

## THE NEW LINE...MEDICAL INSTRUMENTS

For six months there has been a tall, bespectacled young man sprinting around the halls of Hallikainen. Unknown to many of us, there is an air of mystery to him in spite of the purposeful bounce and intent manner.

He is John B. McAdams, here in connection with the Godart line of medical instruments, the core of a new and exciting department at Hallikainen Instruments - the Medical Division.

Since 1964 Elliott Automation has been a shareholder of Hallikainen Instruments stock, and since that time EA itself, has merged twice over, first with English Electric, and subsequently, in 1969, with General Electric Corporation to become the GEC-Elliott Automation company, with whom we are economically bound.

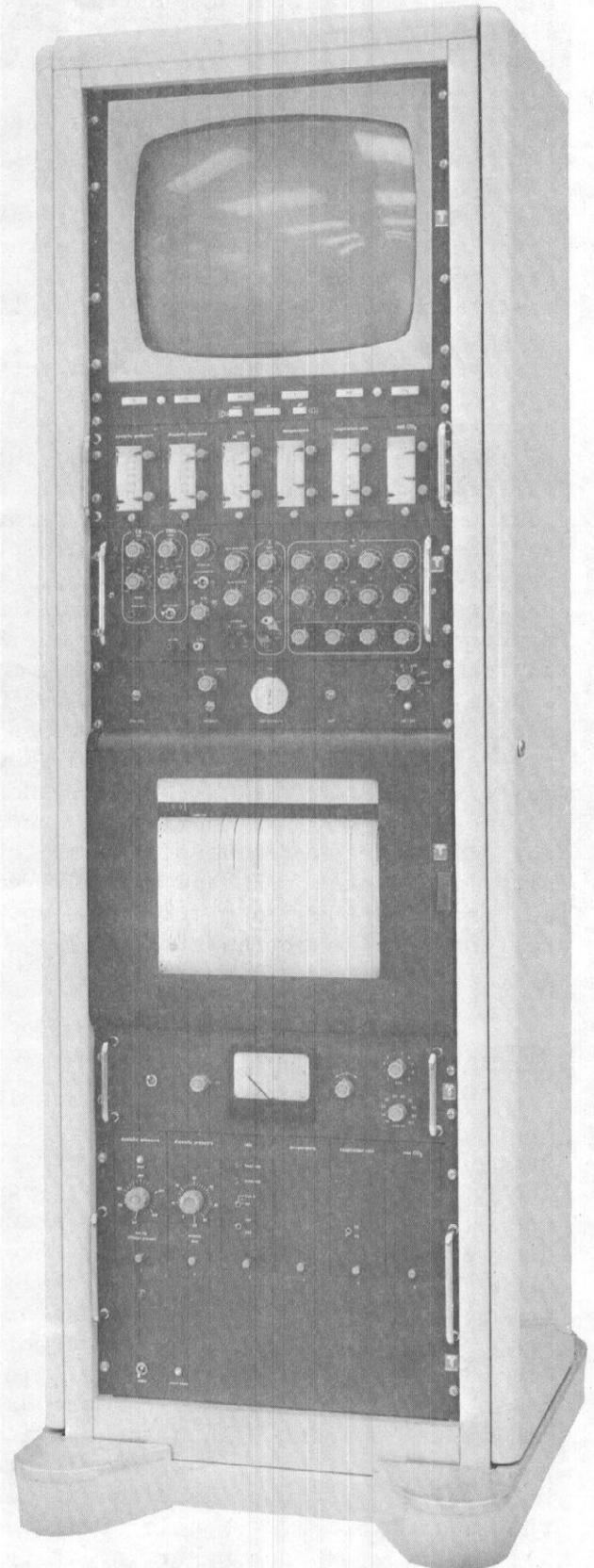
At about the same time as the 1964 partnership of Elliott Automation and Hallikainen, EA acquired major shares of Godart N.V., a small concern operating from Utrecht, Holland. With the company specializing in complex medical and patient-recording apparatus, its acquisition would add a new dimension to EA.

Thus, with the GEC and Elliott Automation merger, the resulting corporation (the 5th largest company in Britain) had two lively young associates, to whom it turned its attention. Introducing the two, GEC offered the Godart line to Hallikainen Instruments for sale and distribution in mid-1969 ... the territory to be the seven western states (Alaska, Washington, Oregon, California, Arizona, Nevada, and Hawaii.)

