

①

284639

all present 25/1/23

V1000 are going out ok.

SN

Dave DL suggested we contact Philips US.

also Eden in Scotland interested.

DL

SRS now works is the Watch List.

one issue built for Watched items.

SN

prices - RS Vandagraph prices from enttec valid til end June

Warned lost R48 not selling enough will go to enttec version. All on new number got a few in stock.

Signed Prices Doc yesterday most done couple waiting for.

re formatted price lists, Price discount now reduced only a couple now. getting to one price end user now

②

Prices line tomorrow except
end user UK. Unless
SN unusual quantity or part.

27 Feb UK end user.

mail shot RS + CH sorting
prices not in system as yet.

Maxtec - Grumbet

CH UK end user - generate full
price list.

SN will add a memo to make sure
not used.

T7 + R26 are expensive nothing
we can do about it.

Vandagraph price list.

RS

SN New stuff can use Distributor price
then add to list asap.

CH calibration cost

SN can stay same for time being.
Look for feedback re sensors.

Proact smaller range sensors and
a quile a bit more expensive £9
carriage too.

③

aiming to be a bit lower than them.

Honeywell dropping lower customers less than sales of £5k. now looking at less than £50k

they want to see us in March.

also new products.

We have more visibility of their systems. more than their staff.

they want to develop more products. deal solely with OEM's

RS Arch Health next week.

SN clamps maxtec issue.

customer complained to Maxtec.

maxtec came to us and not their rep - Imargo.

HL must have all bases covered
ISO will be fully on it.

SN posing stuck in customs Declaration of Conformity says Tidi but packaging says posing.

DL Commercial issue not ISO issue

④ SN Germany customer ordering masks.

Marshal want to talk us
not as happy with Bunzl.

Bunzl improving.

lost a UK NHS customer.

Deas in Germany now buying
masks etc

SN Need sales projections.

RS "ask me a week on Wednesday"
meeting CEO at Astra Health.
Mon - Thursday.

SN PAQs?

CH Also true and another, not
done.

#SN can we get them done please.

UPS - insurance pre vat value?

UPS £60 standard insurance. ↓

DL can add this to order page
as long as pre vat.

SN to discuss later and get plan
in place.

⑤ New UPS man - SN will add
to contact management.
Health Care UPS team for
VST and Vardagroph too.

versa stream training before
christmas done for all current
staff.

SN-ordered CH to get
materials for versa stream
279910 27922 → for end Jan 23
↓ and competitors
for next week meeting as
not completed
CH completed not Discussed. added.
SV renew contacts Medica by
end of month.
279906

DL mailing list manager to see
who to contact and what stock.
Can see if medica is viable.

Can tag to leaflet part number
to cover all 02 sensors rather than
one sensor.

the system can tell you how many
people and offer overview details.

SV need to know its worth going to
medica.

DL Data is just need reports.

⑥ SN.

how many contacts?
how did we respond?
what was results?

Prove each stage.

Is it worth it.

RS tagging existing customers
as well.

SN do we need codes for OEM/
meet and greet etc.

SN single minded version stream.
France Spain and Portugal.

to CH ISSUE an.
To be done by next week.

CH meeting Tuesday with someone
who can put us in contact us
with Distributors in France.

RS Emedic in Spain couldn't import.

can we get Blueprint to deliver into
Europe for us.

SN only if we have no choice.
Wants to look at others first.

(7)

So by next week France.
Portugal Feb + then Spain.

SN training temp probes underway.

CH done. SH doing on Monday

CH issue with all dates

SN temp probe mail shot can go
out.

CH going first week feb.

SH can we set next action next
back to you

DL set not to.

Renewed all associated issues.

DL Renew negative feedback.
to SH + SN. Some are older.

Issue Sent DL

#DL Need to give renewed action.

UKCA Delayed to 2024 31st Dec
SH see what we pushing through
V1000 #284692
Autonomous Sensors
Vandagraph.

Need regular meetings to work
through.

SN
⑧ how do we handle
Emtec / Bluepoint / Teleadgre
maxtec.

RS UACA Landagraph.

f6h to do test new PCB/
new chip.
waiting on current/new version.

wanting to get done in EU/Uk
as opposed to China.

need tests and notified body.

is aware of what needed.

have quick ox need molding.

made in China kept + run in China.

DL agreed to - just get in
also said to get higher quantity

CH needing a quote blenders. SN
Sorting.

RS Capnograph + multigraph
Kingst - says has MDR.

Discussed working in the office
SN will do a schedule.