

## 2022 Draft Postal Marketing Schedule

### **January**

#### **Neonatal Flowsensors**

*(Letter Appendix 9 - Leaflet to be signed off #221608 (All Flowsensors leaflet or #216486 Flowsensors & R-23V/Vi))*

**Leaflet to be included in orders: V1000**

### **February**

#### **Oxygen Monitors – VM-3160**

*(Letter to be written)*

**Leaflet to be included in orders: Neonatal Flowsensors**

#### **TOF 3D Neuromuscular Monitor**

*(Theatres/General letter signed off from August 2021, letter for ICU to be written #???????)*

### **March**

#### **Oxygen Sensors.**

Revised UK oxygen monitoring catalogue to be printed, queries require review

*(Letter Appendix 1 - Leaflet document index TBC)*

**Leaflet to be included in orders: TOF 3D (UK), VM-3160 (Export)**

### **April**

#### **Flowsensors and R-23V/Vi**

Updated Flowsensors and R-23V/Vi leaflet – enough for mailing plus a few for in orders.

*(Letter Appendix 2 – Leaflet awaiting sign off on issue #216486)*

#### **MD300 Catalogue**

*(Letter Appendix 3 – Catalogue awaiting sign off on issue #209148)*

**Leaflet to be included in orders: Oxygen Sensors**

### **May**

#### **Posey Products**

*(Letter Appendix 4 – Leaflet document index 31885)*

**Leaflet to be included in orders: MD300 Catalogue**

### **June**

#### **Maxtec MaxVenturi**

*(Letter Appendix 5 - Leaflet document index 31261)*

#### **Oxygen Sensors (if RoSH in force)**

*(Letter Appendix 6 - Leaflet queries outstanding 167333/196848/212011)*

**Leaflet to be included in orders: Posey**

## July

### **AlcoTrue M – Hospitals**

*(Letter Appendix 7 - Leaflet document index 18092)*

### **AlcoTrue M – Emergency Services**

*(Letter Appendix 8 – Leaflet document index 18092)*

### **Automotive Grey**

**Leaflet to be included in orders: Maxtec MaxVenturi**

## September

### **Eye Masks – Neomask and EyeMax**

*(Letter Appendix 8 - awaiting sign off on issue #230036 – Leaflet document index 31251/30634 – potentially print back to back)*

### **Temperature Probes**

### **Oxygen Sensors**

**Leaflet to be included in orders: AlcoTrue**

## October

### **VM-2160 SMARTsat**

**Leaflet to be included in orders: Phototherapy Eye Masks**

## November

### **V1000 Test Equipment**

**Leaflet to be included in orders: VM-2160 SMARTsat**

## December

**Leaflet to be included in orders: V1000**

# Appendix 1

## Oxygen Sensors

Department Manager

«DEPARTMENT»

«COMPANY»

«ADDRESS1»

«ADDRESS2»

«ADDRESS3»

«CITY»

«STATE»

«ZIP»

March 2021

Dear Sir or Madam,

### The Leading Medical Oxygen Sensor Supplier

The **extended** range of Medical Oxygen Sensors, now incorporating RoHS compliant lead-free alternatives, from Viamed provides the **Widest Range** and the **Latest Technology** to allow you to get the best value for money when using OEM and compatible oxygen sensors.

Viamed provides an oxygen sensor **quantity discount pricing** structure, there is **no minimum order value, free of charge delivery** and the **NHS credit facility** is offered on our **entire** range of oxygen sensors. I am sure you will find that this makes ordering easier and provides an extremely competitive package on quality, price, delivery and support.

Please find enclosed full details on our oxygen monitoring range including analysers and monitors. Should you require further information on applications and compatibility, please visit our website – [www.viamed.co.uk](http://www.viamed.co.uk) or go straight to our cross reference [www.viamed.co.uk/xref](http://www.viamed.co.uk/xref)



#### Also...

We continue to provide an **oxygen sensor disposal service**, as part of our Waste Management Policy. Should you wish to return any of your oxygen sensors (even if you have not purchased them from us) we will be pleased to dispose of them on your behalf in accordance with our ISO standards. Please contact us should you require information on how to send your depleted sensors to us.

Should you wish to place an order, or cannot find your oxygen sensor or equipment listed on the online cross reference, then please contact a member of our sales team on 01535 634542 (between the hours of 09:00 and 17:30) or via email [info@viamed.co.uk](mailto:info@viamed.co.uk)

Yours faithfully

A handwritten signature in black ink that reads "Catrin".

