

## Marketing Plan 2024

<b><u>Mailing</u></b>	<b><u>Scheduled Dates W/C</u></b>	<b><u>Signed Off</u></b>
<b>Maxtec Blenders Overview</b>	8 <sup>th</sup> January 2024 (MatDelLab) 29 <sup>th</sup> January 2024 (EBME) 21 <sup>st</sup> October 2024 (EBME) 18 <sup>th</sup> November 2024 (MatDelLab)	
<b>Maxtec BlenderBuddy2</b>	4 <sup>th</sup> March 2024 (MatDelLab)	
<b>Maxtec MaxBlend Lite</b>	15 <sup>th</sup> April 2024 (MatDelLab)	
<b>Maxtec MaxBlend2</b>	10 <sup>th</sup> June 2024 (MatDelLab)	
<b>Maxtec MaxVenutri</b>	2 <sup>nd</sup> September 2024 (MatDelLab)	
<b>Envitec MySign O Monitor</b>	11 <sup>th</sup> March 2024 (EBME) 15 <sup>th</sup> July 2024 (EBME)	
<b>Maxtec EyeMax2 / Viamed Neomask</b>	6 <sup>th</sup> May 2024 (SCBU) 9 <sup>th</sup> September 2024 (SCBU)	
<b>Flowsensors</b>	29 <sup>th</sup> January 2024 (ICU/Theatres) 17 <sup>th</sup> June 2024 (ICU/Theatres) 30 <sup>th</sup> September 2024 (ICU/Theatres)	
<b>VersaStream LLM</b>	15 <sup>th</sup> April 2024 (Ambulances) 19 <sup>th</sup> August 2024 (Ambulances)	
<b>VersaStream Oridion</b>	22 <sup>nd</sup> January 2024 (Ambulances) 11 <sup>th</sup> March 2024 (ICU) 27 <sup>th</sup> May 2024 (Ambulances) 19 <sup>th</sup> August 2024 (ICU) 14 <sup>th</sup> October 2024 (Ambulances)	
<b>VersaStream Viamed</b>	11 <sup>th</sup> March 2024 (Ambulances) 8 <sup>th</sup> July 2024 (Ambulances) 25 <sup>th</sup> November 2024 (Ambulances)	
<b>Maxtec Monitors</b>	18 <sup>th</sup> March 2024 (EBME) 5 <sup>th</sup> August 2024 (EBME)	
<b>Envitec OxiQuant S/Maxtec Handi+</b>	20 <sup>th</sup> May 2024 (EBME) 7 <sup>th</sup> October 2024 (EBME)	
<b>Oxygen Sensors</b>	29 <sup>th</sup> April 2024 (EBME) 3 <sup>rd</sup> June 2024 (Theatres) 16 <sup>th</sup> September 2024 (EBME)	
<b>Posey Products</b>	12 <sup>th</sup> February 2024 (Paediatrics/SCBU) 1 <sup>st</sup> July 2024 (SCBU) 12 <sup>th</sup> August 2024 (Paediatrics) 2 <sup>nd</sup> December 2024 (SCBU/Paediatrics)	
<b>Radiant Warmers</b>	5 <sup>th</sup> February 2024 (MatDelLab) 26 <sup>th</sup> February 2024 (Theatres) 29 <sup>th</sup> July 2024 (MatDelLab) 26 <sup>th</sup> August 2024 (Theatres)	
<b>Temperature Probes</b>	18 <sup>th</sup> March 2024 (Theatres) 1 <sup>st</sup> April 2024 (ICU) 23 <sup>rd</sup> September 2024 (Theatres/ICU)	
<b>TOF 3D Neuromuscular Monitor</b>	15 <sup>th</sup> January 2024 (Theatres/ICU) 29 <sup>th</sup> April 2024 (ICU)	

	13 <sup>th</sup> May 2024 (Theatres) 22 <sup>nd</sup> July 2024 (ICU) 29 <sup>th</sup> July 2024 (Theatres) 28 <sup>th</sup> October 2024 (ICU) 11 <sup>th</sup> November 2024 (Theatres)	
<b>V1000</b>	19 <sup>th</sup> February 2024 (EBME) 24 <sup>th</sup> June 2024 (EBME)	
<b>VM-2160 SMARTsat</b>	8 <sup>th</sup> April 2024 (EBME) 26 <sup>th</sup> August 2024 (EBME)	

## Planned Postal Mailings

## Maxtec Blenders Letters – Overview

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20231115/0191240/497

\* Date \*

Dear Sir or Madam,

### Maxtec Blenders



**BlenderBuddy2**



**MaxBlend Lite**



**MaxBlend 2**



**MaxVenturi**

Viamed is pleased to introduce the **Maxtec Blenders** range of air/oxygen blenders and accessories.

The **BlenderBuddy 2** consists of a Maxtec Designed for Blenders (DFB) flowmeter, which is designed and calibrated specifically for air/oxygen blenders to provide increased accuracy compared to standard flowmeters, and has an acrylic block body attached with built-in oxygen port to allow gas to be analysed safely and away from the patient.

- Provides a sensor analysis port which may be used with any suitable oxygen analyzer to measure the gas concentration from the blender.
- Flowmeter with dual-scale graduations providing increased accuracy at lower flow rates.
- High-quality acrylic block body and precision valve.
- Features a small continuous sensor bleed which enables gas analysis regardless of which outlet port is used on the blender.
- Can be used with or without an oxygen analyser attached.

