
RE: Peru - Urgent quote

1 message

John A. <john.valderrama@outlook.es>

26 May 2021 at 18:03

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

Cc: "viamedinbox@gmail.com" <viamedinbox@gmail.com>, "ventas@idemed.pe" <ventas@idemed.pe>, "administracion@idemed.pe" <administracion@idemed.pe>, "leivacorcueraapamela @ gmail.com" <leivacorcueraapamela@gmail.com>

Greetings

Estimated Ryan

Please send us a quote for 05 und of 0111277 Envitec MySign O Oxygen Monitor Kit; this to present them at the Rebagliati Hospital for approval, after this approval, we will place the order for the missing ones, that way we will save time.

05 UND 0111277 Envitec MySign O Oxygen Monitor Kit

USD \$ 340.11

Including standard accessories: OOM111 oxygen sensor USB cable T-adapter Flow diverter plus Mains power supply and adapters (UK / EU / USA)

Atte.

John Acuna Valderrama

BIOMEDICAL EQUIPMENTMOVIST. +51 956988997 | BITEL +51 967671168 Email: [john.valderrama @ outlook.es](mailto:john.valderrama@outlook.es)

Before printing this message, please think about whether it is necessary. One ton of paper involves the felling of 15 adult trees and the consumption of 250,000 liters of water. A good environment is everyone's business .



De: Main Account <viamedinbox@gmail.com> **En nombre de** Ryan Swaine**Enviado el:** miércoles, 26 de mayo de 2021 08:36**Para:** John A. <john.valderrama@outlook.es>**CC:** viamedinbox@gmail.com; ventas@idemed.pe; administracion@idemed.pe; leivacorcueraapamela@gmail.com**Asunto:** Re: Peru - Urgent quote

Hi John

We currently have 39x MySign monitors available from stock.

Please find below the price for the Ultramax ultrasonic analyser. As I mentioned, this is only to be used for testing the gas from an O2 concentrator.

Ultramax - 0111265 = USD \$467.50 each EXW - We currently have only 1 available from stock, we are expecting more at the end of July/Start of August.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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On Wed, 26 May 2021 at 14:19, John A. <john.valderrama@outlook.es> wrote:

Greetings

Dear Ryan

Thank you for the quote, however we would like you to quote us the previous models, the MY SING and the other previous ones, perhaps you could quote us the quantities you have in stock, we can take these analyzers and allow the doctors to choose the one they prefer.

Additionally, please ask us for an Oxygen Analyzer with Ultrasonic Sensor for Oxygen Measurement in Oxygen Concentrators.

1. 0111261 MaxO2 AE+ USD \$ 294 EXW

2. 0111263 MaxO2 ME USD \$ 470 EXW

3. 0111276 Envitec MySign O Oxygen Monitor

 Including standard accessories: OOM111 oxygen sensor USB cable T-adapter Flow diverter USD \$
299.00

4. 0111277 Envitec MySign O Oxygen Monitor Kit

 Including standard accessories: OOM111 oxygen sensor USB cable T-adapter Flow diverter plus Mains power
supply and adapters (UK/EU/USA) USD \$ 340.11

5. 0111275 Envitec OxiQuant S Oxygen Analyser USD \$ 152.00

Saludos

Estimado Ryan

Gracias por la cotización, sin embargo nos gustaría que nos cotices los modelos anteriores, el MY SING y los otros anteriores, quizá podrías cotizarnos las cantidades que tienes en stock, nosotros podemos llevar estos analizadores y permitir que los médicos elijan el q ellos prefieran.

Adicionalmente, por favor cotizanos un Analizador de Oxigeno con Sensor Ultrasónico para Medición de Oxígeno en Concentradores de Oxígeno.

Atte.

John Acuña Valderrama

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Email: john.valderrama@outlook.es

Antes de imprimir este mensaje, por favor piensa si es necesario. Una tonelada de papel implica la tala de 15 árboles adultos y el consumo de 250.000 litros de agua. Un buen Medio Ambiente es cuestión de todos.



