



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

Fwd: Oxygen analysers

1 message

Main Account <office@viamed.co.uk>
To: Kate Griffiths <viamed.kate.griffiths@gmail.com>

15 February 2021 at 12:15

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

From: **Steve Hardaker** <office@viamed.co.uk>
Date: Mon, 15 Feb 2021 at 12:14
Subject: Fwd: Oxygen analysers
To: Main Account <office@viamed.co.uk>

Hi,

Please can someone set up a trading account for the following customer and raise a proforma invoice as follows:

- 5 x 0111250 Handi+ oxygen analyser @ £104.00+VAT (UK Company Distributor pricing, proforma for now, he is submitting an account application)
- Carriage @ £10.00+VAT

Invoice and Registered Office Address:
Bar O2 Limited
Old Bank Chambers
4 Glebe Street
Stoke on Trent
England
ST4 1HG

Company Registered in UK No 4192727
VAT Registration No 770 4717 24

Tel 0345 100 0084
Fax 0345 100 0085

Email:
Sales - admin@theoxygenstore.com
Accounts - accounts@theoxygenstore.com

Delivery address:
Unit 5A Mount Industrial Estate
Mount Road
Stone
Staffordshire
England ST15 8LL

Please set up to send invoices electronically, if there are any queries, please ask, thanks.

Regards,
Steve

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

From: **Steve Hardaker** <steve.hardaker@viamed.co.uk>

Date: Mon, 15 Feb 2021 at 12:05

Subject: Re: Oxygen analysers

To: Paul Shotton <paul@baro2.com>

Hi Paul,

Yes, we can send invoices electronically, I will ask that this be set up on your account. I will forward your request for a proforma invoices to our sales office as follows:

- 5 x 0111250 - Handi+ oxygen analyser @ £104.00+VAT (Distributor pricing - retail is £130.00+VAT)
- Carriage @ £10.00+VAT

We have these in stock so will ship the order when payment is received. If there is anything else that I can help with at this stage, please let me know.

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.

Website: www.viamed.co.uk

email: steve.hardaker@viamed.co.uk

Tel: +44 (0)1535 634542

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On Mon, 15 Feb 2021 at 11:46, Paul Shotton <paul@baro2.com> wrote:

Hi Steve

Either are OK but all deliveries are to the Stone address, the Stone address is also the SAIL address for Companies house, do you send invoices electronically ?

If so please copy all invoices to:

theoxygenstore-purchases@mail.autoentry.com

Regards

Paul

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

Sent: 15 February 2021 11:41

To: Paul Shotton <paul@baro2.com>

Subject: Re: Oxygen analysers

Good Morning Paul,

I've obtained much of the info that we need to set up a trading account from your website, but I just need to confirm your invoicing and delivery addresses.

Do you want the invoice address to set as the registered office at Glebe Street and delivery address as your distribution and storage warehouse on Mount Road?

Regards,

Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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From: **Paul Shotton** <paul@baro2.com>

Date: Mon, 15 Feb 2021 at 09:44

Subject: RE: Oxygen analysers

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

Cc: Catrin Hollings <catrin.hollings@viamed.co.uk>

Hi Steve

Thanks, can you send me over a pro forma for the first order, I will complete and return the credit application later today.

Regards

Paul

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

Sent: 12 February 2021 15:51

To: Paul Shotton <paul@baro2.com>

Cc: Catrin Hollings <catrin.hollings@viamed.co.uk>

Subject: Re: Oxygen analysers

Hi Paul,

The first order would be on a proforma basis, but subject to a successful first transaction, we would be happy to offer you a 30-day credit account.

I've attached a credit account application form, which if you could complete now will give us all the information we need to set up a trading account and generate a proforma, then we will process the credit application for future orders.

Given the nature of your business, I would recommend looking at the complete Maxtec range of monitors as per the catalogue attached to my previous email. I have cc'd my colleague Catrin from Marketing into this, as Catrin is your best contact for images, leaflets etc.

Catrin, in the first instance, please can you send images for the Handi+, MaxO2+AE, MaxO2+AE, MaxO2ME and UltraMax O2.