The **BlenderBuddy 2** can be supplied on its own or with a MaxO<sub>2</sub>+A Oxygen Analyser.

#### Part Numbers

BlenderBuddy 2, DFB, Low Flow 0 - 15 lpm

0310211

BlenderBuddy 2, DFB with MaxO<sub>2</sub>+A Oxygen Analyser, Low Flow 0 - 15 lpm

0310216



The **MaxBlend Lite** is designed to provide oxygen monitoring capability to customers already using a stand-alone blender. When paired with an existing blender, the MaxBlend Lite provides its users with the added features of a built-in oxygen monitor with high and low alarms, and a flow meter. This product securely attaches to your blender using a specific independent adapter block.



#### Part Numbers

MaxBlend Lite – NIST Inlet 0 – 15 lpm – Low Flow

0310271



The **MaxBlend 2** is an easy-to use, low maintenance blender and has a range of new features and improvements, including a backlit LCD display and acrylic dual scale flow meter, smart alarms, DC power port, extended battery life plus a 3 year manufacturer's warranty.

#### Part Numbers

MaxBlend 2 – NIST Inlet, 0 – 15 lpm Blender – Low Flow

0310291

MaxBlend 2 – NIST Inlet, 0 – 70 lpm Blender – High Flow

0310293

The **MaxVenutri** has been specifically designed to interface with high-flow humidification systems. Using the well-established Venturi principle, this unit allows users to mix ambient air and oxygen without the need for piped medical-grade air. This is the perfect solution for adult high-flow oxygen therapy in almost any environment.

#### Part Numbers

MaxVenturi 0 - 60 lpm with Pole Mount (DISS) 0310225

MaxVenturi 0 - 60 lpm with Pole Mount (NIST) 0310226

MaxVenturi 0 - 60 lpm with Locking Pole Mount (DISS) 0310227

MaxVenturi 0 - 60 lpm with Locking Pole Mount (NIST) 0310228



Please find enclosed the **Maxtec Blenders Overview** leaflet for further information or visit our new website [www.viamed.online/maxtec-blenders](http://www.viamed.online/maxtec-blenders)

Should you have any further questions regarding this, please do not hesitate in contacting our sales team on 01535 634542 between 9:00am and 5:30pm Monday – Friday or email [maxtecblenders@viamed.co.uk](mailto:maxtecblenders@viamed.co.uk)  
Yours sincerely

*Catrin*

Catrin Hollings  
Marketing

## **Maxtec Blenders Letters – BlenderBuddy 2**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20191113/0191235/544

\* Date \*

Dear Sir or Madam,

### **BlenderBuddy 2** Allows the measurement of oxygen direct from a blender

Viamed is pleased to introduce the **BlenderBuddy 2** to its Blender and accessories range.

The **BlenderBuddy 2** consists of a Maxtec Designed for Blenders (DFB) flowmeter, which is designed and calibrated specifically for air/oxygen blenders to provide increased accuracy compared to standard flowmeters, and has an acrylic block body attached with built-in oxygen port to allow gas to be analysed safely and away from the patient.

- Provides a sensor analysis port which may be used with any suitable oxygen analyzer to measure the gas concentration from the blender.
- Flowmeter with dual-scale graduations providing increased accuracy at lower flow rates.
- High-quality acrylic block body and precision valve.
- Features a small continuous sensor bleed which enables gas analysis regardless of which outlet port is used on the blender.
- Can be used with or without an oxygen analyser attached.



The **BlenderBuddy 2** can be supplied on its own or with a MaxO<sub>2</sub>+A Oxygen Analyser.

#### **Part Numbers**

BlenderBuddy 2, DFB, Low Flow 0 - 15 lpm 0310211

BlenderBuddy 2, DFB with MaxO<sub>2</sub>+A Oxygen Analyser, Low Flow 0 - 15 lpm 0310216

Please find enclosed a leaflet concerning the **Maxtec BlenderBuddy 2** for further information.

Should you have any further questions regarding this, please do not hesitate in contacting our sales team on 01535 634542 between 9:00am and 5:30pm Monday – Friday or email [blenderbuddy@viamed.co.uk](mailto:blenderbuddy@viamed.co.uk)

Yours sincerely

*Catrin*

Catrin Hollings  
Marketing

## **Maxtec Blenders Letters – MaxBlend Lite**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20191217/0191236/543

\* Date \*

Dear Sir or Madam,

### **MaxBlend Lite** A must-have accessory for your blender



\* Blender not included

Viamed is pleased to introduce the **MaxBlend Lite** to its Blender and accessories range.

The **MaxBlend Lite** is designed to provide oxygen monitoring capability to customers already using a stand-alone blender. When paired with an existing blender, the MaxBlend Lite provides its users with the added features of a built-in oxygen monitor with high and low alarms, and a flow meter. This product securely attaches to your blender using a specific independent adapter block.

#### **Part Numbers**

MaxBlend Lite – NIST Inlet 0 – 15 lpm – Low Flow

0310271

Please find enclosed a leaflet concerning the **Maxtec MaxBlend Lite** for further information.

Should you have any further questions regarding this, please do not hesitate in contacting our sales team on 01535 634542 between 9:00am and 5:30pm Monday – Friday or email [maxblendlite@viamed.co.uk](mailto:maxblendlite@viamed.co.uk)

Yours sincerely

Catrin Hollings  
Marketing

## **Maxtec Blenders Letters – MaxBlend 2**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20200204/0191237/542

\* Date \*

Dear Sir or Madam,

### **MaxBlend 2** An all-in-one blender, oxygen monitor and dual scale flow meter



Viamed is pleased to introduce the **MaxBlend 2** to its range of air/oxygen blenders and accessories.