Catrin Hollings  
Sales & Marketing

Should you no longer wish to receive marketing material via post,  
sign-up to our email mailing list at [www.viamed.co.uk/sign-up](http://www.viamed.co.uk/sign-up)



## Appendix 2

### R-23V/Vi and Flowsensors A and APC

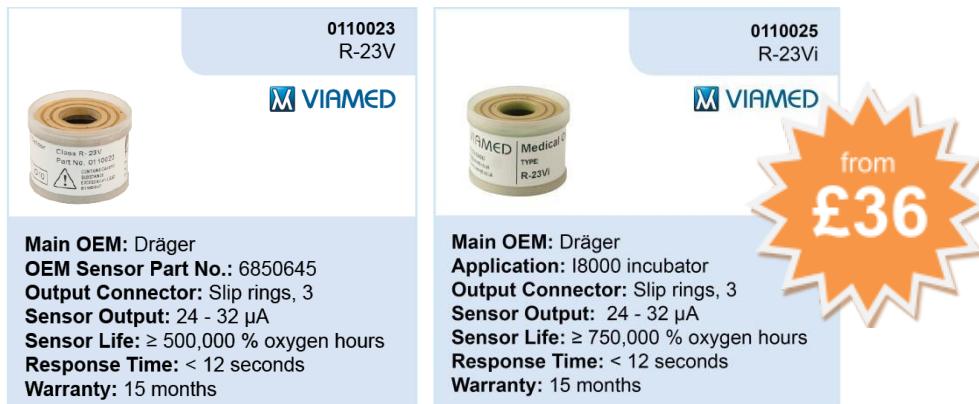
Department Manager  
«DEPARTMENT»  
«COMPANY»  
«ADDRESS1»  
«ADDRESS2»  
«ADDRESS3»  
«CITY» «STATE»  
«ZIP»

???? 2021

Dear Sir or Madam,

#### Viamed: The Leading Medical Oxygen Sensor Supplier

The **extended** range of Medical Oxygen Sensors from Viamed provides the **widest range** and the **latest technology** to allow you to get the best value for money when using OEM and compatible oxygen sensors. The range includes original Viamed Oxygen Sensors, including the R-23V which is compatible with the Dräger 6850645, Maxtec MAX-11 and Analytical Industries PSR-11-915-2 oxygen sensors and the R-23Vi which is for use with the I8000 incubators.



Viamed continues to provide an oxygen sensor **quantity discount pricing** structure, there is **no minimum order value, free of charge delivery** and the **NHS credit facility** is offered on our **entire** range of oxygen sensors. I am sure you will find that this makes ordering easier and provides an extremely competitive package on quality, price, delivery and support.

Please find enclosed the R-23V/R-23Vi Oxygen Sensors and Flowsensors leaflet which you may find of interest. Should you require further information on applications and compatibility, please visit our website – [www.viamed.co.uk](http://www.viamed.co.uk) or go straight to our Oxygen Sensors cross reference [www.viamed.co.uk/xref](http://www.viamed.co.uk/xref) or our Flowsensor cross reference [www.viamed.co.uk/flowsensors-xref](http://www.viamed.co.uk/flowsensors-xref)

Should you wish to place an order, or cannot find your oxygen sensor or equipment listed on the online cross reference, then please contact a member of our sales team on **01535 634542** or email [sales@viamed.co.uk](mailto:sales@viamed.co.uk)

Yours faithfully

Catrin Hird  
Marketing

Should you wish to unsubscribe from our mailings  
please email [unsubscribe@viamed.co.uk](mailto:unsubscribe@viamed.co.uk)



# Appendix 3

## MD300 Catalogue

Department Manager  
«DEPARTMENT»  
«COMPANY»  
«ADDRESS1»  
«ADDRESS2»  
«ADDRESS3»  
«CITY» «STATE»  
«ZIP»

April 2021

Dear Sir or Madam,

## Low Cost Finger Pulse Oximeters

Viamed has a range of ultra-compact, lightweight, low cost finger pulse oximeters to suit a variety of applications, for use in hospital, GP surgeries, clinics and dental surgeries, through to spot-checking before, during and after exercise. Can also be used by patients to assist in COVID-19 assessments.

Viamed are offering the following finger pulse oximeters at fantastic prices and are now available ex-stock.

