

## Ramendra Singh

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**From:** Giri, Balaji <bgiri@testo.in>  
**Sent:** 18 December 2024 09:37  
**To:** Shashikant Vishwakarma  
**Cc:** Ramendra Singh; Sandeep Bhat K-Corp; Sonali Dhadve; Ghanekar, Gauri; Lovejot Sekhon Kcorp  
**Subject:** RE: New Launch -Testo Oil Tester with Bluetooth connectivity to Testo Smart App

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Sir,

Greetings!

We can only proceed with **100% advance payment** term.

Thanks,

Best Regards,

**Balaji Giri**

Key Account Manager - Food  
Mob.: [+91 8956716346](tel:+918956716346)

**Testo India Private Limited**  
(An ISO 9001: 2015 Company)

Plot No.23, Sind Society, Baner Road,  
Aundh, Pune, 411007  
Tel.: +91 20 25920243  
Fax: +91 20 25850080  
Email: [bgiri@testo.in](mailto:bgiri@testo.in)  
Web: [www.testo.com](http://www.testo.com)

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**From:** Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>

**Sent:** 18 December 2024 09:27

**To:** Giri, Balaji <bgiri@testo.in>

**Cc:** Ramendra Singh <ramendra.singh@semolinakitchens.com>; Sandeep Bhat <sandeep.bhat@k-corp.in>; Sonali Dhadve <Sonali.dhadve@k-corp.in>; Ghanekar, Gauri <gghanekar@testo.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>

**Subject:** RE: New Launch -Testo Oil Tester with Bluetooth connectivity to Testo Smart App

Hi Giri,

Noted your below concerns...

Although based on our organisation policy, we are bid to pay only 25% advance and remaining 75% in 30 days. Please consider the same and close this.

We can proceed for RC for 1 year basis above acceptance.

Regards,  
Shashikant Vishwakarma



Mobile No.: 9870073516  
Shiv Sagar Estate, A Block, 1st Floor,  
Dr Annie Besant Rd, Worli, Mumbai - 400018

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**From:** Giri, Balaji <[bgiri@testo.in](mailto:bgiri@testo.in)>

**Sent:** 17 December 2024 17:49

**To:** Shashikant Vishwakarma <[shashikant.vishwakarma@k-corp.in](mailto:shashikant.vishwakarma@k-corp.in)>

**Cc:** Ramendra Singh <[ramendra.singh@semolinakitchens.com](mailto:ramendra.singh@semolinakitchens.com)>; Sandeep Bhat <[sandeep.bhat@k-corp.in](mailto:sandeep.bhat@k-corp.in)>; Sonali Dhadve <[Sonali.dhadve@k-corp.in](mailto:Sonali.dhadve@k-corp.in)>; Ghanekar, Gauri <[gghanekar@testo.in](mailto:gghanekar@testo.in)>

**Subject:** RE: New Launch -Testo Oil Tester with Bluetooth connectivity to Testo Smart App

Hi Sir,

Thanks for your mail.

This is to inform you that our standard payment term is **100% advance against PI**. We are unable to change the same.

We request you to kindly consider the same to proceed further.

Thanks in advance.

Best Regards,

**Balaji Giri**

Key Account Manager - Food  
Mob.: [+91 8956716346](tel:+918956716346)

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**From:** Shashikant Vishwakarma <[shashikant.vishwakarma@k-corp.in](mailto:shashikant.vishwakarma@k-corp.in)>  
**Sent:** 17 December 2024 17:43  
**To:** Giri, Balaji <[bgiri@testo.in](mailto:bgiri@testo.in)>  
**Cc:** Ramendra Singh <[ramendra.singh@semolinakitchens.com](mailto:ramendra.singh@semolinakitchens.com)>; Sandeep Bhat <[sandeep.bhat@k-corp.in](mailto:sandeep.bhat@k-corp.in)>; Sonali Dhadve <[Sonali.dhadve@k-corp.in](mailto:Sonali.dhadve@k-corp.in)>; Ghanekar, Gauri <[gghanekar@testo.in](mailto:gghanekar@testo.in)>  
**Subject:** RE: New Launch -Testo Oil Tester with Bluetooth connectivity to Testo Smart App

Hi Giri,

We need your support for 30 days credit, please confirm.