The **MaxBlend 2** is an easy-to use, low maintenance blender and has a range of new features and improvements, including a backlit LCD display and acrylic dual scale flow meter, smart alarms, DC power port, extended battery life plus a 3 year manufacturer's warranty.

#### **Part Numbers**

MaxBlend 2 – NIST Inlet, 0 – 15 lpm Blender – Low Flow	0310291
MaxBlend 2 – NIST Inlet, 0 – 70 lpm Blender – High Flow	0310293

Available in a variety of flow rates, inlet fittings and either Bird or Bio-Med Devices blenders, please contact us for further information

Please find enclosed a leaflet concerning the **Maxtec MaxBlend 2** for further information.

Should you have any further questions regarding this, please do not hesitate in contacting our sales team on 01535 634542 between 9:00am and 5:30pm Monday – Friday or email [maxblend2@viamed.co.uk](mailto:maxblend2@viamed.co.uk)  
Yours sincerely

Catrin Hollings  
Marketing

## **Maxtec Blenders Letters – MaxVenturi**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: \*\*  
\* Date \*

Dear Sir or Madam,

### **MaxVenturi** To mix ambient air and oxygen



Viamed is pleased to introduce the **MaxVenturi** to its range of air/oxygen blenders and accessories range.

The **MaxVenturi** has been specifically designed to interface with high-flow humidification systems. Using the well-established Venturi principle, this unit allows users to mix ambient air and oxygen without the need for piped medical-grade air. This is the perfect solution for adult high-flow oxygen therapy in almost any environment.

#### **Part Numbers**

MaxVenturi 0 - 60 lpm with Pole Mount (DISS)	0310225
MaxVenturi 0 - 60 lpm with Pole Mount (NIST)	0310226
MaxVenturi 0 - 60 lpm with Locking Pole Mount (DISS)	0310227
MaxVenturi 0 - 60 lpm with Locking Pole Mount (NIST)	0310228

Please find enclosed a leaflet concerning the **Maxtec MaxVenturi** for further information.

Should you have any further questions regarding this or lead-times for this or any of our products, please do not hesitate in contacting our sales team on 01535 634542 or email [maxventuri@viamed.co.uk](mailto:maxventuri@viamed.co.uk)

Yours faithfully

Catrin Hollings  
Marketing

## **Envitec MySign O Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20200218/536

\*Date\*

Dear Sir or Madam,

### **The Viamed Oxygen Monitoring Range includes the MySign O Oxygen Monitor**



Viamed continually reviews its ranges and has added the **MySign O Oxygen Monitor** to its offering.

The **MySign O Oxygen Monitor** is a highly precise hand-held monitor for clinical, emergency and home ventilation environments. It has a sturdy design which is suitable for paramedics and pre-hospital applications providing immediate access to patients' oxygen concentration parameters, therefore offering safety, even in critical situations. This monitor can be mains or battery powered, allowing for flexibility in ever increasing difficult situations.

The oxygen monitoring range also includes other oxygen analysers and monitors to measure oxygen levels in a number of different situations and applications, for example in ventilator circuits, oxygen hoods/tents, incubators, anaesthesia machines and CPAP circuits. These products can

also be used to test medical equipment and gas supply systems to verify that the correct level of oxygen is being supplied.

<b>0111276</b>	Envitec MySign O (Monitor and Sensor Only)	£347.00
<b>0111277</b>	Envitec MySign O Kit also including Power Supply	£394.85

For further information, please visit our website or for a copy of our latest UK Oxygen Monitoring Catalogue: [www.viamed.co.uk/ukoxygenmonitoringcatalogue](http://www.viamed.co.uk/ukoxygenmonitoringcatalogue)

The catalogue also includes the **extended** range of Medical Oxygen Sensors providing the **widest range** and the **latest technology (including lead-free)** to offer the best value for money when using OEM and compatible oxygen sensors.

Should you require additional information on applications and compatibility, please visit our website – [www.viamed.co.uk](http://www.viamed.co.uk) or go straight to our cross reference [www.viamed.co.uk/xref](http://www.viamed.co.uk/xref). For any further information please contact a member of our sales team on 01535 634542 or email [mysign@viamed.co.uk](mailto:mysign@viamed.co.uk)

Yours sincerely

*Carin*

Carin Hollings  
Marketing

## **EyeMax/Neomask Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 0491002/20180807/358

\* Date \*

To Whom It May Concern,

### **EyeMax2™ and NeoMask Phototherapy Eye Masks**

The soft, safe and secure solution for eye protection during neonatal phototherapy

- Adjustable band for optimum comfort and a secure fit
- Easy to use design
- Ergonomically designed eye protection pads to reduce pressure and increase light protection

The range of Phototherapy Eye Masks have been designed to assure optimum comfort and eye protection for neonates during phototherapy treatment. Both compromise of a single-piece, wrap-around design.

The EyeMax is secured at two points on either side of the neonate's head, whereas the NeoMask is adjustable at the top and at the back of the head. These points can be independently adjusted to prevent unwanted movement and allows a comfortable and secure fit.



*Neomask Phototherapy Eye Mask*



*EyeMax Phototherapy Eye Mask*

The large eye protection pad has been ergonomically designed to reduce pressure and increase light protection. The headband however allows blue light to penetrate, so that the head continues to receive phototherapy treatment.

