

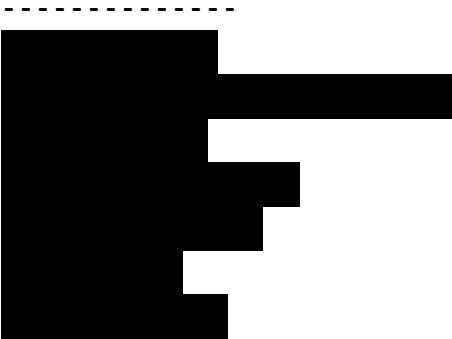


**Date:**

Tuesday, June 15, 2021 2:39:14 PM

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I have forwarded the communication emails about sensor replacement. The sensor is in the remote head and the unit does need to be returned for replacement, estimated \$350 and 1 week. Since we have (at this time) 3 units and only need 2 to operate, if we keep the three functioning we could cover a broken one from the room 113 for a short time.



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**From:** [Redacted]  
**Sent:** Monday, February 22, 2021 11:55 AM  
**To:** [Redacted]  
**Subject:** RE: RESENDING, New Quote Request from amio2.com



Good morning Sir!

Lets say a sensor in the 221R fails or degrades in time, once we have the unit, typical repair and lead time is under (1) week. Price is around \$350 with part and labor.

I hope this helps! Please let me know what I can do to help. Have a wonderful day.

Best,



[Redacted]

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**From:** [Redacted]  
**Sent:** Monday, February 22, 2021 8:42 AM  
**To:** [Redacted]  
**Subject:** Re: RESENDING, New Quote Request from amio2.com

[Redacted]

We are still interested and working toward a possible purchase.  
One more question, when the zirconium sensor needs replacement, I see it needs to be returned for replacement.  
We believe that this may be needed about once every ten years. What is the cost and turnaround time typically to get a 221R remote sensing probe replaced?

Thanks [Redacted]  
[Redacted]

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[Redacted]

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**From:** [Redacted]  
**Sent:** Monday, January 25, 2021 12:37 PM  
**To:** [Redacted]  
**Subject:** RE: RESENDING, New Quote Request from [amio2.com](http://amio2.com)

[Redacted]

Good morning Sir!

I do apologize for not getting back to you.

So our 221R with remote probe has a 5 day lead time and is priced at \$2,568.00

1. You can use our software, downloaded onto a laptop and use with both units. The units need a communication cable which is part # 3DON01 priced at \$99.00 you can use this cable for both units!

Are you needing me to get you a formal quote for (2) units?

Please let me know what I can do to help. Have a great day!

Best,



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**From:** [Redacted]  
**Sent:** Monday, January 25, 2021 6:12 AM  
**To:** [Redacted]  
**Subject:** RESENDING, New Quote Request from [amio2.com](http://amio2.com)

[Redacted]  
I sent a request for a new quote on 15 January and did not receive anything from you yet.

Could you respond with an updated quote?

[Redacted]

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[Redacted]  
[Redacted]  
[Redacted]  
[Redacted]

[REDACTED]

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**From:** [REDACTED]  
**Sent:** Friday, January 15, 2021 3:06 PM  
**To:** [REDACTED]  
**Subject:** Re: New Quote Request from [amio2.com](http://amio2.com)

[REDACTED],

We were looking at the 221R units last October and you sent me the pricing.

We have decided to purchase 2 of the 221R units with the remote probes.

We will want to monitor both units remotely with the software you identified. Maybe you can answer a couple of questions and save me reading through all the manuals and specification sheets before placing an order.

1. Can both units be monitored with 1 instance of the software or will we need to run 2 copies of the software, 1 for each unit?
2. Do we need separate RS-485 cables for each unit or can they be separate drops of the single RS-485 cable.

In summary, we would like a quote for the purchase of 2 each 221R units with remote probes and a capability to monitor each unit remotely on a computer.

Thank you for working with us on this project,

[REDACTED]

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[REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]

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**From:** [REDACTED]  
**Sent:** Tuesday, October 6, 2020 3:36 PM  
**To:** [REDACTED]  
**Subject:** RE: New Quote Request from [amio2.com](http://amio2.com)

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Gotcha and no worries.

So our 221R w/ remote probe is priced at \$2,568.00 each. Has a 5 day lead time from receiving order.

Software can be downloaded for free from our website.

You will also need a cable to connect the 221R to a laptop to use the software. I'm attaching pics on the cable that we offer, its priced at \$99.00 but I'm sure you can find it for cheaper elsewhere if needed.

Let me know what I can do to help.

Best,



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**From:** █  
**Sent:** Tuesday, October 6, 2020 12:30 PM  
**To:** █  
**Subject:** Re: New Quote Request from [amio2.com](http://amio2.com)

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My building address is listed in my signature text at the bottom of this email. This will not likely be the address from which the PO will be sent so it depends on what kind of address you need, billing, ship to, etc.

I believe all that info would be on the PO that our purchasing people would send you.

At this point, an approximate cost is sufficient for planning purposes. Mainly interested in how much additional the remote probe option will cost.

[Redacted]

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[Redacted]  
[Redacted]  
[Redacted]  
[Redacted]  
[Redacted]

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**From:** [Redacted]  
**Sent:** Tuesday, October 6, 2020 3:14 PM  
**To:** [Redacted]  
**Subject:** RE: New Quote Request from [amio2.com](http://amio2.com)

[Redacted]

I can definitely get a formal quote worked up. Is it possible to get the full address for Ohio University. To get you put in our system.

I would appreciate it.

Best,

[Redacted]  
[Redacted]  
  
[Redacted]  
[Redacted]  
[Redacted]

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**From:** [Redacted]  
**Sent:** Monday, October 5, 2020 10:51 AM  
**To:** [Redacted]  
**Subject:** Re: New Quote Request from [amio2.com](http://amio2.com)

Hi [Redacted]



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**From:** [REDACTED]  
**Sent:** Monday, September 28, 2020 3:11 PM  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** RE: New Quote Request from [amio2.com](mailto:amio2.com)

[REDACTED]

Good afternoon and thanks so much for reaching out to us and showing interest in our products!

I know you're looking at our 221R, O2 deficiency monitor. This analyzer is in stock and priced at \$1,673.00

If you don't mind me asking, what gas are you concerned about that could displace your O2?

I look forward to hearing back from you. Have a great day!

Best,



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**From:** Advanced Micro Instruments <[sales@amio2.com](mailto:sales@amio2.com)>  
**Sent:** Monday, September 28, 2020 10:59 AM  
**To:** [REDACTED]  
**Subject:** New Quote Request from [amio2.com](mailto:amio2.com)

## Quote Request

First Name: [REDACTED]



Last Name: [REDACTED]

Email: [REDACTED]

Phone: [REDACTED]

Company: [REDACTED] University

Location: [REDACTED] United States

Message:

Model 221R. Looking for oxygen deficiency monitor. Need price information.

Landing Page:

model-221r