Searching for a representative who would understand the operation, function, and application of the Godart instruments, H.I. discovered McAdams, a Cardiac Consultant with Granada Hills Community Hospital, in southern California. His experience had been brief, but intensive, in the Cardio-Pulmonary field.

According to McAdams, there are 72 major manufacturers of heart monitors in the United States alone, and about 10 importers .... all competitors in a not-too-large field of potential customers. However, the Godart line specializes primarily in the pulmonary area. As McAdams put it, it's a good thing TB happened, since the idea of X-ray and early dis-

(over)



GODART RECORD CONSOLE

covery of this killer preceded and opened the door to the current explosion of knowledge on lung disorder, emphysema, asthma, and related disease.

Critical patients are now confined in Intensive Care units of hospitals for as long as it is deemed necessary, or as long as the hospital has room for them in that section, as are patients with most other acute attacks. That is, emphysema, stroke, accidents, etc. Then, after Intensive Care, where the patient is under continual observation, if he is a heart attack or stroke victim, he will be removed to a Cardiac Care Unit (CCU) where he will be kept a minimum of seventy-two hours. The patient will then be placed on Coronary Observation.

Such care is not yet afforded the patient suffering from pulmonary disorder. After Intensive Care, he is removed to a recovery ward and thence to a regular ward, except for two hospitals in the United States .... the Johns Hopkins, and Massachusetts General, in Boston. However, Respiratory Care Units are beginning to form, and should be developing rapidly as a necessary follow-up for Intensive Care lung patients. Since the Godart monitors are respiratory oriented, it would seem that a forecast for Godart sales is bright, indeed.

McAdams will be coming to this office for some concentrated Sales training beginning late winter. He and his wife are house-hunting, and they hope to take up Bay Area residence no later than February.

#### PICTURED RIGHT:

A Godart "module." These modules may be installed with any Godart "recorder unit" to suit the requirements of prospective buyers. There are blood pressure units; combination units, which will measure blood pressure, CO<sub>2</sub> expiration rate, temperature, respiration rate, heart beat; and any combination thereof combined with chart recorders and/or oscilloscopes. These modules, when combined, are called Display and Alarm Units. In use, the dials are set for certain thresholds for the individual patient. When the patient's rate goes above or below the level prescribed, both sight and sound alarms will indicate the abnormality. Module Units are simply placed on top of each other, as in the picture on Page One, to achieve the maximum in patient-recording instrumentation.

As noted in the last Hi-Lights, we participated in the 32nd Annual Chemical Industries Exposition in New York this year. From December 1 to 5, Tom Clark and Herb Liske were on duty in our booth, explaining application of Hallikainen products to potential customers....some 29,000 of them.

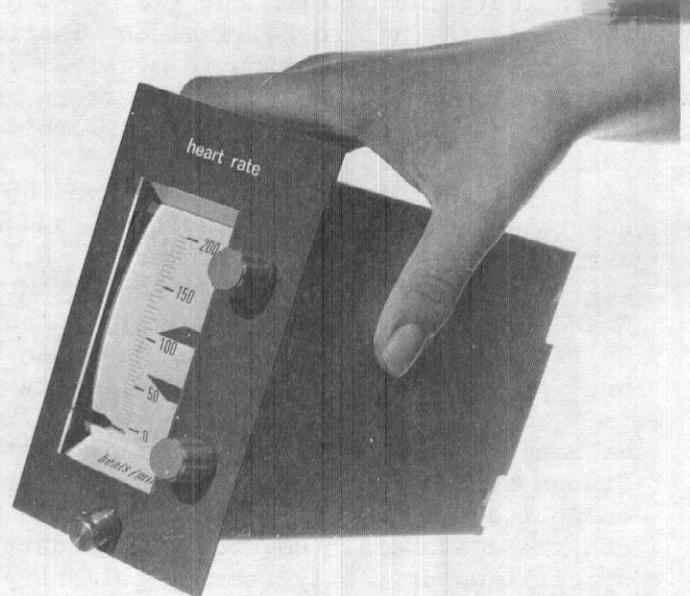
We displayed all the products we had shown at the Houston ISA Show, with the exception of the Godart line. Most interest was exhibited in the Freeze Point Analyzer, mainly because of an article in the Show Issue of Chemical Processing Magazine. By freezing a small sample, the analyzer measures the purity of such chemical products as benzene and parazylene. Developed by Chevron Research Corporation, the analyzer has been licensed to Hallikainen Instruments for sale and manufacture.