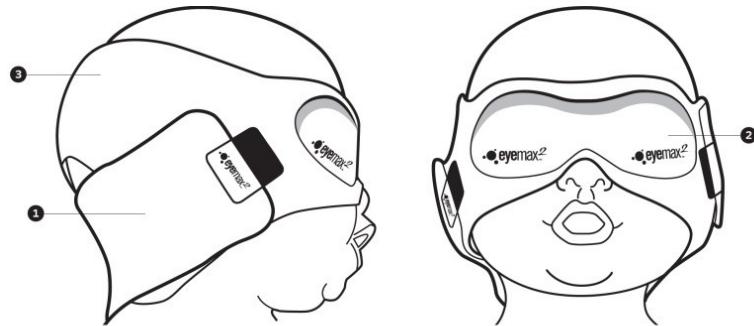
I hope you find this of interest, please find pricing overleaf; should you require a free of charge sample of either design or further information, please do not hesitate to contact a member of our sales team on **01535 634542** between 09:00 and 17:30 or email **eyemasks@viamed.co.uk**

Yours sincerely

*Catrin*

Catrin Hollings  
Marketing

## EyeMax2™ Phototherapy Eye Masks



1. Velcro Strapping  
Adjustable band for optimum comfort

2. Eye Pads  
Bigger, less pressure, and better UV protection

3. Latex Free  
Helps to prevent irritant contact dermatitis



Part Number	Size	Occipital - Frontal Circumference	Prices as of 1 <sup>st</sup> August	Pack Qty
1114005	Regular	32 – 38 cm	£55.30	20
1114006	Premie	26 – 32 cm	£55.30	20
1114007	Micro	20 – 26 cm	£55.30	20

Delivery Charges	
Boxes	Delivery Type
1 pack	£8.00 UPS Courier
2 – 4 packs	£10.00 UPS Courier
5+ packs	£12.00 UPS Courier

## NeoMask Phototherapy Eye Masks



Part Number	Size	Occipital - Frontal Circumference	Prices as of 1 <sup>st</sup> August	Pack Qty
1114015	Large	32 – 38 cm	£44.80	20
1114016	Medium	26 – 32 cm	£44.80	20
1114017	Small	20 – 26 cm	£44.80	20

Delivery Charges	
Boxes	Delivery Type
1 pack	£8.00 UPS Courier
2 – 4 packs	£10.00 UPS Courier
5+ packs	£12.00 UPS Courier

## Flowsensors Letter

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20190703/0191197/386D

\* Date \*

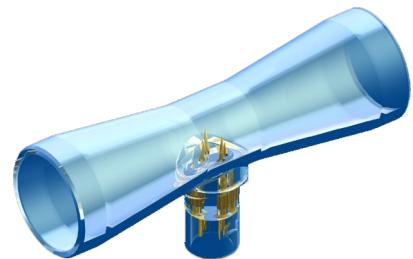
Dear Sir or Madam,

### **Flowsensors**

For flow measurement of gas delivered by anaesthesia systems and ventilators

#### **SpiroTrue A and A(PC) Hot-wire flow sensor for use with Dräger ventilators**

The SpiroTrue A flow sensor is compatible to the Dräger Spirolog® flow sensor part no. 84 03 735. The sensor can be disinfected and in practice used either on single or multiple patients - depending upon the application and in accordance with local guidelines.



As clinical practices do vary - we developed an autoclavable version of the sensor, in order to meet with market requests. In turn this allows users to abide by differing local protocols and guidelines, and to also meet with all interpretations of current and future regulations.

This variant, the SpiroTrue A(PC) is compatible to the standard version, but is manufactured from strong Polycarbonate material as opposed to ABS plastic. The SpiroTrue A(PC), which is compatible to the Dräger SpiroLife® flow sensor part no. MK 01900.



#### **SpiroTrue H Differential pressure flow sensor for use with Hamilton ventilators**

The SpiroTrue H is compatible to the Hamilton Medical H7000 Accu Tach flow sensor for use with Hamilton Medical: Aladdin, Amadeus, Arabella, C1, C2, Galileo, H72, VR1, H7200, MR1, Raphael, S1, T1, Veolar...

Please find enclosed full details on our flowsensor range including price list overleaf. Should you require further information please contact a member of our sales team on 01535 634542.

Yours sincerely

Catrin Hollings  
Marketing

## **VersaStream Luer Lock Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*



Ref: 20190703/4490122/448P

\* Date \*

Dear Sir or Madam,

### **VersaStream Gas Sampling Lines for use with Capnographs and Multigas Monitors with Luer Lock Male connector**

VersaStream gas sampling lines are an innovative solution for sidestream gas monitoring, offering a one-piece sampling line solution with increased performance and low cost.

VersaStream gas sampling lines use the latest material technologies to allow the **removal of moisture and water** - even in cases of low temperatures and high humidity. The **integrated bacterial filter** prevents contamination and they are very **flexible** - suitable for both short-term and long-term applications.

#### **Why VersaStream gas sampling lines?**

- **Cost-effective** - alternative to Nafion® tubes
- The gas-selective non-porous material facilitates fast **removal of condensation** from the sampling line
- The **integrated bacterial filter** prevents contamination
- Can **reduce the costs** of regular water trap exchange (if present)
- **Reliable measured gas values**, due to negligible dead space volume of the filter - even in cases of high respiration rates
- Integrated bacteria filter and water removal **reduces the number of patient circuit parts and speeds up patient monitoring preparation time**
- VersaStream Types available:
  - **Luer Lock Male gas sampling line for use with many common types of gas exchange monitors, either low-flow or high flow**

These lines are available in a number of variants including: single nasal sampling line, nasal cannula, nasal/oral cannula and a one-piece airway adapter sampling line.

