.

Delivery by courier (destination Russia, Moscow) – I'll advise the exact address later on, upon getting a response/PI/ETD from you – I understand your situation and Teledyne priorities, but, please if possible, be more specific with the supply dates estimation (even approximate), this is of utmost concern for us.

Please include in the PI the freight (courier) costs.

EXW what basis – GB or somewhere in Europe?

Looking forward to your PI and clarifications (just roughly, availability at hand, days/wks).

Thanks and regards,

Konstantin

From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: Monday, April 6, 2020 3:06 PM
To: KK <kmk@mail.com>
Subject: Re: Teledyne oxygen sensor UFO-130-2 quotn

Dear Konstantin

I apologise that I have not been in contact sooner, as we have been so very busy trying to provide sensors and components for use with medical ventilators amidst the whole COVID-19 situation.

I can not give any firm dates on supply at the moment, as sensor production has been prioritised for ventilators and CPAP machines.

Unfortunately Teledyne are increasing the cost of the PCB, but we can offer the existing price on a temporary basis. We are hoping to maintain the prices on the UFO sensors:

UFO-2 Oxygen sensor - 0110081 = USD \$131.50 each EXW

UFO PCB - 0111002 = USD \$295 each EXW (temporary pricing)

I look forward to your reply.

Best regards

Ryan

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On Fri, 27 Mar 2020 at 19:58, KK <kmk@mail.com> wrote:

Hello, Ryan,

Thank you for your reply.

I believe, before referring us to Viacom, Teledyne definitely had run a Denied Parties Screening (DPS) on us)))

We are a small private company CellGym-Rus co. Ltd, located in Moscow, Russia.

We assemble and produce different training equipment, including proprietary hypo-hyper training machines. The mentioned sensors to be installed in this equipment , together with the other components received from other suppliers (like, nitrogen membrane modules of Parker/Generon/Ube, compressors of Gast etc).

More details you can find on <http://cellgym.ru/index.html> (online translators would be useful))) , it's in Russian).

As for the PCB – I think, the original PCB with the cable will allow more reliable and precise calibration (so far we used our own specially designed PCB).

According to production and maintenance requirements we need the mentioned sensor supplies on a regular basis.

The reason we took a liberty to request a quotation direct from the manufacturer is very high prices in the local market (and of some MROs) with the extensive delivery period.

Please quote for a trial order of the above sensors, EXW (two options – with and w/o PCB) of 10-15-20 pcs.

I really hope that you can make a favorable offer and we will be able to switch on your supply.

What's the ETA of free stock in May (approx., beginning, mid- or end)? Do you have a warehouse in GB only or somewhere in Europe as well?

Looking forward to hearing from you soon.

Thanks, regards,

Konstantin

From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine

Sent: Friday, March 27, 2020 9:02 PM

To: kmk@mail.com

Subject: Re: Teledyne oxygen sensor UFO-130-2 quotn

Dear Konstantin

Thank you very much for your email, I am sorry for the delay in my reply, as it has been a little crazy with the current demands for medical oxygen sensors.

Please can you provide us with some information as to your company/institution and what your requirements are.

Would you require just the sensors or do you need the PCB's as well?

We do not currently have any stock available and our next available free stock would be in May.

I await your reply and welcome any questions you may have.

Best regards

Ryan

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On Thu, 26 Mar 2020 at 09:20, Main Account <office@viamed.co.uk> wrote:

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

From: KK <kmk@mail.com>
Date: Thu, 26 Mar 2020 at 09:18
Subject: Teledyne oxygen sensor UFO-130-2 quotn
To: <info@viamed.co.uk>

Dear sirs,

We received a reference to you a international distributor from Teledyne Analytical Instruments.

Could you please quote for Teledyne oxygen sensor UFO-130-2, EXW, trial party of 10-15 pcs and advise an estimated period of delivery.

Is there any stock available at the moment?

Please advise also if there is any substitute for this item with the comparable characteristics.

Looking forward to hearing from you at your earliest convenience.

Thanks and regards,

Konstantin

Good afternoon,

Thank you so much for providing the information below. Based on your business location I would need to refer you to our International Distributor.

Please see their contact details, they will further assist you with your inquiry.

Viamed

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West Yorkshire BD20 7DT
United Kingdom

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Order: +44 (0) 1535 633705

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Email: info@viamed.co.uk
Web: www.viamed.co.uk

Thank you,

Victoria Mora



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