

23/09/14

MTT

Paul Felder
Jiska Felder
Paul Ek

Our meeting was dominated by the issues they are experiencing with the VM-2500 Monitors that they hope to put in to rental for the home-care market, to replace the Philips Tidalwave.

Current Issues:

1) They have received 3 x returned VM-2500-S monitors that have been upgraded with the new exhaust port and a CO2 absorbent on the zeroing inlet port. They have tested the units in a bucket of CO2 and they are still getting an ingress of CO2 that is registering on the inspired CO2 and the ETCO2 readings, it will then create an error in the readings when the device auto zeroes after 30 minutes.

I have explained that the new upgrade was tested in a 2x2m room with no ventilation or windows, lying down and running for 24 hours. A small error occurred in the readings, but the device remained within specification.

MTT accept that they are over testing the product and that we have taken the correct measures, but are still confused as to why the sidestream is not gas sealed and why it has to auto zero after 30 minutes, as the mainstream model does not?

2) After they received 3 x VM2500-S Monitors that have been upgraded to have the new exhaust and CO2 absorbent fitted. 2 x are now running fast and are in alarm mode: SYSTEM OCCLUSION

I discussed this issue with both JC and HF before I left the office and it was agreed that is most likely due to a blockage in the exhaust tubing or outlet. We opened one of the capnograph monitors to find a kink in the zeroing inlet tubing (please see attached pictures), but there was no visible blockage on the outlet tubing. We removed the kink from the zeroing inlet tubing and we removed the outlet tubing and blew through it to make sure that there was no invisible blockage. After putting the device back together, there was no change; the device continued to run fast and display the occlusion alarm state.

I have collected the two devices for further investigation and repair. SRS64507 has been issued.

Other items discussed:

- May be interested in Low Flow and Draeger compatible Capnograph lines.
- Paul Felder believes that the future in equipment is with tablets and apps controlling and monitoring the information from small boxes containing the different parameter boards. He had a box connected to a tablet, the box had Masimo SpO2 and an unknown capno board.

Ryan Swaine

Techisch Handelsbureau "Apeldoorn"

Herbert

Vandagraph: Discussed potential products and pump box for welding.

Ryan Swaine

24/09/14

Medical Essentials

Ron Vanstraalen

They have recently lost one of the companies that they represent, this made up 500-700K per year. Although they have been compensated and Ron is going to be a part time MD for this company, they have had to let 2 of their staff go and would like to try and increase the business with their current partners to compensate for this loss.

We discussed which products are currently represented by Lameris and which ones were available. I have agreed to send all prices, leaflets and pictures for their website for the products that are available to them.

I brought up their current prospective sales for infant resuscitation in the Netherlands and they have agreed that we can approach MTT, as they do not have any potential sales there, since their distributor Airlife is looking after F&P.

Action To be taken:

- Send pricing, leaflets and web pics for all available products
- Looking for a Blender
- Info on Posey Bracelets
- Needs price for a double hinged arm only (without warmer)
- Would like Bilicrystal temperature sensors, purchasing 5-10 at a time
- Automotive – Sensor Compatibility Listing
- Interested in TecCare and would like to know if this is okay for use in Belgium and do they need to buy from us or direct?

Ryan Swaine