



copy
VIAMED



Ms B. Helps,
Product Manager Paediatrics,
 Draeger medical,
The Willows,
Mark Road,
Hemel Hempstead,
Hertfordshire,
HP2 7BW.

2 December 1996,

Dear Barbara,

Please find enclosed my impressions of your requirements. I apologise for the poor quality but more professional diagrams and drawings will be sent to you later. You should however be able to decide from these drawings whether or not I understood your requirements correctly.

I have attempted to accurately price the units but I should warn you that my suppliers of gauges and flowmeters may have increases in the pipeline during 1997. I have also assumed the quantities we discussed are reasonably valid so these are not one-off or development prices. Assuming the current rates of inflation continue through 1997 I would expect to be able to maintain these prices until December 31st 1997.

Pt.No. DTT490	£350	Standard TT490
DB001	£430	
DRF001	£220	

I am having some blocks manufactured and hope to have prototypes with you by the end of the month.

Please contact Derek or myself if you have any questions

Yours sincerely,
Viamed

John S.Lamb,
Director.



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Mr. John Lamb
Viamed LTD
15 Station Rd
Cross Hills
Keighley
West Yorkshire
BD20 7DT

6th December 1996

Dear John,

thankyou for your letter, I think my last letter must have crossed yours.

I have spoken to David Gaulton and he is happy with drawings. We also accept the prices (fixed until December 1997) of the Tom Thumb, Blender and flow meter.

I will inform you when we are in the position to discuss orders with you. Meanwhile if you could send the Tom Thumb and flow meters to me, we can get our unit tested and begin clinical trials.

When the unit has been tested we would like to extend an invitation for you to visit Draeger Medical.

I would like you to please send me your oxygen analyzer price list and any discounted costs to us. The price of adding our oxygen analyzer may be prohibitive and the customer may be interested in an alternative. Of course I will need to seek the approval of Dräger Germany.

Yours Sincerely

Barbara Anne Helps

Barbara-Anne Helps
Product Manager
Neonatal Products



Certificate Number FM 33758
BS EN ISO 9001-1994

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