



Janine Gill <viamed.janine.gill@gmail.com>

Fwd: Oxygen analysers with an external sensor

2 messages

Steve Hardaker <office@viamed.co.uk>

26 April 2022 at 12:29

Reply-To: steve.hardaker@viamed.co.uk

To: office@vmsecure.me.uk

Hi, please can someone set up an account for Walters Medical and generate a proforma invoice for the following items:

- p/n 0111261 - MaxO2+AE @ £325.00+VAT
- p/n 0121200 - Universal mounting clamp @ £41.70+VAT
- p/n 0121205 - calibration assembly @ £12.95+VAT
- PPUPS1 - Carriage @ £10.00+VAT

All the details should be in his email signature and the Intrastats CRM page, if you have any queries, please ask.

Thanks,
Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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email: steve.hardaker@viamed.co.uk
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----- Forwarded message -----

From: **Paul Malone** <paul.malone@waltersmedical.co.uk>
Date: Tue, 26 Apr 2022 at 11:11
Subject: RE: Oxygen analysers with an external sensor
To: steve.hardaker@viamed.co.uk <steve.hardaker@viamed.co.uk>

Hi Steve,

Thanks, that all makes sense. Please can you add the calibration assy to the proforma..

Many thanks

Kind regards

Paul Malone

UK Service and Training Manager
 07917 920035

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From November 2020

A developing partnership...



We are extremely proud to announce that we are now the sole distributor of Atom Incubators and associated products in England, Scotland and Wales and we very much look forward to working with you.

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Registered Address: Suite E, 2nd Floor, The Octagon, Middleborough, Colchester, Essex, CO1 1TG

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

Sent: 25 April 2022 14:47

To: Paul Malone <paul.malone@waltersmedical.co.uk>

Subject: Re: Oxygen analysers with an external sensor

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Hi Paul,

In answer to your question, during the calibration procedure, the MaxO2+AE is able to determine whether the calibration gas is air or O2, and calibrate to the required level.

The device can operate with a single-point calibration in either air or O2, but works most accurately with a 2-point calibration.

It should be noted, however, that the device is less accurate when calibrated in just air; any errors in the air cal will be magnified as you go up the scale to higher O2 levels, so a 0.5% error at 21% can become a 2.5% error in oxygen.

I've attached a copy of the manual, which has a detailed section on calibration and accuracy, so it's worth reading through that to determine whether it will be suitable for your needs.

With regards to actually performing the calibration, you can calibrate in room air if you are sure it's not enriched with O2, which is quite likely in a neonatal unit running incubators with high O2 levels, if in any doubt, you should do air calibrations in fresh air. The best method though is to use medical air and/or O2 for calibration.

The device is supplied with a 22-mm I.D. - 22mm O.D. T-adapter, which you can connect up to oxygen tubing using step-down adapters. If you don't have adapters and tubing, we can offer you a calibration assembly (p/n 0121205), which is a T-adapter with oxygen tubing on one end and a piece of exhaust tubing on the other. (see attached image)

Note: the exhaust tubing is important, as if you don't have it, the calibration gas gets diluted with room air coming into the open end of the T-adapter; I've seen this cause 100% oxygen to read as 95% and makes the O2 cal less effective than a single-point air cal.

The total cost will be £376.70+VAT, broken down as follows:

- p/n 0111261 - MaxO2+AE @ £325.00+VAT
- p/n 0121200 - Universal mounting clamp @ £41.70+VAT
- PPUPS1 - Carriage @ £10.00+VAT

TOTAL £376.70+VAT. Or with the calibration assembly @ £12.95+VAT, a total of £389.65+VAT.

Your first order would need to be on a proforma basis, but if you purchase further items, we can look towards setting you up with a credit account. Could you advise whether you would like the calibration assembly added to the proforma?

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Mon, 25 Apr 2022 at 10:50, Paul Malone <paul.malone@waltersmedical.co.uk> wrote:

Hi Steve,

Hope you've had a good weekend.

The Maxtec one looks good, please could you send me a quote for that with the universal clamp. That should work perfectly..

