

January 2023

----- Forwarded message -----

From: **Renee Fechuch AR-Hot Springs** [REDACTED]

Date: Mon, Jan 23, 2023 at 2:59 PM

Subject: Re: Hyperbaric chamber delivery

To: Caryn Oldham [REDACTED]

Hi Caryn!

We have received approval for the new chambers however our quote has expired. Would it be possible to get another one ASAP! This would be for the model 3200 replacement and the standard hydraulic gurney. We missed it by a few days. Would it be possible to honor the current quote?

Thank you ~

Renee

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From: **Caryn Oldham** [REDACTED]

Date: Mon, Jan 23, 2023 at 6:02 PM

Subject: RE: Quotes and hyperbaric chamber delivery

To: Renee Fechuch AR-Hot Springs [REDACTED]

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Thank you, Renee:

We did have a price increase starting in 2023 so the gurney price is different. The onsite cylinder replacements price is the same. Do you want me to provide just one quote with both the cylinder replacements and gurneys or two separate quotes?

Once I get the delivery dates for both, I will send the quote(s). I should know tomorrow at the latest.

In the meantime, will the cylinder replacements take place within the hyperbaric suite or elsewhere? As a reminder, we will need minimum 600 sq ft with an 8 ft ceiling of uncarpeted, unobstructed space. Please send me photos and the dimensions of the space where the cylinder replacements will occur.

Thank you.

With kind regards,

Caryn Oldham

Senior Vice President, Hyperbarics
Sechrist Industries, Inc.

Phone: [REDACTED]

Mobile: [REDACTED]

Email: [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

----- Forwarded message -----

From: **Caryn Oldham** [REDACTED]

Date: Tue, Jan 24, 2023 at 7:45 PM

Subject: RE: Quotes and hyperbaric chamber delivery

To: Renee Fechuch AR-Hot Springs [REDACTED]

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Hi Renee:

Please find attached the two quotes. They are both still addressed to Adam's attention. I hope that is okay.

We had a price increase effective this month so the gurneys and cabling on the cylinder replacement quote are higher. The ground kit cabling was a significant increase so I extended a discount:-). The cylinder replacement and Ground Continuity Test Kit prices did not change. Freight did not change.

Also, I want to point out that the removal of the old gurneys is the hospital's responsibility. This was not clear on the last quote. If you want us to dispose of the old gurneys, it is no problem. The cost is \$1,200.00. Let me know if you would like for us to do this and I will update the quote.

Adam sent me a photo of the room. The space is sufficient! Yay.

Your cylinders will reach their maximum service lifespan in March. Our normal lead time is up to twelve weeks from order which puts this out into end of April or beginning of May assuming

we get the PO by end of January/beginning of February. Our production team is looking to see if there is any way of improving on the lead time. I was hoping to have an answer today but they are still working to see if it is possible. Three weeks ago, we would have been able to have cylinders by end of March but now other orders have filled the slots. I will advise as soon as I know.

Lastly, speaking of the PO, when should we expect the PO? Th sooner we get the PO, the sooner we can lock in production of the cylinders.

Thank you!! Please let me know if you have any questions.

With kind regards,

Caryn Oldham
Senior Vice President, Hyperbarics
Sechrist Industries, Inc.

Phone: [REDACTED]
Mobile: [REDACTED]
Email: [REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]

From: Renee Fechuch AR-Hot Springs [REDACTED]
Sent: Wednesday, January 25, 2023 6:39 AM
To: Caryn Oldham [REDACTED]
Subject: Re: Quotes and hyperbaric chamber delivery

Good Morning,

Where should we send the PO?



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Thanks,
Renee

On Wed, Jan 25, 2023 at 9:43 AM Caryn Oldham [REDACTED] > wrote:
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Good morning, Renee. Please email it to me. Thank you! The PO will get reviewed. If all looks okay, then a PO Confirmation will be sent.

Please make sure that our payment terms are stated somewhere on the PO. Hospital POs usually have default payment terms of Net 30 Days that can't be changed on the PO. Therefore, our payment terms can be stated as a Note or Comment. Also, please make sure that the address of where the cylinders and gurneys should be shipped is accurate. The cylinder crates are on casters. They cannot be hand carried so the crates need to be able to be pushed from the drop off point to the final destination, i.e., the HBO2 suite.

Once the PO is received and finalized, I will set up a call with you and your team to review the logistics and schedule. Thank you again.

