



Kate Griffiths <viamed.kate.griffiths@gmail.com>

RE: Viamed Oxygen Sensors: Introducing the R-22VA

2 messages

Ken Sara <ken@pulsehealthcarekenya.com>

9 July 2020 at 08:29

To: kate.griffiths@viamed.co.uk

Cc: Ryan Swaine <ryan.swaine@viamed.co.uk>, info@pulsehealthcarekenya.com

Dear Kate,

Thanks for the proforma, the delivery address is in order. However, can you change the quantities to the below? I believe all the Venturis come with the oxygen sensor included. Is it Max250E as per the documents Ryan sent me? I'd like to include one unit as a back up should there be any issue. Are you able to provide a little further discount?

Please ensure the shipping is included to Jommo Kenyatta International Airport, Nairobi, Kenya.

Code	Description	Qty
310225	MaxVenturi (DISS) with Pole Mount Supplied with: 1x 0320400 MaxVenturi Muffler 1x 0330400 MaxVenturi Inlet Filter	3
320400	MaxVenturi Muffler	3
330400	MaxVenturi Inlet Filter	200
R125P03 - 002	MAX-250E Oxygen Sensor	1

Can you advise on the delivery period after payment? The order is very urgent.

Thanks & Regards,

Ken Sara**Operations Director****From:** Main Account **On Behalf Of** Kate Griffiths**Sent:** Wednesday, July 8, 2020 6:19 PM**To:** ken@pulsehealthcarekenya.com**Cc:** Ryan Swaine <ryan.swaine@viamed.co.uk>**Subject:** Re: Viamed Oxygen Sensors: Introducing the R-22VA

Good afternoon Ken,

Please see attached proforma invoice as requested. Please could you check the invoice and delivery addresses?
Thank you.

Please let me know if you require any changes to be made

Many thanks.

Kind regards.

Kate Griffiths

Please note: Viamed is now enacting a coronavirus contingency plan to allow sales and admin staff to work from home, and I am now working remotely. Telephone calls to the main office will not be answered, but emails will. Orders may take longer to process but we aim to continue to operate and serve our customers as best we can.

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On Wed, 8 Jul 2020 at 11:56, Ryan Swaine <office@viamed.co.uk> wrote:

Hi Kate

Please send them a proforma for:

MaxVenturi - 0310225

Muffler - 0320400

Filter - 0330400

Thank you

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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

From: **Ken Sara** <ken@pulsehealthcarekenya.com>
Date: Wed, 8 Jul 2020 at 08:35
Subject: RE: Viamed Oxygen Sensors: Introducing the R-22VA
To: <ryan.swaine@viamed.co.uk>
Cc: <philip@pulsehealthcarekenya.com>

Dear Ryan

Hope you are well & safe. How is the UK situation?

We are looking at purchasing 3 units of the MaxVenturi together with the muffler & Inlet Filter. Can you please give me a P.I. with the bank details & the delivery period?

310225

**MaxVenturi 0 - 60 lpm with Pole Mount (DISS) from VIAMED
U.K.**

MaxVenturi Muffler

MaxVenturi Inlet
Filter

Thanks & Regards,

Ken Sara

Operations Director

From: Main Account **On Behalf Of** Ryan Swaine
Sent: Thursday, June 4, 2020 1:38 PM
To: Ken Sara <ken@pulsehealthcarekenya.com>
Subject: Re: Viamed Oxygen Sensors: Introducing the R-22VA

Hi Ken

0310225 = USD \$900 each EXW

I have attached the IFU for your reference.

Best regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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On Thu, 4 Jun 2020 at 11:35, Ken Sara <ken@pulsehealthcarekenya.com> wrote:

Dear Ryan,

Thanks for your response. However, do you mind giving me the price in the meantime?

Thanks & Regards,

Ken Sara

Operations Director

From: Main Account **On Behalf Of** Ryan Swaine
Sent: Thursday, June 4, 2020 1:26 PM
To: Ken Sara <ken@pulsehealthcarekenya.com>
Subject: Re: Viamed Oxygen Sensors: Introducing the R-22VA

Hi Ken

I am very sorry for my late reply.

I have been awaiting from an answer as to whether we can obtain the venturi style blenders you requested and unfortunately there has been no confirmation from the manufacturer. I am happy to quote you, but supply may be an issue.

Please also note that the Venturi style blender must be used with only with certain types of cannula, if these are not used then accuracy is effected.

I am sorry I do not have better news for you.

Best regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
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On Thu, 4 Jun 2020 at 08:05, Ken Sara <ken@pulsehealthcarekenya.com> wrote:

REMINDER

Thanks & Regards,

Ken Sara

Operations Director

From: Ken Sara

Sent: Tuesday, June 2, 2020 10:13 AM

To: 'ryan.swaine@viamed.co.uk' <ryan.swaine@viamed.co.uk>

Cc: philip@pulsehealthcarekenya.com; 'office@viamed.co.uk' <office@viamed.co.uk>

Subject: RE: Viamed Oxygen Sensors: Introducing the R-22VA

Dear Ryan

Polite reminder

Thanks & Regards,

Ken Sara

Operations Director

From: Ken Sara

Sent: Friday, May 29, 2020 1:31 PM

To: 'ryan.swaine@viamed.co.uk' <ryan.swaine@viamed.co.uk>

Cc: philip@pulsehealthcarekenya.com

Subject: RE: Viamed Oxygen Sensors: Introducing the R-22VA

Dear Ryan,

Hope you are well. One of our leading institutions is looking for 2 units of the attached MaxVenturi Blenders.
Can you please give me the price?

