

1st Quarter

- Entered a tender with the new sampling line S in Norway: 30,000 / year for 4 years. Equates to €24,000 / year. We are hoping the results will be published in the 1st quarter-2nd quarter.
- Greek Ambulance tender: 3rd shipment of order, 23 pieces of VM-2160, scheduled for March.
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2nd Quarter

- Providing the oil prices stabilise, we are expecting to receive 30+ Capnograph orders from Kuwait + additional sales from Saudi
- Greek Ambulance tender: 4th shipment of order, 21 pieces of VM-2160, scheduled for April.
- Tender for Neonatal Eye Masks – Cyprus: 175 packs per year (tender for 2 years with possible extension to 3 years)
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3rd Quarter

4th Quarter

Sales Visits & Exhibitions

- Saudi Health – 16-18th May, we are exhibiting. I aim to combine this trip with sales visits to Saudi and other GCC countries.
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New and potential distributors

- Still exploring some possibilities from Medica and AH
- Distributor for SLE in Belarus interested in registering Capnograph
- Still exploring some possibilities from Medica and AH
- Some strong leads for the VM-2400, but placed on hold until further progress with product development
- New Tom Thumb distributor established for Italy – Lead from Medica
- Ladies in the office have found some new potential distributors for Medical in Switzerland and these are to follow up within the next 1-2 weeks
- Potential OEM for O2 sensors for a ventilator company