



Steve Nixon &lt;steve.nixon.viamed@googlemail.com&gt;

**Re: VIAMED'S Draft Agreement for Renewal**

1 message

**Steve Nixon** <steve.nixon@viamed.co.uk>  
Reply-To: steve.nixon@viamed.co.uk  
To: Main Account <office@viamed.co.uk>  
Cc: Derek Lamb <derek.lamb@viamed.co.uk>

31 October 2019 at 10:00

Hi Lita

Yes please go ahead and proceed with the new agreement.

Steve

On Wed, 30 Oct 2019 at 14:45, Main Account &lt;office@viamed.co.uk&gt; wrote:

----- Forwarded message -----  
From: Casabar, Lita G <Lita.Casabar@teledyne.com>  
Date: Wed, 30 Oct 2019 at 14:39  
Subject: VIAMED'S Draft Agreement for Renewal  
To: office@viamed.co.uk <office@viamed.co.uk>

Hi Steve,

Just following up as to whether you have reviewed the draft agreement. I need your email approval before we can go forward. I have attached the draft for your convenience. Thank you.

Please see notes below regarding your Viamed and Vandagraph agreements:

1. Renew Viamed, which will be effective April 1, 2020, adding Vandagraph as an **Approved Affiliate** in Schedule A, Scope of Services – **Please see enclosed draft, Page 18.**
2. By adding Vandagraph, it can still market and sell on behalf of Teledyne; however, it won't be able to place its own POs.
3. All POs will be under Viamed.
4. Added Diving Sensors and Products under **Products** in Schedule A, Scope of Services – **Please see enclosed draft, Page 17** – used to be under Vandagraph
5. Per your discussion with Kunal, we will terminate Vandagraph's agreement effective March 31, 2020.
6. No vetting documents required since your TRACE online training certificates and Renewal Certification dated 2017 are still valid.

Regards,

Lita Casabar

Contracts Administrator

Tel: 626-934-1501



**From:** Casabar, Lita G  
**Sent:** Friday, October 04, 2019 8:10 AM  
**To:** Mora, Victoria <Victoria.Mora@Teledyne.com>  
**Subject:** RE: Viamed's Manufacturer's Current Preferred Distributor Pricing

Thank you Victoria.

Regards,

Lita Casabar

*Contracts Administrator*

Tel: 626-934-1501



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**From:** Mora, Victoria <[Victoria.Mora@Teledyne.com](mailto:Victoria.Mora@Teledyne.com)>  
**Sent:** Thursday, October 03, 2019 1:17 PM  
**To:** Casabar, Lita G <[Lita.Casabar@Teledyne.com](mailto:Lita.Casabar@Teledyne.com)>  
**Cc:** [office@viamed.co.uk](mailto:office@viamed.co.uk); Kothari, Kunal <[Kunal.Kothari@Teledyne.com](mailto:Kunal.Kothari@Teledyne.com)>  
**Subject:** RE: Viamed's Manufacturer's Current Preferred Distributor Pricing

Good afternoon,

Please see attachment for Viamed's current pricing history.

Please let me know if there is anything else needed on my behalf.

Thank you,

Victoria Mora



**Teledyne Analytical Instruments**

16830 Chestnut St • City of Industry, CA 91748

Direct: 626.934.1565 | [Victoria.Mora@teledyne.com](mailto:Victoria.Mora@teledyne.com)

Seller's Offer, and any order issued by Buyer to Seller for the goods and/or services specified herein, is strictly limited to Seller's General Terms and Conditions of Sale, which can be found at [www.teledyne-ai.com](http://www.teledyne-ai.com).

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Please consider the environment before printing.

