

302881

Wed meeting 2-8-23
all present.

DL Customer informed Dakes -
New List. once happy get
office to deal with it. CH to
check it.

to filter out PP Ins Bldg.
Holidays fixed the lunches.

CH - no mailshots waiting on sign
off's. HL need review meeting.

Verse stream on job log.

SN Envitec + maxtec

CH marketing Strategy issue on
Wed meeting - to all Ambulance
trusts. renewed proact website
not functioning no access to long
term.

SN need pricing arrackin letter
promo leaflet.

CH Canva new online software

2 Can share Design things. Free Software for Basic can pay for Pro version.

SN Jaular more to Ambulances + Orndrian. Can we look for better Picture.

Air Ambulances + Ambulances
RS Air Ambulances gone to main stream with Defib.

Better picture one specific for Orndrian so we can do mailshots.
DL mailshots to sign off? Yes.
CH Cerathon to sign off too.
SN Bernd said doesn't know tech advantages over Orndrian + Dispersal high respiration Rates, but need more info on these.
must decide what we want or we will loose. if we don't or can't sell need to stop- Standards.

(3)

Suppliers it costs them to keep things in stock and produced. must renew what we actually want. Also inc Flaw sensor APC's long term is there a market for it.

CH still have some none Blueprint ones in stock. 2 Boxes.

Will keep an eye on it.

SN Flaw Sensor sales has really dropped. to be renewed separately.

CH MHRA NHE re Enutec.

loosing orders now. SN told them they are unprofessional.

CH spare parts for DB3 on web site now.

Pl Dismantle whole unit to get Intensity knobs don't buy new.

^{SN} Ceratium 600-2's + 600-3's

to put on next. only do is GBP now. can look at others later.

turn thumbs next it can be

(4)

Just get these put on site.
CH under 10 quantity shows as zero

Apaar timers

Blenders, inspiration doing there own.
making mistakes at present.
with prices.

Should know next week RS may
be able to get better price.

CH pricing - SN at present no
one has told us.

CH we give update when we know
they get 30 days.

SH Magnet sensor for testing
on going. got lead for testing.
2 to Leicester few more going
out

SN some for Oxylink.

SH 2 is stock 2 is exhibition
Blender lead for 10 x inspiration.

⑤ need a spare parts list, for PAQ.

Catrin Building re a list so can send to them but with some things removed.

0310200 - Gender.

SN change part numbers - lot of inspiration.

Ultramax oz lead. bought from our distributors.

3 sales projects now closed off.

Also BOC one same as Ultra max

302838. Invacore oz plus.

same manufactured by Maxtec for Invacore but Invacore has discontinued it.

SH did SN get test procedure for Data logger. You'd said you would play with it or see what it would do.

SN to get something to send. make sure it works.

⑥

RS - Unicef tender Level 1
Registration.

Complicated. One current for
us. 10 pieces. But had to
have registered address in
Bangladesh. No others. Looks
like 3 weeks to submit. Will get
pre notification.

Need a renew weekly. might
get extra help with this.

Website isn't great.

will keep renewing.

Sales lead system - one problem.
DL to look at.

Sales lead for DB3 from India
or Pakistan

ON108 testing got two back
will add to issues.

getting a lot of issues re 2160's
Lined! Desperate for them.

They will get a black mark as
they delivering to Government

(7)

3 separate orders 30, 8, 8
46 total needed.

unsure if part shipment.

2167's

SN uh company Dan Whitley
Scientific. LE25 lead free
don't like it.

Instrumentation Scientific
don't plan to put through MDR
unless good demand.

LE25 Series. if O_2 level low
become steppy - Lead free version
Japanese company only doing
lead free as of next year.

get on website and see if there
is demand for it.

RS sales lead for Bosnia from
Enntec.

SH tender NI didn't go anywhere
PC training for cabinets.