

HALLIKAINEN *hi-lights*

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Ann Fraley, Editor

Welcome Home! Mr. Hallikainen returned from Europe on September 13. He spent eight days in London at the Hallikainen Instruments Limited Sales Conference which was attended by some 35 representatives from European countries. Finding himself allocated a full day to present the material he had with him, he used one session to talk about new instruments, another to discuss servicing and maintenance of our instruments and a third for applications, all followed by a question period. He also attended some of the other discussions and met with various officials of Elliott Brothers who had business to arrange with him.

On his day in Stockholm, he visited Svenska Ab Gasaccumulator. This Swedish company is in direct competition with us for business in Blood Oxygenators.

In Finland he had several matters of business to attend to. One was a trip to the government oil refinery for a conference with the engineer who operates one of our Microviscometers. Another was a conference at the refinery main office where he presented complete information on our instruments and their uses in the refinery, and a third was a trip to a paper pulp laboratory where the engineers want to incorporate our Ultraviolet Analyzer in their process.

Also in Helsinki, with the help of his uncle, Mr. Hallikainen completed arrangements to adopt a three-year-old child, so on September 26, Anne Maarit Hallikainen arrived at San Francisco airport and found the whole Hallikainen family there to meet her. Harold, Suzie and David are learning Finnish while little sister Anne learns English and everybody is delighted!

President's Message: I am using this means to express my sincere appreciation to the members of our staff who put forth extra effort to complete the Chicago Sales Meeting materials early so that I could use them in London. My special thanks to the duplicating staff in Engineering, the Sales Department personnel, my own staff assistants and the shipping department. *HCH -*

Second Life Saved! At San Francisco General Hospital another patient's life was saved by the use of our resuscitators. The woman was on the Portable Resuscitator and then on the Synchronous Machine for a total of four hours before normal heartbeat was restored.

Chicago Conference. The I.S.A. National Meeting was a success on all counts. Mr. Schimbor and Arthur Alston received almost double the number of inquiries that they have ever received at a show. The Haze Analyzer proved to be an item of real fascination. Norm Waner was asked at the last minute to present a talk as part of one of the programs which he did in his usual effective academic manner. Mr. Hallikainen was presented with the award of Fellow of I.S.A., an honor accorded only to men who have made notable contribution in the field of instrumentation. It seems that Arthur has ably replaced Bill Breyer as humor man of the group with such antics as practical jokes first thing in the morning and being able to eat twice as much as his dieting companions. Nobody else would admit that they had any fun.

New Building Plans. As most of you have read in the newspapers, we have put a deposit on a three acre site in Galvin Industrial Park in Richmond. Preliminary drawings are in process at Hugh O'Neil Company for our new plant building, and a new corporation has been formed to allow interested stockholders to invest in the building. The directors of the Hallikainen Instruments Building Corporation are R. R. Mauser, L.C. Dorking, D.A.F. Williamson, K.E. Hallikainen and Mrs. V.L. McCarthy. Stock in the new corporation will be available at \$100 per share to current Hallikainen Instruments stockholders sometime in the near future. No further details are available at this time.

Job Well Done! A recent inspection report from our Insurance Company's safety engineer complimented Monty Montgomery and Fred Wolff for the well engineered network of safety equipment throughout the plant. Also, our employees are to be commended for their care in preventing accidents and caring for minor injuries to avoid infections. Once again we want to mention the importance of wearing safety glasses whenever there is possible danger to the eyes. You may be better looking without glasses, but you will be looking better through two uninjured eyes. Wear safety glasses!

HALLIKAINEN INSTRUMENTS

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Local Representative. Kenneth "Stuffy" Kole went to the I.S.A. Show on his own and made the necessary contacts to represent Bendix-Greenbrier (chromatography) and Numinco (research instruments) as well as Hallikainen Instruments in the Northern California area. Stuffy has re-established his former company, Instrumart, here in the bay area. He is still helping out in the Test Room evenings until we can redistribute the workload.

Probolog Probes Again!! They look so simple, but.....! Another company was trying to compete with us; however, last week we received an order from our competitor for 40 probes! It seems that they tried for six months and couldn't manufacture one that would work! This convinced them that probes require the skill of our expert machinists and our ex-watchmaker Julius Rosin. We admit that it takes time and patience to handle the exceedingly fine parts; however, we still suspect that Julius has a deal with the elves from the Black Forest to come in at night and build the probes for him.

Professor Waner. With the new school semester started, Norm Waner is back on the job teaching a night class for Cal Extension. The title of the course is "Review of Engineering Fundamentals."

Things Are Looking Brighter! Especially the floor of the Accounting Department. They glued down some lovely grey formica tile, and Martin Kaufmann has been wondering if he should buy a new suit to match the elegance of his surroundings.

Wedding Date. Arlene Coate will be married to Ronnie Lee on November 15th at 8:00 P.M. at the Full Gospel Temple in Richmond.

"Tokyo - This End Up" was a familiar mark on crates going out of the shipping room last week. There were eight of them, all Viscometers going to Japan. The Japanese took no chances of misunderstanding. They sent a highly competent engineer from Japan to see the instruments in operation in our Test Room in case they should misunderstand the instruction manual. Mr. Takata, who spoke very good English himself, showed up with an interpreter in case he should misunderstand something that was said. They discussed everything first in English and then in Japanese to make sure that all items were clearly understood. The two of them spent the better part of three days in the test room with Arthur Alston learning everything there is to know about operating and maintaining Viscometers. We are sure that Mr. Takata will have no problems keeping his Viscometers in operation, and we stand in awe of his technical skill.

United Crusade. No where else will your gift serve so many worthy enterprises. Monty Montgomery is chairman of the fund drive again this year, and Skip Bradford is co-chairman. They will be collecting throughout the month of October.

New Babies! Angelika Herrmann was born September 16. She weighed 6 pounds 12 ounces and is the first child of proud parents Horst and Hannelore. On the same day the Hans Bockenamps announced the arrival of daughter Diana, weighing 6 pounds 11 ounces. She is their second child. Marilyn Peterson (temporarily in our accounting office) and husband Joe welcomed their first child, Stephen, on September 18.