Paul, if you can advise Catrin whether any of the accessories are of interest, she will be able to send images for your website.

The other range that we offer that might be of interest is our range of low-cost finger oximeters, although I can see that you already supply a range of these. Our low-cost finger oximeter range can be found here, and clicking the 'more information' link leads to downloadable product leaflets:

<https://www.viamed.co.uk/uk/?uid=&sessionid=&g=&i=2&mobile=&page=catagory&cat=354&subcat=483>

The ones I would guide you towards for reasons of better availability are:

- 2810045 - MD300-C15D - the lowest cost (LCD) includes case.
- 2810011 - MD300-C2 - most popular, includes case.
- 2810050 - MD300-C29, which is substantially the same as MD300-C2 but a different colour, does not include case.

Aside from the colour, the main difference between MD300-C2 and MD300-C29 is that the MD300-C29 is lower cost but does not have a carry case included.

If you are interested in these, please let me know the type and quantity you are looking at and I will provide distributor pricing.

Regards,

Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Fri, 12 Feb 2021 at 11:23, Paul Shotton <paul@baro2.com> wrote:

Hi Steve

Apologies for the delay getting back to you, I would like to go ahead and initially order say 5 x The Handi+ at £130.00 + VAT.

Will you proforma us initially or set up an account.

What are the other popular products? We will get them onto our websites.

Can you please provide images and information for our website as offered.

Regards

Paul

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

Sent: 26 January 2021 17:08

To: Paul Shotton <paul@baro2.com>

Subject: Re: Oxygen analysers

Hi Paul,

Please find attached the distributor pricing information concerning the Maxtec range of analysers and monitors as requested. Sorry for the delay, we are currently in the process of updating all the price lists, this one is now the current version.

To act as a distributor and take advantage of distributor pricing, we just ask that you manage your own customer service issues directly with your customers. We don't set specific targets but to keep distributor status, we would hope to see active sales. We will support you with images and information for your website to help with this.

Viamed offers warranty and technical support to distributors, and by doing so, we find that distributors can quickly resolve many of the common enquiries as they arise in the future; for oxygen analysers, this usually means being able to identify when a sensor has failed and offering the correct replacement.

We can provide you with images for your website, along with product leaflets, datasheets, manuals etc. Please let me know which products specifically you would like to list on your website and I will ask my colleague in marketing to send images, then if there is any other supporting material that you need sending, please let us know.

I look forward to hearing from you.

Regards,

Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Fri, 22 Jan 2021 at 10:44, Paul Shotton <paul@baro2.com> wrote:

Hello Steve

Thanks for your email, yes we are looking to resell these. Can you give me some Distributor pricing and advise of number of units we would need to purchase approx. per annum.

Ideally for all of the Maxtec products, we do have high volume a specialised traffic to our websites and these products are a good fit with our range.

Regards

Paul

From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker
Sent: 22 January 2021 09:49
To: Paul Shotton <paul@baro2.com>
Subject: Oxygen analysers

Good afternoon Paul,

I'm contacting you as we have been forwarded an enquiry from Maxtec as Viamed distributes Maxtec oxygen monitoring products in the UK.

Please find attached some information concerning Maxtec oxygen analysers and monitors. The Handi+ is a self-contained analyser with integral sensor, which is designed to be disposed of when the sensor expires.

The lifespan of the device is dependent upon the amount of oxygen that the sensor is exposed to, which would typically be around 2-3 years with moderate use, or when the battery expires after approximately 1850 hours (74,000 operational cycles at 80 seconds each).

The Handi+ costs £130.00+VAT and we have these in stock. Are you looking to resell these as a distributor? If so and if you are looking at purchasing a number of units, we can offer distributor pricing on these, just let me know what kind of quantities you are looking at.

There are a number of other devices available; if you can let me know if they are of interest, I will provide you with the pricing.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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Hello

I am interested in purchasing the above, and possibly other oxygen analysers from you.

Can you please forward me your current prices.

Regards

PAUL SHOTTON ■ BAR O2 LIMITED

■ Old Bank Chambers ■ 4 Glebe Street ■ Stoke on Trent ■ ST4 1HG ■ United Kingdom.

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