

Continental sales appear to have stopped

1 message

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Reply-To: steve.hardaker@viamed.co.uk
To: Steve Nixon <steve.nixon@viamed.co.uk>

8 April 2022 at 15:42

Hi Steve,

One to discuss on Monday but I'm getting a bit concerned that Continental may have started buying elsewhere: their last order was in September.

It wasn't a concern initially as they were already ahead of their usual annual usage by June 21 when they bought 500 to stock up, but there's been nothing since September.

For info, we increased the 100-off price from £16.75 to £21.20 in June 2020, they queried it and you responded 29/7/20 with the reasoning behind it. Then on 26/7/21, they emailed to say:

In regards to the oxygen sensors we are buying from you, we have previously asked for Teledyne 02 cells (R 22A) to be pre soaked (stabilisation period)and voltage graded by Viamed adding time and presumably cost.

Grading with 13mV highest value

We can now accept the un graded product as we have modified our product upper voltage acceptance limit

Therefore, I would like to ask what is the cost reduction that we can get for an un graded product?

I replied to say that the cost of additional QA work in testing and separating sensors into batches according to output voltage was never passed on to Continental, and we are unable to offer these at a lower price. I did suggest the R-22AVG as a lower cost alternative, but they didn't respond to that offer. Then, you will recall we had shortages of R-22AVG from October until Jan 22, so that became a moot point, and since the beginning of this year, R-22A's stopped arriving.

I'm starting to think they've gone elsewhere and need to address it but am reluctant to do so just yet until R-22A supply is resolved. I've added an issue to myself to follow up with them and will discuss it with you next week to decide the best way to tackle it.

Steve