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**From:** Casabar, Lita G <[Lita.Casabar@Teledyne.com](mailto:Lita.Casabar@Teledyne.com)>  
**Sent:** Thursday, October 3, 2019 10:59 AM  
**To:** Mora, Victoria <[Victoria.Mora@Teledyne.com](mailto:Victoria.Mora@Teledyne.com)>  
**Cc:** [office@viamed.co.uk](mailto:office@viamed.co.uk); Kothari, Kunal <[Kunal.Kothari@Teledyne.com](mailto:Kunal.Kothari@Teledyne.com)>  
**Subject:** Viamed's Manufacturer's Current Preferred Distributor Pricing

Hi Victoria,

Please Steve Nixon's email below. Can you please send him Viamed's **Manufacturer's current preferred distributor pricing** for his review. Thank you.

Regards,

Lita Casabar

*Contracts Administrator*

Tel: 626-934-1501



**From:** Main Account <[viamedinbox@gmail.com](mailto:viamedinbox@gmail.com)> **On Behalf Of** Steve Nixon  
**Sent:** Thursday, October 03, 2019 7:27 AM  
**To:** Casabar, Lita G <[Lita.Casabar@Teledyne.com](mailto:Lita.Casabar@Teledyne.com)>  
**Subject:** Re: VIAMED LIMITED's Distributor Agreement Renewal

External Email

Hi Lita

Thank you for the copy of the draft copy and thank you for ensuring the the agreement is processed.

I'll review the agreement, in the meantime can you please supply a copy of: **Manufacturer's current preferred distributor pricing**. I wish to verify all products that are still available and the pricing...

Yes, Ryan still works for Viamed/Vandagraph.

Regards

Steve

On Wed, 2 Oct 2019 at 06:37, Main Account <[office@viamed.co.uk](mailto:office@viamed.co.uk)> wrote:

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

From: Casabar, Lita G <[Lita.Casabar@teledyne.com](mailto:Lita.Casabar@teledyne.com)>  
Date: Tue, 1 Oct 2019 at 21:48  
Subject: VIAMED LIMITED's Distributor Agreement Renewal  
To: [office@viamed.co.uk](mailto:office@viamed.co.uk) <[office@viamed.co.uk](mailto:office@viamed.co.uk)>, Derek Lamb <[derek.lamb@viamed.co.uk](mailto:derek.lamb@viamed.co.uk)> ([derek.lamb@viamed.co.uk](mailto:derek.lamb@viamed.co.uk))  
<[derek.lamb@viamed.co.uk](mailto:derek.lamb@viamed.co.uk)>  
Cc: Kothari, Kunal <[Kunal.Kothari@teledyne.com](mailto:Kunal.Kothari@teledyne.com)>

Hi Steve:

Viamed's current agreement with TAI will not expire until March 31, 2020 but I will be retiring from Teledyne by the end of this year so I would like to take care of your renewal before I leave.

Please see notes below regarding your Viamed and Vandagraph agreements:

1. Renew Viamed, which will be effective April 1, 2020, adding Vandagraph as an **Approved Affiliate** in Schedule A, Scope of Services – **Please see enclosed draft, Page 18**.
2. By adding Vandagraph, it can still market and sell on behalf of Teledyne; however, it won't be able to place its own POs.
3. All POs will be under Viamed.
4. Added Diving Sensors and Products under **Products** in Schedule A, Scope of Services – **Please see enclosed draft, Page 17** – used to be under Vandagraph
5. Per your discussion with Kunal, we will terminate Vandagraph's agreement effective March 31, 2020.
6. No vetting documents required since your TRACE online training certificates and Renewal Certification dated 2017 are still valid.
7. Can you please confirm if Ryan Swaine is still with your company.

Enclosed is the draft agreement for your review especially items 1 and 4 above and let us know if you have any questions. If you approved of the draft, please send me an email approval so I can proceed with the renewal process.

Thank you.

Regards,

Lita Casabar

*Contracts Administrator*

Tel: 626-934-1501



Steve

Steve Nixon

Director - Viamed Ltd.

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Mobile: +44 (0)7850 252267

GDPR / Privacy Policy available at [www.viamed.co.uk/policy](http://www.viamed.co.uk/policy)

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Steve

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