De: Main Account <viamedinbox@gmail.com> **En nombre de** Ryan Swaine
Enviado el: martes, 25 de mayo de 2021 04:07
Para: John A. <john.valderrama@outlook.es>
CC: viamedinbox@gmail.com; ventas@idemed.pe; administracion@idemed.pe
Asunto: Re: Peru - Urgent quote

Hi John

I apologise for the late reply, as I have been away from my office for a few days.

Unfortunately we do not have 50 of one model in stock, but we have the following available:

MaxO2 AE+ - 0111261 = USD £294 EXW - 18 available from stock

MaxO2 ME - 0111263 = USD \$470 EXW - 45 available from stock

With regards to the Ultrasonic O2 analyser, the Ultramax is only suitable for testing O2 concentrators, it serves no other purpose.

I have deleted your previous proforma invoice. If your customer comes back to you, we can soon issue a new one.

Best regards

Ryan

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On Sun, 23 May 2021 at 17:52, John A. <john.valderrama@outlook.es> wrote:

Greetings

Estimated Ryan

Please, we need a quote for the oxygen analyzers they have in stock, or the MAX02 + AE model, we need 50 units.

Atte.

Saludos

Estimado Ryan

Por favor, necesitamos que nos coticen los analizadores de oxígeno que tienen en stock, o el modelo MAX02 + AE, necesitamos 50 unidades.

Atte.

John Acuña Valderrama

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Email: john.valderrama@outlook.es

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De: John A.

Enviado el: jueves, 20 de mayo de 2021 12:43

Para: ryan.swaine@viamed.co.uk

CC: ventas@idemed.pe; viamedinbox@gmail.com

Asunto: RE: Peru

Greetings

Estimated Ryan

Regarding the last quote you made us, it was not possible to complete the purchase, because our client did not place the order.

We are currently with another project, for which we need 50 units. of a measured FIO2, for non-invasive mechanical ventilation and high flow oxygen therapy; reason for which I ask you to quote us the model you have in stock.

Additionally, I see in your catalog (which I attach) that you even have models without a chemical oxygen sensor (with an ultrasonic sensor perhaps?). Would it be possible for you to quote us those meters as well?

Thanks.

Saludos

Estimado Ryan

Respecto a la última cotización que nos hiciste, no fue posible concretar la compra, pues nuestro cliente no realizó el pedido.

Actualmente estamos con otro proyecto, para el cual necesitamos 50 und. de un medido de FIO2, para ventilación mecánica no invasiva y terapia de alto flujo de oxígeno; razón por la cual te solicito nos cotices el modelo que tengas en stock.

Adicionalmente, veo en tu catalogo (que adjunto) que incluso tienes modelos sin sensor químico de oxígeno (con sensor ultrasónico quizá?), sería posible que nos cotices esos medidores también?.

Gracias.

Atte.

John Acuña Valderrama

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Email: john.valderrama@outlook.es

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De: Main Account <viamedinbox@gmail.com> **En nombre de** Ryan Swaine
Enviado el: viernes, 30 de abril de 2021 08:30
Para: john.valderrama@outlook.es
CC: ventas@idemed.pe; hector.lozano@loewensteinmedical.de; viamedinbox@gmail.com
Asunto: Re: Peru

Dear John

Please find the amended proforma invoice attached. As I mentioned, the end user will require some sort of USB charger.

There may be a reduction in carriage costs, but we will not know until we ship the order. If we have overcharged, we will put a credit for the difference on your account.

Please let me know if you have any questions.

Best regards

Ryan

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On Fri, 30 Apr 2021 at 13:37, John A. <john.valderrama@outlook.es> wrote:

Greetings

Dear Ryan

You could modify the quote, and quote us on:

20 MySign with standard accessories, without mains power supply - 0111276 = EUR € 289 OR USD \$ 299.

Saludos

Estimado Ryan

Podrías modificar la cotización, y cotizarnos el:

20 MySign con accesorios estándar, sin fuente de alimentación de red - 0111276 = EUR € 289 Ó USD \$ 299.

Atte.

