



Sophie Lines <viamed.sophie.lines@gmail.com>

Fwd: Pricing for flowsensors

1 message

Main Account <office@viamed.co.uk>
To: Sophie Lines <sophie.lines@viamed.co.uk>

Mon, Aug 17, 2020 at 8:15 AM

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

From: <info@headingtonmedical.co.uk>

Date: Sat, 15 Aug 2020 at 14:04

Subject: RE: Pricing for flowsensors

To: <steve.hardaker@viamed.co.uk>

Cc: ajay [ecomedivent.com](mailto:ajay@ecomedivent.com) <ajay@ecomedivent.com>, finance ecomedivent <finance@ecomedivent.com>, <sanjay@hindustan-medical.com>, <sandeep@hindustan-medical.com>

Dear Steve,

We receive the sample, thank you for the same.

Can you share with me the proforma invoice of Hamilton flow sensor (Pack of 6) x100x GBP 30 = GBP 3000.00

Please note we will be sending the material to India hence VAT will be zero, we will share with you the address where the goods has to be sent. However, the invoice has to be raised to Headington Medical Technology Ltd at the below address under Zero VAT invoice. Our forwarder will pick up the goods once it has been packed and you share with us the packing details. Please feel free if you have any questions.

We understand that you are also dealing with the oxygen cell. Do you have an oxygen cell compatible with Hamilton Medical ventilators model HAMILTON C1 , HAMILTON C2.

Best Regards,

Anupama

From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker
Sent: 27 July 2020 11:12
To: info@headingtonmedical.co.uk
Subject: Re: Pricing for flowsensors

Dear San,

It looks like we have samples of both types available, I have forwarded the request to our sales office to get a sample of each out to you this week. I would be grateful if you could let me know how your assessment goes, thank you.

Regards,

steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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 Fri, 24 Jul 2020 at 12:53, <info@headingtonmedical.co.uk> wrote:

Dear Steve,

Thank you for the mail and confirmation about the price.

To move further with the order placing for 100 boxes of Hamilton flow sensor, may I request to send one single piece of Hamilton Medical flow sensor as a sample at the below address mentioned in my signature. In case you have in stock Drager flow sensor please incorporate the same.

Thank you,

Cheers!!

San

Team Leader

HEADINGTON MEDICAL TECHNOLOGY LIMITED

34, Reliance Way, Oxford

OX4 2FU, England, UK

Ph : +44-1865701635

Website : www.headingtonmedical.co.uk

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker

Sent: 24 July 2020 10:21

To: info@headingtonmedical.co.uk

Subject: Re: Pricing for flowsensors

Dear San,

We can go as low as £30/box on the Hamilton compatible flowsensors if you were to order 100 boxes in a single order, but unfortunately the distributor pricing is not flexible and the discounts are strictly on a per-order basis:

4310003 - SpiroTrue Flowsensor H. Pack of 6.

Compatible to Hamilton Accu Tach flow sensor p/n H7400.

1-24 off: £37.80

25-99 off: £32.40+VAT

100-249 off: £29.70+VAT

250+: £27.00+VAT

Carriage is £10.00+VAT per shipment via UPS for delivery to mainland UK.

I have discussed your products range with the Director that is responsible for sourcing Viamed's products and we do not feel that the range is suitable for Viamed, but thank you for offering this opportunity.

If you would like to place an order, please send your purchase order with your company details and your requirements to sales@viamed.co.uk and my colleagues in the sales office will send you a proforma invoice.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Thu, 23 Jul 2020 at 19:15, <info@headingtonmedical.co.uk> wrote:

Dear Steve,

Thank you for the mail and product details.

We are the distributor partner for the Altech Turkey, product range for the UK, Ireland, and South Asia (India, Bangladesh, Nepal, Myanmar, Sri Lanka, Maldives, and Bhutan)

markets.

We are regularly selling the ventilator consumables and many times we get sales leads for the Hamilton as well and Drager flow sensor in which customers want us to incorporate sensors within the circuit.

We need immediately 50 boxes of Hamilton flow sensors, but can you be able to offer us GBP 30 per box. We can increase the order qty to 100 boxes in the first order and it will indeed grow once we start our business cooperation regularly as we get the demands regularly. We can ensure you the 1000

Further, I will like to explore will you be interested to sell our Altech brand in your network. We will be able to offer a good price.

If you feel let us have a virtual meeting next week to discuss this.

Best Regards,

San

From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker
Sent: 23 July 2020 15:52
To: info@headingtonmedical.co.uk
Subject: Re: Pricing for flowsensors

Hi San,

In answer to your questions:

- These items are manufactured by Bluepoint Medical GmbH & Co and the country of origin is Germany.
- I have attached a CE Certificate.
- Sorry, we are not able to offer these items as OEM; for reasons of compliance, they will be branded as Bluepoint Medical.
- Lead-time on 250-off 4310003 SpiroTrue H (Hamilton) is 2-3 days as we have sufficient stock.
- I am checking with the factory for confirmation of the lead-time on 250-off 4310001 SpiroTrue A (Dräger) as we are out of stock, I estimate 8-10 weeks but will advise when I learn more. Can I ask you to confirm whether you are referring to 250 boxes of 5, or 250 single units (ie 50 boxes)?

Should you get into regular orders, we can set you up with a credit account but initially the payment terms are on a proforma basis. Lead-times are from receipt of payment.

Can you give me a little more information as to your position in the market, such as whether you are looking to sell these as a distributor, working on fulfilling a tender or are you manufacturing vents etc.? I look forward to hearing from you.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Wed, 22 Jul 2020 at 15:46, <info@headingtonmedical.co.uk> wrote:

Dear Steve,

Thank you very much for the quote.

Before we move ahead, may I ask the following for the flow sensors,

- Country of Origin of the product, do you manufacture the same in UK?
- CE certificate
- Our initial quantity maybe 250, and it will be regularly, maybe 1000 a year. Will you be able to offer us the product with our brand name. or as OEM.
- Lead time of delivery

Best Regards,

San

Team Leader

Director UK&I

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker

Sent: 22 July 2020 12:54

To: info@headingtonmedical.co.uk

Subject: Pricing for flowsensors

Hi San,

Thank you for your enquiry. With regards to your product range, thank you for the information but this is not a range that Viamed would want to distribute.

If you are interested in distributing the Hamilton and Draeger compatible flow sensors, we can offer them to you on our distributor pricing structure as follows. Please note that all prices are on a per-order basis, not based on annual commitments:

4310001 - SpiroTrue Flowsensor A. Pack of 5.

Compatible to Daeger Spirolog flow sensor p/n 8403735.

1-24 off: £49.50+VAT

25-99 off: £45.00+VAT

100-249 off: £40.50+VAT

250+: £36.00+VAT

4310003 - SpiroTrue Flowsensor H. Pack of 6.

Compatible to Hamilton Accu Tach flow sensor p/n H7400.

1-24 off: £37.80

25-99 off: £32.40+VAT

100-249 off: £29.70+VAT

250+: £27.00+VAT

Carriage is £10.00+VAT per shipment via UPS.

If you have any queries, or if you require a proforma invoice for a number of flow sensors, please send an official purchase order with your company details and your requirements to sales@viamed.co.uk and my colleagues in the sales office will send that on to you.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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