They are compatible with a wide range of OEM equipment, please see our cross reference and selection guides for further information: [www.viamed.co.uk/linesxref](http://www.viamed.co.uk/linesxref).

Should you be unable to find the equipment you are using please contact us so that we can search our extensive database.



Please find enclosed a leaflet outlining the range along with a price list.

Should you have any further questions regarding this, or would like to obtain samples for evaluation, please do not hesitate in contacting our sales team on 01535 634542 or email [samples@viamed.co.uk](mailto:samples@viamed.co.uk)

Yours sincerely

Catrin

Catrin Hollings  
Marketing  
marketing@viamed.co.uk

**The VersaStream range includes compatibles for the following:**

**Oridion**  
Nellcor, Covidien,  
Medtronics

Compatible to the Filterline range  
of sampling lines and for use with  
Microstream enabled capnographs



**Luer Lock Male**

For use with Capnographs  
and Multigas Monitors that  
incorporate a Luer Lock  
sampling port



**Viamed**  
Masimo, Phase-In

For use with VM-2500 Sidestream  
Capnographs and  
Masimo/Phase-In technology  
enabled capnographs



## VersaStream Viamed Letter

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref \*\*\*

\*Date\*

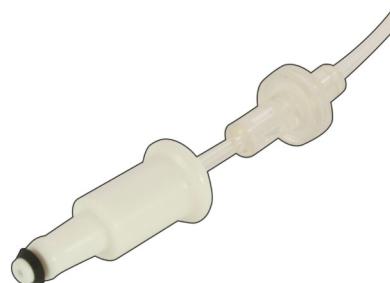


Dear Sir or Madam,

### **VersaStream CO<sub>2</sub> Sampling Lines compatible for use with Masimo, Phase-In, Spacelabs & Viamed**

Viamed are pleased to continually support the Emergency Services with the supply of VersaStream CO<sub>2</sub> sampling lines. An innovative solution for sidestream capnography, offering a **one-piece sampling solution with increased performance**.

VersaStream CO<sub>2</sub> sampling lines use the latest material technologies to allow the **complete removal of moisture and water** - even in cases of low temperatures and high humidity. They are very flexible and are suitable for both short-term and long-term applications.



#### **Why VersaStream CO<sub>2</sub> sampling lines?**

- **One-piece sampling line solution**
- **Cost-effective** alternative to Nafion® tubes - **from £8.80 per patient\***
- The gas-selective non-porous material facilitates **fast and complete removal of condensation** from the sampling line
- The integrated bacterial filter **prevents contamination**
- **Reliable measured gas values**, due to negligible dead space volume of the filter - even in cases of high respiration rates
- **Integrated bacteria filter and water removal** reduces the number of patient circuit parts and speeds up patient monitoring preparation time



Part Number: **4420815**  
**Viamed VersaStream CO<sub>2</sub>/O<sub>2</sub>**  
**Oral/Nasal Sampling Line**  
Short Term < 24 hours Use  
Box of 10  
**£8.80 per patient**

Also available in a number of variants including: single nasal sampling line, nasal cannula, nasal/oral cannula and a one-piece airway adapter sampling line.

Please find enclosed a leaflet outlining the range along with a price list. Should you have any further questions regarding this, or would like to obtain samples for evaluation, please do not hesitate in contacting our sales team on **01535 634542** between 9:00am and 5:00pm Monday – Friday or email **versastream@viamed.co.uk**

Yours sincerely

*Catrin*

Catrin Hollings  
Marketing

## VersaStream Oridion Letter

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*



Ref: 4490103-4490109/20180724/500

\* Date \*

Dear Sir or Madam,

### **Introducing VersaStream Gas Sampling Lines for use with Capnographs and patient monitors with Oridion (Covidien, Nellcor, Medtronics, Philips, Masimo, Mindray, Zoll, Nihon Kohden...) connectors from Viamed**

Viamed are pleased to introduce VersaStream gas sampling lines as an innovative solution for sidestream gas monitoring with increased performance and low cost. These lines are compatible to the FilterLine® range of sampling lines and for use with Microstream® enabled capnograph and patient monitors.

VersaStream gas sampling lines use the latest material technologies to allow the removal of moisture and water - even in cases of low temperatures and high humidity. They are very flexible and are suitable for both short-term and long-term applications.

#### **Why VersaStream gas sampling lines?**

- One-piece sampling line solution
- **Cost-effective** alternative to Nafion® tubes
- The gas-selective non-porous material facilitates fast and removal of condensation from the sampling line
- The integrated bacterial filter **prevents contamination**
- **Reliable measured gas values**, due to negligible dead space volume of the filter - even in cases of high respiration rates
- **Integrated bacteria filter and water removal** reduces the number of patient circuit parts and speeds up patient monitoring preparation time

For use with Oridion (Medtronic/Covidien/Nellcor) capnographs, as well as capnographs and patient monitors from other manufacturers that incorporate Microstream® technology, such as Philips, Dräger, Physio Control, Zoll...

These lines are available in a number of variants including: single nasal sampling line, nasal cannula, nasal/oral cannula and a one piece airway adapter sampling line. They are compatible with a wide range of OEM equipment, please see our cross reference and selection guides for further information:

[www.viamed.co.uk/linesxref](http://www.viamed.co.uk/linesxref). Should you be unable to find the equipment you are using, please contact us so that we can search our extensive database.