### MD300-C19 LED Finger Pulse Oximeter

- LED Display
- Easy to use; 1-button operation
- Automatic power-off when finger is removed
- Part Number: 2810049



### MD300-C29 OLED Finger Pulse Oximeter

- Clear, bright colour OLED display
- Display can be viewed in 6 rotations
- Adjustable brightness: 10 levels
- Pleth waveform, displayed in 2 formats
- Signal strength indicator
- Automatic power-off when finger removed
- Suitable for paediatric and adult patients
- Part Number: 2810050



We also have other models available including MD300-C2 (MD300-D) and MD300-C15D. Please find enclosed our low cost oximeters catalogue for further information.

Should you have any further questions regarding, please do not hesitate in contacting our sales team on **01535 634542**, email [info@viamed.co.uk](mailto:info@viamed.co.uk) or visit our website [www.viamed.co.uk](http://www.viamed.co.uk).

Yours faithfully

Catrin Hollings  
Marketing

**FREE DELIVERY · NO MINIMUM ORDER CHARGE**

Should you wish to unsubscribe from our mailings  
please email [unsubscribe@viamed.co.uk](mailto:unsubscribe@viamed.co.uk)

## Appendix 4

### Posey Products

Department Manager  
«DEPARTMENT»  
«COMPANY»  
«ADDRESS1»  
«ADDRESS2»  
«ADDRESS3»  
«CITY» «STATE»  
«ZIP»

May 2021

Dear Sir or Madam,



The Posey range available from Viamed



Pulse  
Oximetry  
Sensor  
Wraps



Removable  
I.D.  
Bracelets



I.V.  
Armboards



Secure  
Sleeve



Elbow  
Splints



I.V. Shield

Whilst Stocks  
Last

Whilst Stocks  
Last

Whilst Stocks  
Last

**FREE DELIVERY &  
QUANTITY DISCOUNTS AVAILABLE\***

\*All prices quoted include standard carriage free of charge, making it simpler for you to order.

Please find enclosed leaflet detailing the Posey range of products currently available through Viamed and price list (overleaf). Should you be unable to find the product you require or would like further information, please do not hesitate to contact a member of our sales team on 01535 634542, email [info@viamed.co.uk](mailto:info@viamed.co.uk) or visit our website [www.viamed.co.uk/posey](http://www.viamed.co.uk/posey).

Yours faithfully

A handwritten signature in black ink that reads 'Catrin'.

Catrin Hollings  
Marketing

Should you wish to unsubscribe from our mailings  
please email **unsubscribe@viamed.co.uk**

# Appendix 5

## Maxtec MaxVenturi

Department Manager  
«DEPARTMENT»  
«COMPANY»  
«ADDRESS1»  
«ADDRESS2»  
«ADDRESS3»  
«CITY» «STATE»  
«ZIP»

June 2021

Dear Sir or Madam,

### MaxVenturi To mix ambient air and oxygen



Viamed is pleased to introduce the **MaxVenturi** to its range of air/oxygen blenders and accessories range.

The **MaxVenturi** has been specifically designed to interface with high-flow humidification systems. Using the well-established Venturi principle, this unit allows users to mix ambient air and oxygen without the need for piped medical-grade air. This is the perfect solution for adult high-flow oxygen therapy in almost any environment.

#### Part Numbers

MaxVenturi 0 - 60 lpm with Pole Mount (DISS)	0310225
MaxVenturi 0 - 60 lpm with Pole Mount (NIST)	0310226
MaxVenturi 0 - 60 lpm with Locking Pole Mount (DISS)	0310227
MaxVenturi 0 - 60 lpm with Locking Pole Mount (NIST)	0310228

Please find enclosed a leaflet concerning the **Maxtec MaxVenturi** for further information.

Should you have any further questions regarding this or lead-times for this or any of our products, please do not hesitate in contacting our sales team on 01535 634542 or email [maxventuri@viamed.co.uk](mailto:maxventuri@viamed.co.uk)

Yours faithfully

Catrin Hollings  
Marketing

\* Please note: the is current a long leadtime, please contact us for more information.

## Appendix 6

### Oxygen Sensors (if RoHS in forced)

Department Manager  
«DEPARTMENT»  
«COMPANY»  
«ADDRESS1»  
«ADDRESS2»  
«ADDRESS3»  
«CITY» «STATE»  
«ZIP»



June 2021

Dear Sir or Madam,

#### **Viamed: Leading Medical Oxygen Sensor Supplier including RoHS Compliant Lead-free Oxygen Sensors**

Viamed has **extended** its range of Medical Oxygen Sensors to include **RoHS Compliant Lead-free** sensors, whilst still providing the **Widest Range** and the **Latest Technology** to offer the best value for money when using OEM and compatible oxygen sensors.

