

# HALINCO H-LIGHTS

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With a few minor inconveniences, everybody got back from the ISA Conference happy.

Norm Waner presented his paper on Constant Temperature Baths, and there were so many inquiries at the booth later that they had to locate an instrument in Los Angeles and install it in the booth for demonstration. Norm also heard about an organizational meeting of a new Analysis Instrumentation Division of the ISA, presented himself without invitation, listened quietly, pointed out that they had failed to include a committee on Physical Measurements Instruments (that's what we build mostly), so the committee was included in the plans, and Norm was appointed chairman. This is what you call "putting yourself in a position where you can keep your eye on everybody else's business."

In spite of all of the terrific entertainment in Hollywood, Mr. Hallikainen managed to keep the boys all busy evenings writing papers to send back to the office for us to prepare for the Sales Meeting the following week! Ed Schimbor and Bill Breyer spent their time delivering the sales pitch to those who came to inquire at the booth.

M.L. Bramson showed up at the conference at the end of the week, packed up his Electrocardiac Massage Machine and drove it over to St. Vincent's Hospital to demonstrate it to the medical staff. He so favorably impressed the medical staff and so charmed the hospital administrator (a diminutive nun) that they bought the machine on the spot, and MLB left it right where he had set it up. Super salesmanship! Good machine!

Our trusty pick-up truck held up on the home stretch as far as Tracy, where it casually threw a rod and quit. Bill was able to pull the truck and trailer into an all night gas station and phoned his wife to come to get him (Saturday morning, 1:00 AM). At 10:00 AM, Bill, Norm Waner and Wilson Pritchett got together, rented another pick-up, drove to Tracy, hauled the caravan in, and had it all unloaded by evening. Great team!

The Sales Meeting came off as scheduled September 18th. Unlike the usual tea party atmosphere of such meetings, Ed Schimbor had things so closely scheduled and monitored that the Representatives were kept busy just keeping up with his pace. They were allowed to relax for lunch at Spenger's, and they finished off the day with dinner at Le Boeuf in San Francisco. The Reps asked many very pertinent questions and offered comments based on experience in the field that proved helpful to our staff as well. Many of the visitors commented on how much the company has expanded since their last visit here.

Texaco is having a symposium in Chicago for all of their refineries, and we have been invited to display an End Point Analyzer and a Viscometer. Bill Breyer left September 27th to take charge of our instruments there, and he will return September 30th.

The Bowling League is completely finished, and the team won \$37 on the basis of points made in the series. Next season (according to Tom Hale) there will be women on the team too (to make it more interesting).

Bud Singh is a welcome addition to our engineering staff. Born in India, he came to the U.S. in 1952, learned English, worked his way through U.C. and graduated as a mechanical engineer in 1958. Before he came to work for us, he was with Western Gear in Seattle. Besides being a sports car enthusiast, he likes to ski and golf.

Carol Clark is the new clerk in the accounting department. Although her home is in Berkeley, she graduated from business college in Vancouver where she majored in accounting. She had a job in the Marshall Islands where she was living with her family, but she returned to Berkeley to live with her grandparents, because her father was transferred to India, and there are no educational or job opportunities in the small village where Kaiser International sent him.

The stock room for the day shift is now being handled by Ken Harris, U.S.N., radioman, CPO, retired. He spent most of World War II at communications centers in the interior of China. After that he managed to have himself assigned to embassy duty and served in the U.S. Embassies in many foreign capitals. Glad to be out of the navy, he lives in Oakland with his wife (a nurse at county hospital), his son, age 6, and his daughter, age 3.

The sporting fellows went out fishing again; this time it was Eric Liske who caught the most (2 fish), Henry Schuetz's one fish, a 10 pounder, was the largest, Norm Waner caught one, and Al Beach, Jack Reed and Palmer Estes (from Estes Refrigeration) had to flip for Eric's second fish, because four was the total catch. The only casualty was a broken fishing pole (somebody stepped on it), so everybody came in cheerful if not happy at the outcome.

Steve Schulte is still champion chess player after several weeks of noon sessions in Norm Waner's office. Howard Kirk has joined them and he can't beat Steve either. Next they are going to play three handed - Howard and Norm against Steve. Good luck, men, but it looks like a losing battle!

Horst Hermann's reserve unit was activated, so he will be leaving October 15th to spend some time with Uncle Sam. Herb Liske has also received his "greetings" from the president and will report October 31st.

Jack Reed and Kathie Lydon are no longer working for us.

Eero Vasankari wrote a card telling us that he is now married, and he will be bringing his bride back with him. We expect them back from Finland October 23rd.

Eric Liske is to be married October 7th at St. James Lutheran Church in Richmond. His bride-to-be is Trudy Moehle who has just returned from a trip home to Zurich to visit her parents.

Many thanks to the men who have given blood for Gerry Stanke. We still need more! Fred Wolff can tell you how and where to make an appointment if you are a qualified donor.