
Re: Re: Re: Medica

1 message

Bob Kalish <bkalish@maxtec.com>
To: Katarina Hisinger <KHisinger@medival.it>
Cc: Steve Nixon <steve.nixon@viamed.co.uk>

17 January 2019 at 19:35

Hi Katrina,

Yes Viamed is a big customer of ours and I have no problem with you buying Maxtec Handis from them. It will probably save you on shipping costs.

I will copy Steve Nixon who is my primary contact at Viamed so that he is aware of our conversation.

Thank you for choosing Maxtec! Let me know if you have any other questions.

**Bob Kalish**

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**How did I do today?**

On Thu, Jan 17, 2019 at 1:59 PM Katarina Hisinger <KHisinger@medival.it> wrote:

Hi Bob and happy new year to you too! No politics ...? A pity though, there seems to be a lot of fun going on in the US ;-)

Today we are down to 45 OxiChecks in our warehouse, which should mean that I need to have new units available on site by the end of February - mid-March more or less.

Some time after our last message-exchange I was contacted by Ryan Swaine at Viamed, they must be a big customer of yours, right? I met him while I was on my way to your booth during Medica, but did not expect to get an interesting offer from him.

He offered me the Handi+ part no. 0111250 to a price of EUR 133,-/pc shipping from the UK.

What would be the most convenient solution for you - us ordering the units from Viamed or getting them directly from you with a small discount to compensate for currency volatility and extra transport costs?

Please let me know.

Best regards,
Katarina

Katarina Hisinger
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Business Unit Critical Care
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Da: Bob Kalish <bkalish@maxtec.com>
Per: Katarina Hisinger <KHisinger@medival.it>
Data: 16/01/2019 18:22
Oggetto: Re: Re: Medica

Happy New Year,

Would you like to continue our conversation from Medica?

O2 analyzers....not politics.

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