Due to the revised RoHS directive (see overleaf) exemption ceasing as of the 22<sup>nd</sup> July 2021, lead anodes in electrochemical oxygen sensors have will no longer be granted exemption status. Therefore, in preparation of this Viamed has released a range of **RoHS Compliant Lead-free alternatives** and will continue to expand the range and phase-in additional sensors.

Viamed continues to provide an oxygen sensor **quantity discount pricing** structure, there is **no minimum order value, free of charge delivery** and the **NHS credit facility** is offered on our **entire** range of oxygen sensors. I am sure you will find that this makes ordering easier and provides an extremely competitive package on quality, price, delivery and support.

Please find enclosed full details on our oxygen sensor range. Should you require further information on applications and compatibility, please visit our website – [www.viamed.co.uk](http://www.viamed.co.uk) or go straight to our cross reference [www.viamed.co.uk/xref](http://www.viamed.co.uk/xref)



#### **Also...**

We continue to provide an **oxygen sensor disposal service**, as part of our Waste Management Policy. Should you wish to return any of your oxygen sensors (even if you have not purchased them from us) we will be pleased to dispose of them on your behalf in accordance with our ISO standards. Please contact us should you require information on how to send your depleted sensors to us.

Should you wish to place an order, or cannot find your oxygen sensor or equipment listed on the online cross reference [www.viamed.co.uk/xref](http://www.viamed.co.uk/xref), then please contact a member of our sales team on **01535 634542** or email [info@viamed.co.uk](mailto:info@viamed.co.uk)

Yours faithfully



Catrin Hollings

## Marketing

Should you wish to unsubscribe from our mailings  
please email **unsubscribe@viamed.co.uk**

# Appendix 7

## AlcoTrue M (Hospitals)

Department Manager  
«DEPARTMENT»  
«COMPANY»  
«ADDRESS1»  
«ADDRESS2»  
«ADDRESS3»  
«CITY» «STATE»  
«ZIP»

11 October 2021



Dear Sir or Madam,

### AlcoTrue M Breathalyser provides rapid and accurate determination of breath alcohol concentration

The AlcoTrue M is a handheld professional medical breathalyser intended for quick and accurate determination of breath alcohol concentration in the exhaled breath of patients with clinical suspicion of alcohol intoxication.

The AlcoTrue M displays measurement of breath alcohol of a patient when there are concerns regarding blood alcohol level or alcohol consumption, for example in: emergency medicine, psychiatry, addiction clinics or at a methadone maintenance clinic to avoid side effects.

The main benefits include:

- **Fast warm-up time** < 6 seconds; allowing for quick and easy diagnosis.
- **Rapid, precise and reliable clinically accurate measurements**
- **Easy to read display.**
- This high spec product provides up to five measurement modes, ideal for any situation;
  - **Active mode** – To determine the precise alcohol level in the end-expiratory breath of the person to be tested after achieving a minimal breath volume from 1.2 L. It is ensured that only deep lung breath (alveolar breath) is analysed.
  - **Fast mode** – Intended for persons suffering from COPD, Asthma or reduced lung capacity, whom might not be able to provide the standard minimum sample volume.
  - **Passive mode\*** - To obtain a precise measurement, the sample uptake must be triggered when the person is breathing out. The measurement mode is to determine the quantitative value of alcohol concentration.
  - **Scan mode\*** – Qualitative testing of the ambient air alcohol content, qualitative determination of alcohol content in exhaled air of a person who is not able to provide a breath sample (e.g. unconscious person), qualitative test of “non-alcoholic” drinks for alcohol content.
  - **Mouth alcohol mode\*** - Consists of two tests with a determined waiting period between first and second measurement.
- Also available with a portable printing system.

\* Measurement modes only available if activated.



Please find enclosed further information regarding the AlcoTrue M. Should you wish to discuss this in further detail please do not hesitate to contact a member of our sales team on 01535 634542 or by emailing [alcottrue@viamed.co.uk](mailto:alcottrue@viamed.co.uk).

