



Kate Griffiths &lt;viamed.kate.griffiths@gmail.com&gt;

**Fwd: Proforma invoice**

1 message

**Steve Hardaker** <office@viamed.co.uk>  
Reply-To: steve.hardaker@viamed.co.uk  
To: office@vmsecure.me.uk

4 April 2022 at 14:30

Hi, please can someone put this order on for Bar O2 at distributor pricing. Just use the date and initials for a PO number.

These are in stock, I've checked with Ryan as he has a customer that takes a lot of these but he said the stock isn't reserved so these can go.

Thanks.  
Steve

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

From: **Paul Shotton** <paul@baro2.com>  
Date: Mon, 4 Apr 2022 at 13:42  
Subject: RE: Proforma invoice  
To: [steve.hardaker@viamed.co.uk](mailto:steve.hardaker@viamed.co.uk) <[steve.hardaker@viamed.co.uk](mailto:steve.hardaker@viamed.co.uk)>  
Cc: Debbie Reddin <[debbie@baro2.com](mailto:debbie@baro2.com)>

Hi Steve

Can we get another 8 of the Maxtec + analysers please at £137.60, let me know if you need an official PO.

Regards

Paul

	<p><b>PAUL SHOTTON</b> Director</p> <p><b>BAR O2 LIMITED</b></p> <p>+44 (0) 345 100 0084 <a href="mailto:paul@baro2.com">paul@baro2.com</a></p>	<p>Unit 5A Mount Industrial Estate Stone Staffordshire ST15 8LL</p> <p>  </p> <p><a href="http://www.theoxygenstore.com">www.theoxygenstore.com</a> <a href="http://www.oxygen-concentrators.co.uk">www.oxygen-concentrators.co.uk</a></p>
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**From:** Main Account <[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)> **On Behalf Of** Steve Hardaker  
**Sent:** 18 January 2022 12:47  
**To:** Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)>  
**Subject:** Re: Proforma invoice

Hi Paul,

The price increase is down to a correspondingly large increase from the manufacturer and, unfortunately, there is no margin for larger discounts.

For clarity, we still offer you the same percentage discount as was previously offered;

- Current list price: £172.00 - 20% = £137.60
- Previous list price: £130.00 - 20% = £106.00

There is a slightly lower cost option, the OxiQuant S:

<https://www.viamed.co.uk/uk/?uid=&sessionid=&g=&mobile=&&page=productview&cat=0&subcat=621&productid=0111275>

Part No: 0111275 - OxiQuant S oxygen analyser  
List Price: £155.00+VAT  
Distributor Price: £124.00+VAT (20% discount)

I should point out that due to the CE classification on this device, it is only suitable for spot checking gas concentration, not for monitoring gas from a device that is being delivered directly to a patient.

I apologise that there is nothing we can do on price, the cost of many healthcare products has risen considerably over the last couple of years and we are no longer able to absorb the increases.

Regards,

Steve

Steve Hardaker  
Technical Support Manager  
Viamed Ltd.

**Please note: Viamed is 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 be answered remotely, but please continue to use email where possible.**

Website: [www.viamed.co.uk](http://www.viamed.co.uk)  
email: [steve.hardaker@viamed.co.uk](mailto:steve.hardaker@viamed.co.uk)  
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On Tue, 18 Jan 2022 at 11:57, Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)> wrote:

Hi Steve

Hope you are well.

Thanks for the price list, I recall when we originally purchased from you the list price for Maxtec + was approx. £130.00 and you sold the analysers to us at £104.00. Is there any leeway on the new price, this is a pretty large % increase?

Regards

Paul

	<p><b>PAUL SHOTTON</b> Director</p> <p><b>BAR O2 LIMITED</b></p> <p>+44 (0) 345 100 0084 <a href="mailto:paul@baro2.com">paul@baro2.com</a></p>	<p>Unit 5A Mount Industrial Estate Stone Staffordshire ST15 8LL</p> <p>  </p> <p><a href="http://www.theoxygenstore.com">www.theoxygenstore.com</a> <a href="http://www.oxygen-concentrators.co.uk">www.oxygen-concentrators.co.uk</a></p>
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**From:** Main Account <[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)> **On Behalf Of** Steve Hardaker

**Sent:** 17 January 2022 15:57

**To:** Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)>

**Subject:** Re: Proforma invoice

Hi Paul,

Thank you for the order. Please find attached a leaflet that details the accessories, along with the latest distributor price list.

Unfortunately, the price was increased last year due to a price increase from the manufacturer, they are now priced at £137.60+VAT to distributors. The sales office is preparing a proforma for 6 units and will forward that on to you as soon as it is ready.

If you have any queries, please let me know.

Regards,

Steve Hardaker  
Technical Support Manager  
Viamed Ltd.

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Website: [www.viamed.co.uk](http://www.viamed.co.uk)

email: [steve.hardaker@viamed.co.uk](mailto:steve.hardaker@viamed.co.uk)

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On Mon, 17 Jan 2022 at 15:10, Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)> wrote:

Hello

Can we please order 6 Handi + Analysers, 011250 are they still £104.00 each?

Also can you please send me a list of common accessories etc for use with the analysers.

Regards

Paul

	<b>PAUL SHOTTON</b> Director	Unit 5A Mount Industrial Estate Stone Staffordshire ST15 8LL
<b>BAR O2 LIMITED</b>		   <a href="http://www.theoxygenstore.com">www.theoxygenstore.com</a> <a href="http://www.oxygen-concentrators.co.uk">www.oxygen-concentrators.co.uk</a>
+44 (0) 345 100 0084 <a href="mailto:paul@baro2.com">paul@baro2.com</a>		



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**From:** Paul Shotton <[paul2013@baro2.com](mailto:paul2013@baro2.com)>  
**Sent:** 17 January 2022 15:06  
**To:** Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)>  
**Subject:** Fwd: Proforma invoice

Begin forwarded message:

**From:** Kate Griffiths <[office@viamed.co.uk](mailto:office@viamed.co.uk)>  
**Date:** 16 February 2021 at 11:27:23 GMT  
**To:** Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)>, [steve.hardaker@viamed.co.uk](mailto:steve.hardaker@viamed.co.uk)  
**Subject:** Re: Proforma invoice  
**Reply-To:** [kate.griffiths@viamed.co.uk](mailto:kate.griffiths@viamed.co.uk)

Good morning Paul,

Many thanks for your payment.

We will ship as soon as possible and will email you a tracking number when the goods leave our warehouse.

Many thanks.

Kind regards

Kate Griffiths

**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>

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On Mon, 15 Feb 2021 at 13:28, Kate Griffiths <[kate.griffiths@viamed.co.uk](mailto:kate.griffiths@viamed.co.uk)> wrote:

Hi Paul,

Many thanks, I will look out for your payment to appear.

Kind regards

Kate Griffiths

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On Mon, 15 Feb 2021 at 13:26, Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)> wrote:

Hello Kate

All looks fine, thanks. I have just made payment by bank transfer.

Regards

Paul

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**From:** Main Account <[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)> **On Behalf Of** Kate Griffiths  
**Sent:** 15 February 2021 13:16  
**To:** Paul Shotton <[paul@baro2.com](mailto:paul@baro2.com)>  
**Cc:** [steve.hardaker@viamed.co.uk](mailto:steve.hardaker@viamed.co.uk)  
**Subject:** Proforma invoice

Good afternoon Paul,

Please see attached proforma invoice as discussed with Steve Hardaker.

Please let me know if you require any changes to be made.

Many thanks.

Kind regards

Kate Griffiths

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