

RE: Pricing for flow sensors

in fo@heading ton medical.co.uk < info@heading ton medical.co.uk > info@heading ton medical.co.uk

Thu, Sep 10, 2020 at 1:00 PM

To: zoey.teal@viamed.co.uk

Cc: "ajay ecomedivent.com" <ajay@ecomedivent.com>, finance ecomedivent <finance@ecomedivent.com>

Dear Zoey,

Please find the order for the flow sensor

Please acknowledge the order and send the order confirmation to us by email.

Upon the receipt of the order confirmation, we will arrange the payment in your bank as per the bank detailed below,

Bank : Barclays Bank PLC

Sort Code: : 20-78-42 Account No : 00906662

IBAN : GB05BUKB20784200906662

BIC : BUKBGB22.

We will arrange our forwarder from India and will inform you of the details. This may take a couple of days.

Best Regards

Sanjay

From: Main Account <viamedinbox@gmail.com> On Behalf Of Zoey Teal

Sent: 10 September 2020 11:17
To: info@headingtonmedical.co.uk
Subject: Re: Pricing for flow sensors

Dear Anupama,

In order for me to change your proforma I need the name of the courier and the account number that you wish to use.

The weights and dimensions are:

4 boxes - 61 x 47 x 47cm

The weight is roughly 15.5kg per box.

If you have any further queries, please do not hesitate to contact me.

Kind regards

Zoey Teal

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.

http://www.viamed.co.uk

Email: zoey.teal@viamed.co.uk

Alternate email: zoey.teal@viamed.me.uk
Tel: +44 (0)1535 634542
Fax: +44 (0)1535 635582
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On Thu, Sep 10, 2020 at 10:45 AM <info@headingtonmedical.co.uk> wrote:</info@headingtonmedical.co.uk>
Dear Zoey,
I need the weight of the shipment and CE certificate of the product.
Best Regards,
Anupama
From: Main Account <viamedinbox@gmail.com> On Behalf Of Zoey Teal</viamedinbox@gmail.com>
Sent: 10 September 2020 10:05 To: info@headingtonmedical.co.uk
Subject: Re: Pricing for flow sensors
Dear Anupama,
Please can you confirm which courier you are using and the account number?
If you have any further queries, places do not hesitate to contact me
If you have any further queries, please do not hesitate to contact me.
Kind regards
Rind regards
Zooy Tool
Zoey Teal
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Al	ternate email: zoey.teal@viamed.me.uk
Te	sl: +44 (0)1535 634542
Fa	ax: +44 (0)1535 635582
Si	gn up to our mailing list, go to www.viamed.co.uk/sign-up
T۱	vitter: twitter.com/ViamedLtd
F	acebook Page: facebook.com/ViamedLtdUK
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	you feel you have received this email in error or would like to be removed from our mailing list, please reply with delete in the subject line or call +44 (0)1535
0	n Thu, Sep 10, 2020 at 10:02 AM <info@headingtonmedical.co.uk> wrote:</info@headingtonmedical.co.uk>
	Dear Zoey,
	Thank you for the PI however the prices are on the higher side so we will use our forwarder to pick the shipment from your warehouse.
	Please can you share with me the actual dimensions and weight of the shipment.
	Best Regards,
	Anupama
	From: Main Account <viamedinbox@gmail.com> On Behalf Of Zoey Teal Sent: 09 September 2020 16:45 To: info@headingtonmedical.co.uk Cc: Sophie Lines <sophie.lines@viamed.co.uk> Subject: Pricing for flowsensors</sophie.lines@viamed.co.uk></viamedinbox@gmail.com>
	Good afternoon Anupama,
	Please find your revised proforma attached.
	If you have any further queries, please do not hesitate to contact me.
	Kind regards
	Zoey Teal
	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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From: <info@headingtonmedical.co.uk> Date: Wed, 9 Sep 2020 at 14:44 Subject: RE: Pricing for flowsensors To: <sophie.lines@viamed.co.uk></sophie.lines@viamed.co.uk></info@headingtonmedical.co.uk>
Dear Sophie,
Thank you for the mail.
The offer stands valid and I understand that you have the items in stock?
Please can you add the insurance and freight charges and offer us the price CIP Bangalore.
Best Regards,
Anupama
From: Main Account <viamedinbox@gmail.com> On Behalf Of Sophie Lines Sent: 08 September 2020 11:10 To: info@headingtonmedical.co.uk Subject: Fwd: Pricing for flowsensors</viamedinbox@gmail.com>
Dear Anupama,
Further to our emails below, please can you advise whether the below is still of interest to you? If this is no longer required, please let me know and I can remove this from our system.
Kind regards
Sophie Lines

http://www.viamed.co.uk

Please note: My current working days are Monday and Friday 9.00am-5pm

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- Forwarded message -From: Zoey Teal <office@viamed.co.uk> Date: Tue, Aug 18, 2020 at 9:35 AM Subject: Pricing for flowsensors
To: <info@headingtonmedical.co.uk>
Cc: Sophie Lines <sophie.lines@viamed.co.uk>

Dear Anupama,

Please find your revised proforma attached.

I have updated your delivery address and also removed the VAT.

Please can you confirm which courier you will be using?

There is a lead time of approximately 5-6 weeks for the stock but payment would need to be made to secure the stock.

If you have any further queries, please do not hesitate to contact me.

Kind regards

Zoey Teal

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From: <info@headingtonmedical.co.uk> Date: Mon, 17 Aug 2020 at 21:53 Subject: RE: Pricing for flowsensors To: <sophie.lines@viamed.co.uk></sophie.lines@viamed.co.uk></info@headingtonmedical.co.uk>
Dear Sophie,
Thank you for the offer, can you please redo this with zero VAT.
The name of the Indian co is where we will ship the goods. This is our subsidiary co in India
ECO MEDIVENT EQUIPMENT PVT LTD
27774/2A, KHB YELAHANKA
5TH PHASE, YELAHANA NEW TOWN
BANGALURU- 560064
KARNATAKA INDIA
Invoice has to be raised to Headington Medical Technology Ltd and Headington will send the goods to India. We will share the AWB with you.
Best Regards
Anupama
From: Main Account <viamedinbox@gmail.com> On Behalf Of Sophie Lines Sent: 17 August 2020 10:51 To: info@headingtonmedical.co.uk Subject: Re: Pricing for flowsensors</viamedinbox@gmail.com>
Dear Anupama,
Thank you for your email. Please accept my reply as Steve Hardaker is on annual leave this week.
Until we have a delivery address outside the UK, I have to leave VAT on the Proforma Invoice. Please let us know the delivery address in India so we can update this for you and remove the VAT.
With regards to Oxygen Sensors, unfortunately we do not have any equivalent/compatible sensors for the Hamilton C1 or C2.
Please find your document attached, and let me know if you have any further queries.
Kind regards
Sophie Lines
Please note: My current working days are Monday and Friday 9.00am-5pm
Please note: Viamed is now enacting a coronavirus contingency plan to allow office 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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Technical Support Manager

Viamed Ltd.

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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
Skype: HEADINGTON MEDICAL



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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 incorporated 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 (Draeger) 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

HEADINGTON MEDICAL TECHNOLOGY LIMITED

34, Reliance Way, Oxford

OX4 2FU, England, UK

Ph : +44-1865701635

E Mail : info@headingtonmedical.co.uk

Website : www.headingtonmedical.co.uk

Skype : HEADINGTON MEDICAL



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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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2 attachments