John Acuña Valderrama
EQUIPAMIENTO BIOMEDICO

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Email: john.valderrama@outlook.es

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De: Main Account <viamedinbox@gmail.com> **En nombre de** Ryan Swaine
Enviado el: jueves, 29 de abril de 2021 04:59
Para: John A. <john.valderrama@outlook.es>
CC: ventas@idemed.pe; hector.lozano@loewensteinmedical.de; viamedinbox@gmail.com; administracion@idemed.pe
Asunto: Re: Peru

Dear Patricia & John

Please find your proforma invoice attached. I have added both devices to the same shipment, as we are aiming to have the Mysign monitors available for the 3rd week of May. Please let me know if you would prefer for us to ship the Oxiquant S straight away and the Mysign later and I will amend the carriage charges accordingly.

Please let me know if you have any questions or concerns. If you are happy to proceed, please make your payment to the details at the bottom of the invoice.

Best regards

Ryan

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On Fri, 16 Apr 2021 at 14:10, John A. <john.valderrama@outlook.es> wrote:

Greetings

Dear Ryan

Please send us the proforma invoice as soon as possible for those 5 units. of the OxiQuant S model that you have in stock, also assure us the delivery time.

Additionally, you could send us the invoice proforma for 20 units. of the MySign model, to be taken care of when you have them in stock.

Please send us the documents and certifications with which you have both products.

Saludos

Estimado Ryan

Por favor envíanos la proforma invoice a la brevedad posible por esas 5 und. del modelo OxiQuant S que tienes en stock, además asegúranos el plazo de entrega.

Adicionalmente, podrías enviarnos la proforma invoice por 20 und. del modelo MySign, para ser atendidos cuando los tengas en stock.

Por favor envíanos los documentos y certificaciones con las que cuentan ambos productos.

Atte.

John Acuña Valderrama

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Email: john.valderrama@outlook.es

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De: Main Account <viamedinbox@gmail.com> **En nombre de** Ryan Swaine

Enviado el: jueves, 15 de abril de 2021 11:16

Para: John A. <john.valderrama@outlook.es>

Asunto: Re: Peru

Hi John

Thank you very much. We currently only have 5x Oxiquant S analysers in stock, I am just waiting on a delivery date for the balance. Unfortunately there has been a shortage of Envitec analysers recently.

I hope to be in contact very soon.

Best regards

Ryan

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On Wed, 14 Apr 2021 at 18:10, John A. <john.valderrama@outlook.es> wrote:

Dear Ryan

Thanks for the information provided, we need the MySign model, of which we will request in July.

At the moment we need a proforma invoice as soon as possible for 20 und. of the OxiQuant S model, also tell us the delivery time.

Please send us the documents and certifications that both products have.

Estimado Ryan

Gracias por la Información brindada, nosotros necesitamos el modelo MySign, de los cuales les solicitaremos en Julio.

Por el momento necesitamos una proforma invoice a la brevedad posible por 20 und. del modelo OxiQuant S, además indícanos el plazo de entrega.

Por favor envíanos los documentos y certificaciones con las que cuentan ambos productos.

Atte.

John Acuña Valderrama

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Email: john.valderrama@outlook.es

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De: Main Account <viamedinbox@gmail.com> **En nombre de** Ryan Swaine
Enviado el: jueves, 8 de abril de 2021 06:03
Para: John A. <john.valderrama@outlook.es>
CC: ventas@idemed.pe; hector.lozano@loewensteinmedical.de; viamedinbox@gmail.com
Asunto: Re: Peru

Hi John

Thank you very much for your email, it is nice to hear from you.

I must first mention that the OxiQuant S is not CE certified as a medical device, whereas the Mysign monitor is.

