



## INDEPENDENCE DAY

Fourth of July! What do you think of? Hot weather? Flags and parades? Picnics? A skinny dip in the c-o-o-l waters of a flowing river? Fried chicken? Oratory? A picture in your history book? Cotton

candy and sticky fingers? Celery phosphate and bare feet? Fireworks bursting in a night-dark sky? The Fourth of July! Wonderful. Satisfying. Wasn't it a great day? Well, we still have it - not quite the same anymore, but still our very own day. Make the most of it. Make it old-fashioned if you can. Why not ignore the TV box for this day? It wasn't part of an old-fashioned Fourth. Pack a big picnic lunch. Take the kids - take the neighbor's kids. Go to a park. A beach. Someplace woodsy.

Not for you? Want music and games? Fun and lots of people? Try Point Richmond. It's close by, and the children would love it. It's also for a good cause. Each year for several years the American Field Service has taken over the center of Point Richmond, the oldest part of the city, and used all proceeds for the Exchange Student Program. There are stunts, rock bands, baseball, entertainment everywhere. Normally the weather is great. Flags are flying, and there are games of chance. The shops, cafes, and saloons are all open, and the spirit is festive.

Some of you will already be on your way for your vacations; but whatever you do on the Fourth, and wherever you go -- drive carefully so that it's a good holiday we remember next year.

## BUSINESS PICKS UP A LITTLE

The period from April through mid-June brought some improvement in Sales, with orders received for several baths, various analyzers, eleven Color Alarms, and an order in May from Texaco for four Viscometers.

## BUSINESS ..... cont.

Union Oil Company placed the first order for an Oil on Water Detector for use in its Wilmington Refinery, (Los Angeles). The unit will go into Union's secondary treatment pond, monitoring wastewater prior to discharge into the ocean. Caught by a bad accidental spill at this point about six months ago, Union's purchase is an attempt to clear up this kind of problem.

## SETAFLASH and IN-LINE BLENDER IN SHOP

Two recent additions to our product line seem to be at opposite sides of the instrument spectrum: the delicate laboratory instrument, "Setaflash," weighing between 9 and 11 lbs., and the husky Fisher Blender, 2700 pounds, net.

Setaflash, which we are now distributing for Stanhope-Seta, Ltd., by agreement with the English firm, is invaluable for ascertaining flash-point of volatile products, most especially in refineries, oil storage depots, airline bases, distilleries, chemical plants; in ship, bus, or rail terminals, and many other areas where volatile petroleum products are being transferred.

The instrument is equipped for pre-set control within  $\pm 1^{\circ}\text{C}$ , and performs the flashpoint test in one minute. It is safe, rapid, and operates on from 100-250 v. -- 50/60 Hz power supplies, or on an external battery.

An agreement with GEC-Elliott Automation Control Valves, Ltd. was signed mid-May enabling Hallikainen Instruments to act as a distributor of Fisher's In-Line Blender. Our sales territory covers the United States, Canada, and Mexico. The Blender is a monster in size --- "robust", as the brochure says. Incidentally, more of the brochures should be arriving soon so that we can stock the literature rack in the shop.

Eliminating the need for extra pumping from storage-tanks to blend-tanks by blending two streams in-line, and pumping directly into road or rail vehicle or into  
(over)

ship bunkers, the blender is fast, accurate and mobile. It is self-acting, requiring no auxiliary equipment, and the customer may choose either a permanent or a mobile trailer mounting.

The blending adjustment is infinite, from a 50%-50% mix to 97%-3% mix, with an automatic shut-off valve in the event of either stream failing.

The Fisher Blender is set up in the mobile demonstrator if any of you wish to see it.

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### LATEST ON OIL ON WATER DETECTOR

The Oil on Water Detector has been on trial at the Shell (Martinez) Refinery for several months now. As a result, Shell made mention of the testing in their Annual Report to stockholders, and an article and picture appeared in the June issue of Shell's monthly magazine Shell Tidings. Calling the Detector "the oil watcher" and "the eye that never goes to sleep," the writer, apparently, was much impressed with the mysterious aspects of "the strange metal box."

Oil spill has become a major concern to refineries since the Santa Barbara spills and several incidents of tanker spills, all focusing unfavorable attention on the industry. All levels of government from federal down through the counties are now checking, finger-pointing, and warning the industrial polluter and contaminator (with the promise of much sterner measures yet to come).

Shell has had an oil-spill research program going for about a year now, with the managements of the various Shell installations continually studying potential trouble-spots. Last sentence in the Shell Tidings article was certainly a nudge in the side to these Shell managements, and a good plug for us: "The monitor has been licensed to a manufacturer and is available to all Shell locations, and to other companies."

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### THE EMPLOYEES

The early part of the year brought along 10-year anniversary dates for three of our employees. Sparky Nelson, Monty Montgomery, and Ron Bultena will officially join the Old Timers in the fall when they will be guests at the Annual Old Timers Dinner.

### EMPLOYEES ..... cont.

Tom Hale's niece, Candice, is one of those fortunate youngsters participating in the Exchange Student Program for 1970-71. Candy left in mid-June to join her new Finnish family for a two-week vacation in Leningrad, Russia, and then will leave for the balance of summer at her host family's vacation home in Iisalmi, Finland, about 250 miles north of Helsinki. She will go to Helsinki and the family winter home for the school year.

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New employee in Accounting is John Amino, now at Andy Andrues old desk. He is married, a native Californian, and came to us after 16 years with an Emeryville firm.

BIG hobby for John is semi-professional bowling, with membership in the Professional Central California Bowlers, plus trophies and \$\$\$\$ to show for his skill in toppling the pins.

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### SOUNDS LIKE A NOISY PICNIC

Pfssssseeeeeooooooooew! went the first beer can at 8:45 a.m. --- and Tom Hale had officially kicked off the party.

Rrrrrriiiiiiiipppppp! went Schuetz's pants --- and the volleyball game was off to a ripping good start.

Choo-choooooo! went the little train winding around the rolly hills.

Hey! I caught a fish! shouted a young Sherwood.

BINGO!! called Barbara Goode, but it was a win for Schimbor's card.

Sizzle-sizzle hissed the hotdogs.

BINGO!! yelled Barbara Goode, but it was another win for a Schimbor card.

OKAY! What am I bid for these great bratwursts? SOLD! shouted the auctioneer.

BINGO!! cried Barbara Goode, but.... HEY, this isn't fairrrrrrrr, she wailed.

TIME TO GO! called the Captain.

AWWWwwwwwwwwww, said the kids.

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### GONE FISHIN'.....

Hallikainen employees will cover the globe this summer as the annual vacation sends us by land, sea, and air to some far corners. Europe, Alaska, Hawaii, seashore and mountains, dreamed of for many months, will become happy reality for some of us. Full reports coming out in September's Highlights. Until then ... as traveler Lowell Thomas says ... SO LONG!