With kind regards,

Caryn Oldham
Senior Vice President, Hyperbarics
Sechrist Industries, Inc.

Phone: [REDACTED]

Mobile: [REDACTED]

Email: [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

----- Forwarded message -----

From: **Renee Fechuch AR-Hot Springs** <[REDACTED]>
Date: Wed, Jan 25, 2023 at 9:45 AM
Subject: Re: Quotes and hyperbaric chamber delivery
To: Caryn Oldham [REDACTED]

Is there any possible way to honor the old quote? We will have to start our process over on our end.

----- Forwarded message -----

From: **Caryn Oldham** [REDACTED]
Date: Wed, Jan 25, 2023 at 10:20 AM
Subject: RE: Quotes and hyperbaric chamber delivery
To: Renee Fechuch AR-Hot Springs [REDACTED]

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Let me see what I can do and get back to you . I'll do my best!

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Imagine better health.SM

----- Forwarded message -----

From: **Caryn Oldham** [REDACTED]
Date: Wed, Jan 25, 2023 at 10:24 AM
Subject: RE: Quotes and hyperbaric chamber delivery
To: Renee Fechuch AR-Hot Springs [REDACTED]

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Would you be able to turnaround a PO immediately?

With kind regards,

Caryn Oldham
Senior Vice President, Hyperbarics
Sechrist Industries, Inc.

Phone: [REDACTED]
Mobile: [REDACTED]
Email: [REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]

On Wed, Jan 25, 2023 at 1:12 PM Tabatha Jackson -KY [REDACTED]
wrote:

Hi Renee, if the original quoted price can be honored then we can continue to the next step. We have a third party benchmarking group that reviews quotes for price comparisons. That can take 3-4 days. If there are no issues with their findings, then it will take 5-7 business days to get a PO. This sometimes can take less.

In regard to the change in price. The difference in cost is \$1,686.00. I would need Tonya's approval to use the quote with the increased cost.

Thank you,
Tabatha Jackson
Capital Buyer - Supply Chain
CHI Saint Joseph Health, CHI St. Vincent and CHI Memorial

From: **Renee Fechuch AR-Hot Springs** [REDACTED]
Date: Wed, Jan 25, 2023 at 1:16 PM
Subject: Re: Quotes and hyperbaric chamber delivery
To: Tabatha Jackson -KY [REDACTED]
CC: Tonya Jones AR-Little Rock [REDACTED], Cathy Wells -KY [REDACTED]

Hey Guys!

I just got off the phone with Caryn (our rep), she is fixing our quote, with the old pricing but a current date. As soon as I get them I will forward them to you. If she can get the PO within a week roughly we can get our chambers installed on March 24th.

----- Forwarded message -----

From: **Caryn Oldham** [REDACTED]
Date: Wed, Jan 25, 2023 at 1:47 PM
Subject: RE: Quotes and hyperbaric chamber delivery
To: Renee Fechuch AR-Hot Springs [REDACTED]

USE CAUTION - EXTERNAL EMAIL

Dear Renee:

It was so nice to talk with you this morning! Per our call, please find attached two updated quotes. A few comments on the quotes are below:

1. The quotes are dated January 3, 2023 prior to when our new pricing went into effect. Quote expires after 30 days on February 3, 2023.
2. As long as we receive the PO no later than February 3, 2023, the old pricing will be honored.
3. The Delivery on the Cylinder Replacement quote states *"Standard lead time is 10-12 weeks ARO. However, if PO is received no later than Feb 3rd, 2023 ,*

delivery will be on March 24th, 2023. If PO is received after February 3rd, 2023, order is subject to new pricing and standard lead time."

Please review the quotes and let me know if you have any changes.

Also, as discussed, production gave me the great news this morning that they will be able to have two cylinder kits ready to ship on March 17th. Transit time is one week so we would be able to deliver the cylinder replacements and perform the service the weekend of March 24th - 26th. One of your chambers' cylinder expires on March 5, 2023, the other on March 20th. You will only have four days without a chamber! Assuming that all falls into place, please confirm that the weekend of March 24th – 26th works for your team to do the cylinder replacements. We will be scheduling four technicians so I want to reserve the weekend and technicians so no one else does.

Thank you. Let me know if you have any questions.

With kind regards,

Caryn Oldham
Senior Vice President, Hyperbarics
Sechrist Industries, Inc.

Phone: [REDACTED]
Mobile: [REDACTED]
Email: [REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]