Part number 0310225

Product name : MaxVenturi 0 - 60 lpm with Pole Mount (DISS)

Supplied with:

1x 0320400 MaxVenturi Muffler

1x 0330400 MaxVenturi Inlet Filter

Thanks & Regards,

Ken Sara

Operations Director

From: Main Account **On Behalf Of** Ryan Swaine

Sent: Wednesday, April 22, 2020 4:08 PM

To: Ken Sara <ken@pulsehealthcarekenya.com>

Subject: Re: Viamed Oxygen Sensors: Introducing the R-22VA

Hi Ken

0111260 MaxO2+A = USD \$282 EXW - Unfortunately we do not have stock at the moment, but we may be able to get them for you. Please let me know what the intended use is and I may be abler to make some suggestions.

0111265 Ultramax = USD \$467.50 EXW - Available from stock, but please note that this device is purely a service tool and only works to measure gas from an oxygen concentrator, it will not work on ventilators or incubators.

Best regards

Ryan

Ryan Swaine

International Sales Manager

VIAMED

www.viamed.co.uk

Email: ryan.swaine@viamed.co.uk

Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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On Tue, 21 Apr 2020 at 08:10, Ken Sara <ken@pulsehealthcarekenya.com> wrote:

Dear Ryan,

Thanks a lot for your response & I hope you are keeping safe too. Philip is well & Pulse Healthcare is rearing it's head amidst the covid pandemic.

Could you kindly give me the prices for the two items below?

Part number [0111260](#)

Product name MAXO2+A Oxygen Analyser

GTIN / EAN13 5051826009482

Part number [0111265](#)

Product name UltraMaxO2

GTIN / EAN13 5051826009505

Thanks & Regards,

Ken Sara

Operations Director

From: Main Account **On Behalf Of** Ryan Swaine
Sent: Monday, April 20, 2020 6:35 PM
To: Ken Sara <ken@pulsehealthcarekenya.com>
Subject: Re: Viamed Oxygen Sensors: Introducing the R-22VA

Hi Ken

Thank you for your email and I apologise for the delay in my reply. I am very well thank you and I hope you and Philip are both safe.

There has been a lot of changes on our Oxygen sensor pricing and we have not been able to put together a price list yet, so it would be best to email us with your requirements so we can quote you accordingly.

Please find a new price list and information attached for our VM-2160 SMARTsat. This device looks and operates the same as the device you have purchased before, but it has a much improved SpO2 technology that offers extremely good motion tolerance.

Please do not hesitate to contact me if you have any questions.

Best regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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On Thu, 16 Apr 2020 at 07:52, Ken Sara <ken@pulsehealthcarekenya.com> wrote:

Hi Ryan

Hope you are well & keeping safe.

How is the covid situation in UK? I understand you are flattening the curve, which is good. In Kenya, we are still below 250 cases & several deaths since the first case was reported on 12th of March. We hope all works out well, our government has been quarantining, curfewing & locking down various cities.

As we are planning to scale this year, I wanted to ask for pricing & brochures for:

1. Oxygen sensors (Both meters & Sesnsors)
2. Pulse Oximetry & Sensors.

Thanks & Regards,

Ken Sara

From: Main Account **On Behalf Of** Catrin Hollings - Viamed Ltd.
Sent: Friday, May 25, 2018 1:51 AM
To: ken@pulsehealthcarekenya.com
Subject: Viamed Oxygen Sensors: Introducing the R-22VA

Dear Ken Sara,

Viamed continue to develop their range of oxygen sensors and are pleased to introduce the R-22VA single and matched pair oxygen sensors for use with Atom's range of incubators.

 <p>0110039 R-22VA</p> <p>VIAMED</p> <p>Main OEM: Atom Medical OEM Sensor Part No.: C81828-R22MATOM Output Connector: Molex, 3 pin plug Sensor Output: 9 - 13mV Sensor Life: ≥ 1,000,000 % oxygen hours Response Time: < 12 seconds Warranty: 15 months</p>	 <p>0110073 R-22VA (Matched Pair)</p> <p>VIAMED</p> <p>Main OEM: Atom Medical OEM Sensor Part No.: 60859 Output Connector: Molex, 3 pin plug Sensor Output: 9 - 13mV Sensor Life: ≥ 1,000,000 % oxygen hours Response Time: < 12 seconds Warranty: 15 months</p>
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Viamed's range of Medical Oxygen Sensors provide the **Widest Range** and the **Latest Technology** to allow you to get the best value for money when using OEM and compatible oxygen sensors.

Please find attached the oxygen monitoring catalogue including the full range of medical oxygen sensors. Should you require further information on applications and compatibility, please visit Viamed's website – www.viamed.co.uk or cross reference - www.viamed.co.uk/xref. I have also attached a copy of the **NEW** wall planner which you may also find useful.

Should you have any further queries please do not hesitate in contacting us.

Kind regards

Catrin Hollings

Marketing

Viamed Ltd.

<http://www.viamed.co.uk>

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Kate Griffiths <kate.griffiths@viamed.co.uk>
Draft To: Ken Sara <ken@pulsehealthcarekenya.com>

9 July 2020 at 11:27

Good morning Ken,

Thank you for your reply.

You are correct, it comes with a MAX-250E.

I have spoken with Ryan Swaine, unfortunately there is only a small margin on our distributor pricing for this product and we are unable to offer any further discount.

Kind regards

Kate Griffiths

Please note: Viamed is now enacting a coronavirus contingency plan to allow sales and admin staff to work from home, and I am now working remotely. Telephone calls to the main office will not be answered, but emails will. Orders may take longer to process but we aim to continue to operate and serve our customers as best we can.

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