Should you have any further questions regarding this, or would like to obtain samples for evaluation, please do not hesitate in contacting our sales team on **01535 634542** between 9:00am and 5:30pm Monday – Friday or email [sales@viamed.co.uk](mailto:sales@viamed.co.uk)

Yours sincerely

Catrin

Catrin Hollings  
Marketing  
Email: sales@viamed.co.uk

Our VersaStream range includes compatibles for the following:

**Oridion**  
Nellcor, Covidien,  
Medtronics

Compatible to the Filterline range  
of sampling lines and for use with  
Microstream enabled capnographs



**Luer Lock Male**

For use with Capnographs  
and Multigas Monitors that  
incorporate a Luer Lock  
sampling port



**Viamed**  
Masimo, Phase-In

For use with VM-2500 Sidestream  
Capnographs and  
Masimo/Phase-In technology  
enabled capnographs



## **Maxtec Monitors Range Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: ???  
\* Date \*

Dear «UPOSITION»,

### **The Maxtec Oxygen Monitor Range**

I would like to introduce Viamed's offering of **Maxtec Oxygen Monitors and Analysers**.

The Maxtec range includes oxygen analysers and monitors which measure oxygen levels in a number of different situations and applications, for example in ventilator circuits, anaesthesia workstations, neonatal incubators and CPAP circuits.

These products can also be used to test medical equipment and gas supply systems to verify that the correct level of oxygen is being supplied.

Should you require further information on applications and compatibility, please visit our website – [www.viamed.co.uk](http://www.viamed.co.uk)



For further information on the Maxtec monitor range, please visit our website or for a copy of our latest UK Oxygen Monitoring Catalogue: [www.viamed.co.uk/ukoxygemonitoringcatalogue](http://www.viamed.co.uk/ukoxygemonitoringcatalogue)



#### **Also...**

We are proud to continue to provide an **oxygen sensor disposal service**, as part of our Waste Management Policy. Should you wish to return any of your oxygen sensors (even if you have not purchased them from us) we will be pleased to dispose of them on your behalf in accordance with our ISO standards. Please contact us should you require information on how to send your depleted sensors to us.

Should you wish to place an order, or cannot find your oxygen sensor or equipment listed on the online cross reference, then please contact a member of our sales team on:

**01535 634542**

Yours sincerely

*Catrin*

Catrin Hollings  
Marketing

## OxiQuant S & Handi+ Letter

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20200218/536

\*Date\*

Dear Sir or Madam,

### **Are you looking for an alternative to the Criterion Oxicheck?**

#### **The Viamed Oxygen Monitoring Range includes the OxiQuant S and Handi+ Oxygen Analysers**

Viamed continually reviews its ranges and has added the **OxiQuant S** and **Handi+ Oxygen Analysers** to its offering.

These units can be used to verify oxygen concentrations in gas mixtures, delivered by: gas supply lines, oxygen concentrators, blenders etc.



The following table highlights the features and benefits of these compact and easy to use units.

#### **OxiQuant S**

Part Number:  
0111275  
£155.00

#### **Handi+**

Part Number: 0111250  
£172.00

<b>Compact Size</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Low Cost</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Sensor</b> (replaceable sensor with integrated battery)	<input type="checkbox"/>	-
<b>Disposable</b> (integrated sensor and battery)	-	<input type="checkbox"/>
<b>Manual Calibration</b> (flexible)	<input type="checkbox"/>	-
<b>Automatic Calibration</b>	-	<input type="checkbox"/>
<b>Auto Off</b>	3 minutes	80 seconds
<b>Quick Response Time</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Warranty</b>	24 months 15 months	24 months (complete unit)
<b>T Adapter</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Flow Diverter</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>22mm Oxygen Stem Connector</b>	<input type="checkbox"/>	
<b>Oxygen Concentrator Adapter Cap</b>		<input type="checkbox"/>
<b>Accurate Readings – resolution to 0.1%</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Used to determine oxygen concentrations in gas mixtures, delivered by oxygen concentrators, blenders...</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Certified for spot checking oxygen percentages during patient treatment</b>	-	<input type="checkbox"/>
<b>CE Class</b>	I CE	II CE0123

## Oxygen Monitoring Catalogue...

The range also includes other oxygen analysers and monitors to measure oxygen levels in a number of different situations and applications, for example in ventilator circuits, oxygen hoods/tents, incubators, anaesthesia machines and CPAP circuits. These products can also be used to test medical equipment and gas supply systems to verify that the correct level of oxygen is being supplied.

For further information on this, please visit our website or for a copy of our latest UK Oxygen Monitoring Catalogue: [www.viamed.co.uk/oxygenmonitoringcatalogue](http://www.viamed.co.uk/oxygenmonitoringcatalogue)

The catalogue also includes the **extended** range of Medical Oxygen Sensors providing the **widest range** and the **latest technology** to offer the best value for money when using OEM and compatible oxygen sensors.

Should you require additional information on applications and compatibility, please visit our website – [www.viamed.co.uk](http://www.viamed.co.uk) or go straight to our cross reference [www.viamed.co.uk/xref](http://www.viamed.co.uk/xref). For any further information please contact a member of our sales team on:

**01535 634542**

(Between the hours of 09:00 and 17:30)

Yours sincerely



Catrin Hollings  
Marketing

## Oxygen Sensors Letter

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20231115/9990100/414

\* Date \*

Dear Sir or Madam,

### **Viamed: The Leading Medical Oxygen Sensor Supplier**

The **extended** range of Medical Oxygen Sensors, now incorporating lead-free alternatives, from Viamed provides the **Widest Range** and the **Latest Technology** to allow you to get the best value for money when using OEM and compatible oxygen sensors.