One question, can the Maxtec be calibrated with 21% or does it need a 100% cal too?

Kind regards

Paul Malone

UK Service and Training Manager
 07917 920035

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

Sent: 22 April 2022 13:19

To: Paul Malone <paul.malone@waltersmedical.co.uk>

Subject: Re: Oxygen analysers with an external sensor

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Hi Paul,

There are a few different mounting options available as detailed on the leaflet attached to my previous email, however, the mounting poles on the Atom incubator are non-standard and we don't have anything that can fit directly to them.

The best solution that I can offer would be to use the universal mounting clamp (p/n 0121200) and attach it to wherever you can; the arms that support the tray or screen might be viable options. I've attached a technical leaflet to show how wide the clamp will open so you can determine whether it would fit.

Regards,

Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Thu, 21 Apr 2022 at 11:57, Paul Malone <paul.malone@waltersmedical.co.uk> wrote:

Hi Steve,

Many thanks for sending this over.

I've attached a couple of pics showing the shelf and upright mounting fitted to the incubator.

I'll have a look at the mounting attachment later today hopefully.

Kind regards,

Paul

Sent from my iPhone

On 20 Apr 2022, at 17:51, Steve Hardaker <office@viamed.co.uk> wrote:

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Hi Paul,

Further to our conversation earlier today, as you do not need adjustable alarms, the best option would be a low cost oxygen analyser with an external sensor such as the Maxtec MaxO2+AE or Analytical Industries AII-2000PALM O2R analyser.

These devices are all supplied with a sensor, typical lifetime is 3-5 years depending upon usage and oxygen exposure. I have detailed the replacement sensor cost to illustrate ongoing cost of ownership:

0111261 - Maxtec MaxO2 +AE Oxygen Analyser @ £325.00+VAT

Sensor T90 response :15s

Replacement sensor: p/n 0110429 @ £66.00+VAT

Warranty: 24 months

Availability: ex-stock

[MAXO2+AE Oxygen Analyser Maxtec Oxygen Analysers Oxygen Monitoring 0111261 \(viamed.co.uk\)](#)

0111291 - Analytical Industries Aii-2000PALM O2R Oxygen Analyser @ £250.00+VAT

Sensor T90 response :13s

Replacement sensor: p/n 0110621 @ £79.00+VAT

Warranty: 24 months

Availability: **1 available**. Note: This will be the last unit available until such a time when/if AII re-certify this device to the new MDR regulations.

[Analytical Industries Aii-2000PALM O2R Oxygen Analyser](#) [Analytical Industries Oxygen Analysers](#) [Oxygen Monitoring 0111291](#) (viamed.co.uk)

With regards to mounting options, please see the attached leaflet, it gives a few options such as pole mounts and rail mounts, but the one that might be of most use is the universal mounting clamp, p/n 0121200 Universal mounting clamp @ £41.70+VAT, is this has flexible mounting abilities. See website below:

<https://www.viamed.co.uk/uk/?uid=&sessionid=&g=&mobile=&&page=productview&cat=0&subcat=542&productid=0121200>

Please take a look through the information, and if you have any queries, let me know.

Regards,

Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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Hello,

I've recently started with Walters Medical as their service manager looking after Atom incubators in the UK. I'm currently looking to purchase an O2 analyser which I'll be using and recommending when carrying out technical training with clinical technicians.

Please could you let me know the pricing of your different models and the cost of replacement O2 sensors?

I would need an analyser with a remote sensor so it can be placed inside the incubator and read from the outside.

Possibly the Envitec Mysign O or the Analytical Industries Aii-2000 M would seem like a suitable fit?

Kind regards

Paul Malone

UK Service and Training Manager

07917 920035

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Sophie Lines <office@viamed.co.uk>

Reply-To: sophie.lines@viamed.co.uk

To: janine.gill@vmsecure.me.uk

26 April 2022 at 12:44

Kind regards

Sophie Lines

Please note: My working days are Monday, Tuesday and Friday

We are currently working remotely however telephone calls to the main office will still be answered.

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