

DL SH SN HL CH
① Wednesday meeting
Issue 285262.

Arabs Health is Susy Ryan
is there.

Microstems. Servicing 7 years
from last sale or sale to hospital.

Servicing email to microstems
customers.

CH not on weekly issues.

SN need to renew price
issue needs sending to CH
mailshot

CH just confirm price please.

SH tester can be make more
of them.

SN will renew with MG + CG
and get some made.

May be at the end of the PCB's
sold 24 since 2020.

insure if Stock count is correct.

CH need a date in system for the

②

7 years to start.

SN will chase Mike at Thames medical.

We can increase price of parts and servicing.

Still no Vandagraph prices from Envttec.

going to SFD in Aberdeen Mon/Tues next week.

still no EXEMAX very short.
short of Automotive Teledyne.

not getting anything at all from Teledyne

increased price to Silco, and they have just accepted it.

Capnographs - ordered couple of PCB's spares.

maxtec clamps issue, getting fobbed off by them. Still no resolution from them.

at present let not remind customer they initially queried/complained directly to Maxtec

③

maxtec have said one reported fault.

Posey's stuck in Spanish customs
re TTDI / Posey labeled badly
asked for a letter saying they
are in transition.

UKCA do you have a summary
SH now.

SH we don't need to do anything
now.
Need list of products.

EMC testing for V1000.

SN will be £1000 so lets get done.

SH it will fail as no shielding

SN pass before. so lets get it
done.

SH not sure had time didn't
know I would be doing it all.

SN need to get cost of testing.

Whats main thing we need
SH similar to CE mark need
Docfiles, self certfy.

④

SH essential requirements.

SN are you saying you don't have time

SH clear Road map of what needs doing

SN must get CA mark to V1000 if still doing V000 still need CE. if selling outside UK.

SN has told SH to do this for V1000.
including EMC testing
work out what is needed.

SH none medical is self certify

SN can sell V000 for next 5 to 10 years

SH so bottom line is to expect us to get someone in that knows physics levels to deal with tech

feels over-whelmed.

SN not doing out products so

⑤ Should have seen a lot less.
Need separate meeting for work load.

SN video not that big a task.
if not done we need to drop product.

Lost a lot of products.

MG PC less work for them.

No tam thumb / cabinets

PC doing Glenders.

NEED A WAY TO MANAGE SH
Work.

Short is some one stretched is
others.

SH not necessary saying don't
have time to do it, its dynamic
all depends on what is coming
in.

HL Must delegate.

SH can't - no one able to handle
the technical things, can't do.

⑥ need a full detailed list
SN break down of what would
be given to someone more technical

SN how much you are getting
logged down with technical stuff
how much is sales

HL must remember - staff cost
may have to sack someone
to get someone new.
important part of discussion.

DL/SN improve SH work load
next Wednesday.

SN Don't want to loose V1000 if
we don't have to.

DL V1000 web site close
aim to be live in a week.
need to sort shipping out.
Export. Vandagraph has fixed
fee.

CH New Oz pricing when will we
get it.

SN will be by the end of this week

⑦

CH need to give web link to SN to renew. for named.

named and Vandagraph totally different.

DL need to get it running

Stock. pen now place for FOC items that should be included with an item.

Wording may need checking. its a note to remind.

CH to help DL with this.

SN UKCA Honeywell will start looking at cost and if too much they may drop products.

We could help them or do for them if possible if we could.

SN Distributors France

CH done this attached to issue need Ryan to review this to see if on right track.

SN please come back to me with a report conclusions

⑧

primary was her a stream
so we can assist Blue point.

CH + RS to get a short list and
present in a meeting the results.

You may well find other Distributors
for other products.

SN Don't want to wade through
tonnes of Data.

CH So, I can still add to issue
then do a presentation.

DL Yes.

CH struggle to know what the ideal
distributor would be.
So will speak to Ryan

SN biggest break through is UPS
if we could get fixed price
up to 20kg for export
might be worth an ask.

CH could use discount codes if
you want to to alter prices per
country but I haven't found a place
in it to do prices per country.

SN Sales leads from 2022

⑨ CH all in just need to know how to display these..

if looking purely from financial point of view all these sales need to be bringing in enough to cover cost of medica.

possibly Arab Health could be as good or better.

DL looks like we need a type in list.

New Gailer in Saturday in office

Declaration of ROHS best if on all, but not necessary

CH not on many.

SN would ideally get them for all.

— Meeting Done.