Viamed provides an oxygen sensor **quantity discount pricing** structure, there is **no minimum order value, free of charge delivery** and the **NHS credit facility** is offered on our **entire** range of oxygen sensors. I am sure you will find that this makes ordering easier and provides an extremely competitive package on quality, price, delivery and support.

Please find enclosed full details on our oxygen monitoring range including analysers and monitors. Should you require further information on applications and compatibility, please visit our website – [www.viamed.co.uk](http://www.viamed.co.uk) or go straight to our cross reference [www.viamed.co.uk/xref](http://www.viamed.co.uk/xref)



#### **Also...**

We continue to provide an **oxygen sensor disposal service**, as part of our Waste Management Policy. Should you wish to return any of your oxygen sensors (even if you have not purchased them from us) we will be pleased to dispose of them on your behalf in accordance with our ISO standards. Please contact us should you require information on how to send your depleted sensors to us.

Should you wish to place an order, or cannot find your oxygen sensor or equipment listed on the online cross reference, then please contact a member of our sales team on 01535 634542 or via email [info@viamed.co.uk](mailto:info@viamed.co.uk)

Yours faithfully

*Catrin*

Catrin Hollings  
Marketing

## **Posey Products Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20230516/P

\* Date \*

Dear Sir or Madam,



Pulse  
Oximetry  
Sensor  
Wraps



Removable  
I.D. Bracelets



I.V.  
Armboards  
**Whilst Stocks  
Last**



Secure  
Sleeve  
**Whilst Stocks  
Last**



Elbow Splints  
**Whilst Stocks  
Last**



I.V. Shield

**FREE DELIVERY &  
QUANTITY DISCOUNTS AVAILABLE\***

\*All prices quoted include standard carriage free of charge, making it simpler for you to order.

Please find enclosed leaflet detailing the Posey range of products currently available through Viamed and price list (overleaf). Should you be unable to find the product you require or would like further information, please do not hesitate to contact a member of our sales team on 01535 634542, email [posey@viamed.co.uk](mailto:posey@viamed.co.uk) or visit our website [www.viamed.co.uk/posey](http://www.viamed.co.uk/posey).

Yours faithfully

*Catrin*

Catrin Hollings  
Marketing

## **Radiant Warmers Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20191016/379P

\* Date \*

Dear Sir or Madam,

### **Ceratherm 600-3 Radiant Warmers** **For maintaining the body temperature of infants, children & adults**

The Ceratherm 600-3 range of radiant warmers meets with all the latest Medical Device Directive and ISO standards, and in addition incorporates dazzle-free LED illumination.

Ceratherm 600-3 radiant warmers provide the ideal solution to the requirements of daily practice, combining ease of use and safety. Ideal for use in delivery suites, special care baby units, clinics, paediatric wards, accident & emergency and operating theatres.

Please find enclosed the latest leaflet and price list (overleaf), which includes several configurations: wall mounted, ceiling mounted and mobile floor standing models.

Should you have any further questions regarding this, please do not hesitate in contacting our sales team on 01535 634542 between 8:30am and 5:30pm Monday – Friday or email [radiantwarmers@viamed.co.uk](mailto:radiantwarmers@viamed.co.uk).

Yours sincerely

*Catrin*

Catrin Hollings  
Marketing  
[marketing@viamed.co.uk](mailto:marketing@viamed.co.uk)



## Temperature Probes Letter

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 0290011/20180709/313

\* Date \*

Dear Sir or Madam,

The **400-AC** Autoclavable Temperature Probes range from Viamed



The **400-AC** complete series of **steam autoclavable** temperature probes for the accurate measurement of body surface & core temperatures in neonates, paediatrics and adults, are available from Viamed.

Not only are the **400-AC** temperature probes compatible for use with most leading temperature monitoring manufacturers including, **YSI 400**, **Hewlett Packard / Philips**, **Siemens and Dräger**, but you will also benefit from:

- **A wide choice** – Adult, Paediatric and Neonatal sizes available
- **Minimal risk of cross infection** – the **400-AC** Series are autoclavable at 134°C
- **Minimal risk of allergic reactions** – the **400-AC** Series are latex-free and biocompatible
- **Accurate placement of the sensor** – the **400-AC** Series are extremely robust yet flexible

### **FREE DELIVERY**

All prices quoted include standard carriage free of charge, making it simpler for you to order.

Please find enclosed a leaflet detailing the range of autoclavable temperature probes currently available through Viamed. Should you be unable to find the product you require or would like further information, please do not hesitate to contact a member of our sales team on 01535 634542 between 09:00 and 17:00 or visit our cross reference [www.viamed.co.uk/probesxref](http://www.viamed.co.uk/probesxref).

Yours sincerely

Catrin Hollings  
Marketing

## **TOF 3D Neuromuscular Monitor Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20210706/555

\*Date\*

Dear Sir or Madam,

### **Introducing the TOF<sup>3D</sup> Neuromuscular Transmission Monitor**

*Quantitatively monitors the level of neuromuscular transmission during surgery or in the intensive care unit, as a means of assessing the depth or degree of muscle relaxation*

By means of 3 dimensional acceleromyography the TOF<sup>3D</sup> quantitatively monitors the level of neuromuscular transmission during surgery or in the intensive care unit. The new TOF 3D is easy to use and in addition to the standard TOF and PTC modes, there are alternative objective and subjective modes of stimulation available. The monitor's functions and modes of stimulation can be quickly customised to meet your specific requirements.



