

① #295397 | #295444
Wed issue. Temp probe issue
17 May 23
Wed meeting

Kill reports to SN
Rolling issue. Move to this
meeting only EMS, Industrial, vet
Appt.

RSmed Exp - only via med
SN tech, up date significant.
Sales leads, med EMS vet industrial
Ch, marketing, med, emergency med, vet
industrial + web.

DL re: jlg how we do wed
meeting

SN any follow ons done first
by three of you.

Issues arising can be added
to next wed meeting.

You will be giving us Reports
from previous week.

DL read out SN/DL Skype.

SN you report to meeting rather than
having to chase issues.

DL customer complaint. file
separate file for VST

② DL will sign off 153
292707 prosd.
complaints register is antiquated.
needs to be updated.

DL cross ref charts. have
to total re do cross ref.
charts
complete re write.

Xref. the vault me. uk internal
cross ref site at home.

DL need to re write cross ref
lot of work old system
is falling Down

need best way to do it.

SN web site need more info
in the titles of each item
Temp probes need more details
at present not clear which is
different.

CH can filter to type Svt will
definitely add more details

SN can CH SH double check part
number is same as on the supplier
web site to cross reference.

Siemens / drawer etc.
any extra detail. Changed details

(3) Look at
Siemens
SN Gettinge
Drager
British monitoring Co.
maguet

DL may or may not be there.

CH will have a look.

SN enter use all the time also
MIPM. use our cross reference
L

SA Do in area we can't sell
to like Automotive France
Germany

DL Distributor section on website

SN put numbers in to spreadsheet
our P/N, Siemens, Model No
then can put on website
SH/CH.

Temp probe on website more info.
Cross ref main types to companies
Estron in S.A. buying couple of Hosp
in UK buy. Need more sales.

CH price review temp probe
product.

④

SN maxtec price group only
ones on OEM price group.
need to turn over \$mil.
get 12 months.

maxtec
engmax 1st July price increase
max 250B gone up small amount.
versestream Dist, onptec.
renew maxtec website and
push things.

DL game plan
SN get order maxtec products
to push. pick and have.

Special price same maxtec
general price list for others.
they getting rid of end users.
too.

SN look on blueprint website
to CH, for pertinent info.
they shut down web site so let's use it.

Emulec contract + price renewed
to end of year.

next projects Emulec
Cittec
Mayvac.

⑤ getting sensors out there
under test.
su need sin of sensor removed
OEM Scard, Bluepoint - new
new Scard is backwards
compatible.

[Maxblend light issue.
closing on leaflet. ✓

EBME conference end June
need stock. to sort -
Carentay 27 to 29 June.

[CH getting exhibition folder
for next Wednesday
CH left 2:30 pm
Emtec have done version of
UFO.
[we could resurrect project.
compatible with Teletype Scard.

mipm - keen on standards.
wardray - UK Rep not us.

[SH Service letter to stop sending
thorp train them have to
service

DL SH will need to be in to
support him.

SH agreed to be here and in on
training.

⑥ offer training to people
then tell them we done.

SN - waiting on spec from
SH per pap German version
of to m thumb.

SH will sort asap.

[RS, SN, SH email issues
sending and getting stuck in
drafts.]