Yours faithfully

Catrin Hollings  
Marketing

## Appendix 7

### AlcoTrue M (Emergency Services)

Department Manager  
«DEPARTMENT»  
«COMPANY»  
«ADDRESS1»  
«ADDRESS2»  
«ADDRESS3»  
«CITY» «STATE»  
«ZIP»



Dear Sir or Madam,

### AlcoTrue M Breathalyser provides rapid and accurate determination of breath alcohol concentration

The AlcoTrue M is a professional handheld medical breathalyser for accurate determination of breath alcohol concentration closely matches evidential devices.

The AlcoTrue M is designed for diagnostic use and it displays measurement of breath alcohol when there are concerns regarding blood alcohol level or alcohol consumption.

The main benefits include:

- **Fast warm-up time** < 6 seconds; allowing for quick and easy diagnosis.
- **Rapid, precise and reliable clinically accurate measurements** even at sub-zero ambient conditions; can be used on-site or in the field.
- **Easy to read display.**
- This high spec product provides up to five measurement modes, ideal for any situation;
  - **Active mode** – To determine the precise alcohol level in the end-expiratory breath of the person to be tested after achieving a minimal breath volume from 1.2 L. It is ensured that only deep lung breath (alveolar breath) is analysed.
  - **Fast mode** – Intended for persons suffering from COPD, Asthma or reduced lung capacity, whom might not be able to provide the standard minimum sample volume.
  - **Passive mode\*** - To obtain a precise measurement, the sample uptake must be triggered when the person is breathing out. The measurement mode is to determine the quantitative value of alcohol concentration.
  - **Scan mode\*** – Qualitative testing of the ambient air alcohol content, qualitative determination of alcohol content in exhaled air of a person who is not able to provide a breath sample (e.g. unconscious person), qualitative test of “non-alcoholic” drinks for alcohol content.
  - **Mouth alcohol mode\*** - Consists of two tests with a determined waiting period between first and second measurement.

\* Measurement modes only available if activated.

- Also available with a portable printing system.

Please find enclosed further information regarding the AlcoTrue M. Should you wish to discuss this in further detail please do not hesitate to contact a member of our sales team on 01535 634542 or by emailing [alcotrue@viamed.co.uk](mailto:alcotrue@viamed.co.uk).

There is also a smaller alternative breathalyser called the AlcoTrue C.  
Go to [www.viamed.co.uk/alcotrue-c](http://www.viamed.co.uk/alcotrue-c) for more information.



Yours faithfully

Catrin

Catrin Hollings  
Marketing

Should you wish to unsubscribe from our mailings  
please email [unsubscribe@viamed.co.uk](mailto:unsubscribe@viamed.co.uk)

## Appendix 8

### EyeMax and Neomask Phototherapy Eye Masks

Department Manager  
Paediatrics  
Royal Albert Edward Infirmary  
Wigan Lane  
Wigan  
WN1 2NN

September 2021  
Ref: 0491002/20180807/358

Dear Sir or Madam,

#### EyeMax<sup>TM</sup> and NeoMask Phototherapy Eye Masks

The soft, safe and secure solution for eye protection during neonatal phototherapy

- Adjustable band for optimum comfort and a secure fit
- Easy to use design
- Ergonomically designed eye protection pads to reduce pressure and increase light protection

The range of Phototherapy Eye Masks have been designed to assure optimum comfort and eye protection for neonates during phototherapy treatment. Both compromise of a single-piece, wrap-around design.

The EyeMax is secured at two points on either side of the neonate's head, whereas the NeoMask is adjustable at the top and at the back of the head. These points can be independently adjusted to prevent unwanted movement and allows a comfortable and secure fit.



Neomask Phototherapy Eye Mask



EyeMax Phototherapy Eye Mask

The large eye protection pad has been ergonomically designed to reduce pressure and increase light protection. The headband however allows blue light to penetrate, so that the head continues to receive phototherapy treatment.