- **TOF - Train of Four** - Single stimulation or continuous every 15 seconds.
- **PTC - Post Tetanic Count**
- **TOFs - Train of Four** - Stimulation interval between 1 minute to 60 minutes.
- **Single Twitch - 1Hz or 0.1Hz** - Single stimulation or continuous.
- **DBS - Double Burst Stimulation** - Ratio 3-2 or 3-3.
- **TET - Tetanic** - 50 Hz or 100 Hz.

Please find enclosed the leaflet for the TOF<sup>3D</sup> Neuromuscular Monitor. Should you require any further information on this product, please do not hesitate to contact a member of our sales team on 01535 634542, between 09:00 and 17:00, or email [tof3d@viamed.co.uk](mailto:tof3d@viamed.co.uk).

Yours sincerely

*Catrin*

Catrin Hollings  
Marketing

## **V1000 Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 1490000/20190806/315P

\* Date \*

Dear Sir or Madam,

### **V1000 Foetal Heart Simulator**

The V1000 foetal heart simulator is a handheld device, designed for use by technicians and engineers, and for use in any environment where foetal heart monitors need to be tested; before use, when suspected faulty or after routine servicing.

This simulator allows the operation of foetal heart monitors to be verified and the accuracy of displayed foetal heart rates assessed, and can be used to test monitors using standard transducers and gels.

This unique simulator is easy to use and offers objective testing of foetal heart monitors; rather than subjective traditional methods, or cumbersome and expensive test equipment.

The V1000 is to be used with foetal heart monitors and transducers for:



- **Testing prior to use**
- **Fault finding and diagnosis**
- **Soak testing**
- **Simulation and training**

Please find enclosed the V1000 leaflet and price list overleaf, that we hope you find of interest.

In order to comply with local standards and in response to customer requests, we also offer the following servicing options for the V1000 Foetal Heart Simulator, see overleaf for further information.

- **Functional Check Service with Certificate of Calibration**
- **Repair Service**

Should you require any further information on this or any of our other products, please do not hesitate to contact a member of our sales team on 01535 634542.

Yours sincerely

Catrin Hollings  
Marketing  
[sales@viamed.co.uk](mailto:sales@viamed.co.uk)

## GBP Price List

Part Number	Description	Price (Ex VAT)
1410000	Foetal Heart Simulator V1000	£659.00
0013110	Carrying Case	£50.00
1420000	Wall Mount	£16.00
1420001	Case Protector	£32.00

### Servicing Options

- **Functional Check Service and Certificate of Calibration** – The following are checked and assessed: Outputs settings, LEDs, membrane keys, intensity control, interface cushion and batteries. The outputs are tested to verify that they are within specification at the settings of: 30, 60, 90, 120, 150, 180 and 210 BPM. A functional test is carried out in conjunction with a foetal heart monitor and the unit is left on a soak test. Upon completion, a certificate of calibration is issued. The price for this is **£60.00\*** plus £12.00 return carriage (excluding VAT), part number 1480000.
- **Repair Service** – This covers the labour on a cost of per hour basis to repair a returned faulty/damaged V1000. We will provide a quotation before any work is carried out.

### Returns Process

Should you wish to utilise one of these services, please advise us of the serial number/s of the unit/s and we will provide you with a returns reference number. When returning units to us, please may we ask that you ensure that the units are returned with a certificate of decontamination status. Please ensure that the item's packing is adequate and we advise that you use a traceable delivery service.

We recommend, so we can easily recognise your returns, that you use the following formatting for your returns address:

Servicing / Returns Department SRS\*\*\*\*

Viamed Ltd.  
15 Station Road  
Cross Hills  
Keighley  
West Yorkshire  
BD20 7DT

## **VM-2160 SMARTsat Letter**

Department Manager

\*\*Department\*\*

\*\*Address 1\*\*

\*\*Address 2\*\*

\*\*Address 3\*\*

\*\*Address 4\*\*

\*\*Postcode\*\*

Ref: 20181205/437P

\* Date \*

Dear Sir or Madam,

### **VM-2160 SMARTsat Hand-Held Pulse Oximeter**

For spot checking or constant monitoring of SpO<sub>2</sub>

The **NEW** VM-2160 SMARTsat is a robust and ergonomic hand-held pulse oximeter which provides movement rejection and has been designed with the most difficult conditions in mind.

It has the durability of a compact and lightweight hand held unit for spot-checking of SpO<sub>2</sub>, but also has the power and functionality of a stand-alone pulse oximeter.

The VM-2160 SMARTsat incorporates adjustable high and low alarms for both the SpO<sub>2</sub> and pulse rate with audible pulse tones, and is able to store and restore up to 560 hours of patient trend data, enabling the unit to also be used at the bedside for continual patient monitoring.



#### **SMARTsat Sensors**

- Soft silicone finger sensors
- Reusable finger clip sensor
- Reusable ear sensor
- Disposable sensors
- Extension cables

Please refer to the leaflet and price list enclosed for further details and the specification on the VM-2160 SMARTsat, should you require further information, please do not hesitate to contact our sales team on: 01535 634542.

Yours sincerely

Catrin Hollings  
Marketing