

Office Memorandum • UNITED STATES GOVERNMENT

TO : AFSB Files

DATE: 8/30/51

FROM : G. W. Morgan, Assistant Chief, Advisory Field Service Branch, Isotopes Division

SUBJECT: OFFICE VISIT BY MR. H. L. ETTMAN, VICE PRESIDENT AND MR. GASKINS, SALES, FROM A. S. ALOE COMPANY, ST. LOUIS 3, MISSOURI, MARCH 2, 1951.

Mr. H. L. Ettman, vice president and Mr. Gaskins, salesman, from A. S. Aloe Company visited this office for the purpose of discussing their plans for preparing a brochure advertising equipment for circulation to prospective radioisotope users.

The A. S. Aloe Company has arrangements with Dr. Morganstern and his associates of Nuclear Research and Development, Inc., for the marketing of "packaged laboratories". They were of the opinion that once a hospital procured laboratory space, equipment, and instrumentation to meet certain minimum standards, radioisotopes could be secured for use in therapeutic and diagnostic purposes without considerations with regard to the training and experience of the physicians involved.

After a preliminary discussion, Drs. Aebersold and Lough were called in. At the conclusion of this discussion Mr. Ettman was convinced that the preparation of a brochure advertising "packaged laboratories" with the connotation that any hospital could procure radioisotopes was premature. However, they plan continued close cooperation with Nuclear Research and Development, Inc., in the marketing of equipment and instruments.

Mr. Ettman expressed an interest in keeping abreast with the latest development in laboratory equipment used in radioisotopes work, and stated that he would be pleased to cooperate with other manufacturers and the Isotopes Division in attempting to standardize this equipment.

G. W. Morgan
G. W. Morgan

CC: Institution Files
Via E. A. Wiggin

A/95