I hope you find the enclosed of interest, please find pricing overleaf; should you require a free of charge sample of either design or further information, please do not hesitate to contact a member of our sales team on (01535) 634542 between 09:00 and 17:30 or email [eyemasks@viamed.co.uk](mailto:eyemasks@viamed.co.uk)

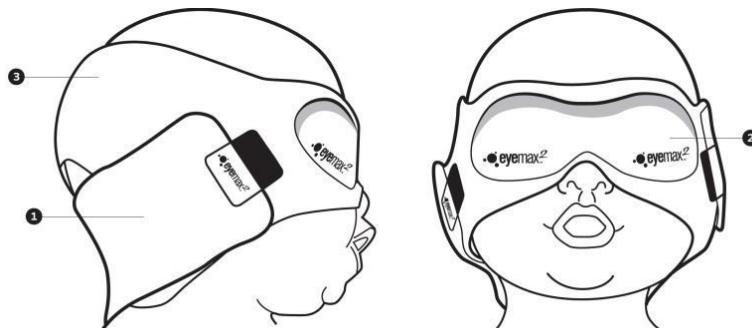
Yours sincerely

Catrin

Catrin Hollings  
Marketing

Should you wish to unsubscribe from our mailings  
please email **unsubscribe@viamed.co.uk**

## EyeMax2™ Phototherapy Eye Masks



1. Velcro Strapping  
Adjustable band for optimum comfort

2. Eye Pads  
Bigger, less pressure, and better UV protection

3. Latex Free  
Helps to prevent irritant contact dermatitis



Part Number	Size	Occipital - Frontal Circumference	Prices as of 4 <sup>th</sup> October	Pack Qty
1114005	Regular	32 – 38 cm	£43.70	20
1114006	Premie	26 – 32 cm	£41.90	20
1114007	Micro	20 – 26 cm	£37.80	20

<u>Delivery Charges</u>	
Boxes	Delivery Type
1 pack	<b>£6.00</b> Royal Mail 1 <sup>st</sup> Class Signed For
2 – 4 packs	<b>£8.00</b> Royal Mail 1 <sup>st</sup> Class Signed For
5+ packs	<b>£10.00</b> UPS Courier

## NeoMask Phototherapy Eye Masks



Part Number	Size	Occipital - Frontal Circumference	Prices as of 4 <sup>th</sup> October	Pack Qty
1114015	Large	32 – 38 cm	£34.50	20
1114016	Medium	26 – 32 cm	£33.00	20
1114017	Small	20 – 26 cm	£31.50	20

<u>Delivery Charges</u>	
Boxes	Delivery Type
1 pack	<b>£6.00</b> Royal Mail 1 <sup>st</sup> Class Signed For
2 – 4 packs	<b>£8.00</b> Royal Mail 1 <sup>st</sup> Class Signed For
5+ packs	<b>£10.00</b> UPS Courier

# Appendix 9

## ST-BLR Neonatal Flow Sensor

Department Manager

Neonatal Unit

\*\*\*\*

\*\*\*\*

\*\*\*\*

\*\*\*\*

\*\*\*\*

Ref: 20215104310004/???

11 October 2021

Dear Sir or Madam,

### Introducing the ST-BLR Neonatal Flow Sensor

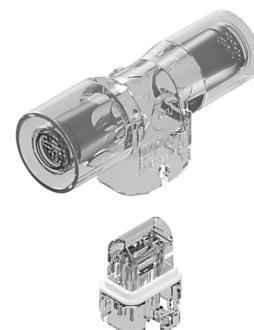
#### **For flow measurement of respiratory gas flow delivered in Dräger neonatal ventilators**

The ST-BLR flow sensor is a reusable cost-effective neonatal hot wire anemometric flow sensor with insert, for measuring gas flow in Dräger neonatal ventilators.

Each ST-BLR flow sensor comes with a reusable outer housing and an installed reusable insert. Additional inserts can be purchased.

The ST-BLR flow sensor is a direct compatible to the Dräger neonatal flow sensor ISO 15, REF 8411130 and the ST-BLR INSERT is a direct compatible to the Dräger neonatal flow sensor INSERT, REF 8410179.

Also available, the disposable ST-BL flow sensor comprising of an outer housing with integrated insert.



4310004	ST-BLR Neonatal Flow Sensor with reusable housing and insert
4310005	ST-BLR-INSERT Insert for ST-BLR Neonatal Flow Sensor (Box of 5)
4310006	ST-BL Disposable Neonatal Flow Sensor with fixed insert

Please find enclosed full details on our flowsensor range including price list overleaf.

Viamed also has a wide range of **oxygen sensors** and **flow sensors** compatible with most of the commonly used ventilators.

Should you require further information please contact a member of our sales team on: (01535) 634542 or email [flowsensors@viamed.co.uk](mailto:flowsensors@viamed.co.uk)

Yours faithfully

*Catrin*

Catrin Hollings  
Marketing

**Trusted supplier to the NHS for over 40 years**  
**Free Delivery • No minimum order**