There was some interest in the Oil-on-Water Monitor. A potential sale of one of these \$2500 units to an electric-utility company is near confirmation. Further, we have had approximately 200 inquiries as a result of participation in the show.

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A practical joker is one who resists the impulse to play one on the boss. (B. Magovern please note!)

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A SINGLE MODULE  
OF GODART LINE

Well, we had a good time. Maybe it wasn't the very best one ever, but there were strides in the right direction.

First, there were nothing but compliments over the food this year. Thanks go to Tom Hale for providing an excellent spread. Everything was great, and there was lots of it!

Decorations? Another A+ .... this one to Yvonne Kirchenbauer, whose bright tables were so tastefully arranged and Christmasy in red and pine.

About the music? No, there wasn't a band, but the sound was certainly danceable! That credit goes to Piet Fredzess and his sound equipment and tapes.

Piet tapes from records, adjusting the sounds to suit his taste (good hobby for an electronics man.) Judging by the dancers, he suited their tastes just fine, as well. The Dutch Embassy discovered Piet's talents some time ago, and we're glad we know about him, too.

Prize money came floating down encased in the innocent-looking and decorative balloons which had nestled all evening in a net Monty Montgomery had thought he never would get hung earlier in the day! It was a fun stunt, and we might just do it again one day. Melva Milligan and Don Goode went home \$5 happier, and various staff-members garnered \$1 bills and quarters. 50 pretty balloons carried pennies only. A trick? Naw. Blame Betty Magovern, who was....would you believe, counting pennies?

Anyway, take a stand where you will, pro-party or anti-party, this observer says that it's a good thing for plant and office people to get together; that it's good for management to hoist a glass with the staff, yet there is one thing we wonder about .... not once all evening did we hear a "Merry Christmas!" ring out. Why not? Are we jaded, or dulled? Nursing our hang-ups? Observing, instead of participating? Think about it.

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WE HOSTED AGAIN....

John Moore, President of Elliott-Automation Control Valves, visited us in December, close on the heels of J. T. Wiltshire, Managing Director of GEC-Elliott Automation.

It is of interest, that in less than one year Wiltshire has re-grouped and merged the original 120 Elliott companies to a lean 53, most operating under ten main companies.

Headquarters staff for the entire GEC Corporation now consists of about six senior executives, plus assistants.

...AND WE SAW SANNY CLAUS!!

Rainy Sunday, December 21, cleared and brightened before the appointed hour, and the company gave its annual Christmas Party for employees' children, grandchildren, and little friends under a winter sun. There were babies in arms, toddlers and pre-schoolers, and active kids .... most delighted with our Santa, Dick Le Blanc, who must be one of only a few harmonica-playing Santas! Though his musical entrance scared the daylights out of little Mark Fagerroos, Santa soon had each and every little one on his lap. We wonder if Dick's pere or grandpere ever played Saint Nicholas for little French children sometime in the long ago?

Chairman Mary Sindicic turned up a young magician with a friendly grin and a sleeveful of tricks, ropes, and....shorts! Yes, that's right. Seeing was believing! The kids wouldn't let him get away with anything if they could help it, though. Ah, today's youth is skeptical! But our magician had 'em fooled all the time. He came fully equipped with silken scarves and even a rabbit, who mysteriously popped out of a cake-in-the-making!

Flo Field's little grandson, Tommy, got to help Roy The Magician, and didn't end up with egg all over his head, after all. Tommy Hale surprised everyone when he helped with a scarf trick, and by some magic abracadabra got all the scarves tied up in his shirtfront without anyone seeing him! Big Star of the day, though, must have been Eric Komar, who demonstrated that he had the strongest brain in the room!

Now, we didn't see everyone, but we know that Jennifer, and Pamela, and Bernard, and Kristiina, and Lisa, and Sebastian, and Mark, and Janine, and Tommy, and Debbie, and Maria, and Tracy, and Juanita, and Ricky, and Timmy, and Andrew, and Eric, and Diana, and Darrell, and Ernest, and Teddy were there! Don't you wish you were?

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RESOLVE....

"To form a purpose or resolution; esp., to determine after reflection." So says Mr. Webster's New Collegiate Dictionary. You don't feel collegiate any longer? Not many of us do! But here we are in January, month of Janus, Roman god of gates and doors, and hence of all beginnings. Janus, looking backward at the old year, forward to the new. Out with the old, in with the new! Wipe the slate and have another round with life .. you might win yet!



THE PARTY