Please find our EXW distributor pricing below:

OxiQuant S - part no. 0111275 = EUR €134.40 / USD \$152

MySign Kit including mains power supply - 0111277 = EUR €327.75 / USD \$340.11

MySign with standard accessories, no mains power supply - 0111276 = EUR €289 / USD \$299

We currently have a small amount of Oxiquant S analysers in stock. Unfortunately the MySign is not available until July.

We have a large range of analysers and sensors available, so please let me know if you would like to look at any other options or if you would like us to make some suggestions.

I look forward to your reply and any questions you may have.

Best regards

Ryan

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On Wed, 7 Apr 2021 at 18:38, John A. <john.valderrama@outlook.es> wrote:

Good day.

Dear Ryan

It is a pleasure to greet you, we are the IDEMED SAC Company, in Peru we represent the Lowenstein Medical brand, and we need you to quote us the two models of your oxygen analyzers (which we attach in this email).

We will be attentive to your kind and prompt reply.

Buen día.

Estimado Ryan

Es un gusto saludarle, nosotros somos la Empresa IDEMED SAC, en Perú representamos a la marca Lowenstein Medical, y necesitamos que nos cotee los dos modelos de sus analizadores de oxígeno (que adjuntamos en este correo).

Estaremos atentos a su amable y pronta respuesta.

Atte.

John Acuña Valderrama

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Email: john.valderrama@outlook.es

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De: paul agurto velasco <paul.020695@hotmail.com>
Enviado el: miércoles, 7 de abril de 2021 12:23
Para: John A. <john.valderrama@outlook.es>
Asunto: RV: Peru

fyi

De: Lozano, Hector <Hector.Lozano@loewensteinmedical.de>
Enviado: viernes, 26 de marzo de 2021 05:33
Para: paul.020695@hotmail.com <paul.020695@hotmail.com>; Patricia Irigoyen - Idemed SAC <administracion@idemed.pe>
Cc: ryan.swaine@viamed.co.uk <ryan.swaine@viamed.co.uk>
Asunto: FW: Peru

Paul/Patricia,

Greetings. As per my discussion with Dr. Leiva, he asked me if I would contact the company that manufactures the product on the attached brochure.

Mr. Ryan Swaine (whom I have copied on this email message) replied and indicated that he would be happy to work with you in Idemed.

Please communicate directly with Mr. Swaine.

From: Main Account [<mailto:viamedinbox@gmail.com>] **On Behalf Of** Ryan Swaine
Sent: Friday, March 26, 2021 04:31
To: Lozano, Hector <Hector.Lozano@loewensteinmedical.de>
Subject: Re: Peru

Dear Hector Lozano

Thank you very much for your email.

We would be very happy to work with your colleagues in Peru. Please feel free to pass on my contact details.

Kind regards

Ryan

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

From: **Lozano, Hector** <Hector.Lozano@loewensteinmedical.de>

Date: Fri, 26 Mar 2021 at 01:16

Subject: Peru

To: info@viamed.co.uk <info@viamed.co.uk>

Cc: paul.020695@hotmail.com <paul.020695@hotmail.com>, Patricia Irigoyen - Idemed SAC
<administracion@idemed.pe>

Greetings,

I am inquiring, in behalf of our Peruvian distributor, the possibility of them purchasing your products for importation into Peru. Our distributor, whom I am copying, has been our distribution partner for a number of years and has successfully represented our products throughout Peru. They have a need for oxygen monitoring devices to use in conjunction with our Loewenstein Medical Technology ventilation devices, i.e. Prisma Vent devices.

Will you kindly notify us if you would be interested in working with them?

Löwenstein Medical Technology

Hector Lozano

Vice President International Americas

Hector.Lozano@loewensteinmedical.de

Cel. & WhatsApp +1-210-827-3626

Skype: HCSISAT

The Löwenstein Group

Löwenstein Medical Technology, Homecare Business Segment

<https://loewensteinmedical.de/en>

Löwenstein Medical, Hospital / Clinic Business Segment

<https://en.hul.de/> Dameca Anesthesia Business Segment <https://www.dameca.com/>