Regards,  
Shashikant Vishwakarma



Mobile No.: 9870073516  
Shiv Sagar Estate, A Block, 1st Floor,  
Dr Annie Besant Rd, Worli, Mumbai - 400018

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**From:** Giri, Balaji <[bgiri@testo.in](mailto:bgiri@testo.in)>  
**Sent:** 04 December 2024 11:26  
**To:** Shashikant Vishwakarma <[shashikant.vishwakarma@k-corp.in](mailto:shashikant.vishwakarma@k-corp.in)>  
**Cc:** Ramendra Singh <[ramendra.singh@semolinakitchens.com](mailto:ramendra.singh@semolinakitchens.com)>; Sandeep Bhat <[sandeep.bhat@k-corp.in](mailto:sandeep.bhat@k-corp.in)>; Sonali Dhadve <[Sonali.dhadve@k-corp.in](mailto:Sonali.dhadve@k-corp.in)>; Ghanekar, Gauri <[gghanekar@testo.in](mailto:gghanekar@testo.in)>  
**Subject:** RE: New Launch -Testo Oil Tester with Bluetooth connectivity to Testo Smart App

Dear Sir,

It was pleasure talking to you today. As discussed on Saturday & today, we have already offered well discounted price to **TFS**. However still considering your request & quantity commitment, we are pleased offer you further discounted price of **33,500/- (GST Extra)**.

Please be assured of best price being offered to you. Hope this is inline with your requirement now & we looking forward to have Annual Rate Contract for same.

Thanks,

Best Regards,

**Balaji Giri**

Key Account Manager - Food  
Mob.: [+91 8956716346](tel:+918956716346)

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**From:** Giri, Balaji

**Sent:** 22 November 2024 12:10

**To:** Ramendra Singh <[ramendra.singh@semolinakitchens.com](mailto:ramendra.singh@semolinakitchens.com)>; 'Shashikant Vishwakarma' <[shashikant.vishwakarma@k-corp.in](mailto:shashikant.vishwakarma@k-corp.in)>; Sandeep Bhat K-Corp <[sandeep.bhat@k-corp.in](mailto:sandeep.bhat@k-corp.in)>; Sonali Dhadve <[Sonali.dhadve@k-corp.in](mailto:Sonali.dhadve@k-corp.in)>

**Subject:** FW: New Launch -Testo Oil Tester with Bluetooth connectivity to Testo Smart App

Dear Sir,

Greetings from Testo India!

As informed you earlier, we will be launching **Testo 270 BT** model of oil tester this month & **this new model is replacing the existing model i.e. Testo 270.**

Please find attached here the data sheet & training card for **Testo 270 BT** for reference.

**Main Features of Testo 270 BT** – Bluetooth connectivity to Testo Smart App for Digital Records.

- Testo Smart App usage free of cost from Android/ios.
- Transparency in system. (Data captured w.r.t. date & time basis)
- Provision to add number of fryers/Vat as per site layout & nomenclature accordingly.
- Limit values can be configured separately for each fryer/vat.
- Provision to add comment from restaurants/site after each measurement.
- Provision to have digital signature from concern authorised persons at end of measurement.
- PDF report can be generated & shared on mail directly from app itself. (PFA sample report for reference)
- Traffic light Colour display in report as well, based on limit values.

**Price** – Since the earlier model is going to be replaced with completely new model with Bluetooth connectivity, there will be change in base price of device. For new model i.e. **Testo 270 BT**, the list price is around **42,000/-** (18% GST Extra), however considering the long-term association with your reputed organisation, we will be happy to offer you discounted price of **34,500/-** (18% GST Extra) for **Teso 270 BT**.

**The existing model of Oil tester i.e. Testo 270 is no longer available.**

You can also visit our website to get more details on same. [testo Smart App for food measuring instruments | Testo India Pvt. Ltd.](#)

Hope this is in line with your requirement. Looking forward to your positive response on same to take it ahead accordingly.

Thanks,

Best Regards,

**Balaji Giri**

Key Account Manager - Food  
Mob.: [+91 8956716346](tel:+918956716346)

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**From:** Giri, Balaji  
**Sent:** 04 October 2024 16:34  
**To:** Giri, Balaji <[bgiri@testo.in](mailto:bgiri@testo.in)>  
**Subject:** New Launch -Testo Oil Tester with Bluetooth connectivity to Testo Smart App

Dear Sir/Ma'am,

Greetings from Testo India.

We are pleased to inform you that we will be launching new version of Bluetooth oil tester (**Testo 270 BT**) in India soon. This will be the advanced product with Bluetooth connectivity to Testo Smart App. Testo Smart App is available at Android/ios & can be used at free of charge. There will be special feature on “**Food Safety**” application in Testo Smart App, where user can add number of measurement points, carry out measurements, comment & digitally sign the report. User can also generate the PDF report from same & share it on mail.

Please find attached here the data sheet of device for reference.

**Kindly note that currently existing model (i.e. Testo 270) oil tester will be going to discontinue soon & it will be replaced with New Bluetooth model (i.e. Testo 270 BT).**

**[We will come up with you about revised price of this new model soon.](#)**

Thanks,

Best Regards,

**Balaji Giri**

Key Account Manager - Food  
Mob.: [+91 8956716346](tel:+918956716346)

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