

IDEAS



The Newsletter for the Employees of Branson Ultrasonics Corporation

Branson In The Soviet Union

In April of last year, Don Lovett, Director of Advanced Technology received a call from a New York publisher of Acoustical Journals. Professor Oleg Abramov, a leading Soviet scientist in Ultrasonics was coming to the United States and wished to visit Branson, the world leader in ultrasonics.

The Soviet ultrasonic community was seeking a partner in the west in order to explore the possibilities of forming a joint venture. A joint venture with a leading manufacturer would enable them to commercialize Soviet technology. Professor Abramov visited Branson last spring. During this visit, he toured the Danbury facility, saw the labs and met with several Branson employees to discuss our technology and manufacturing capabilities. He, in

turn, invited representatives from Branson to come to the Soviet Union and further discuss the possibility of forming a joint venture.

In June, Don Lovett, Miodrag Prokic, Sr. Research Engineer, Advanced Technology Group and Jurgen Kising, Manager Product Development and Support, Branson Germany, visited Dr. Abramov. They spent two weeks visiting several institutes in Moscow and Leningrad and meeting many people from the scientific community. During this visit they saw some very interesting technology such as high intensity ultrasonic cleaning and organic solvent applications which is a process of cleaning equipment while not emitting solvents into the atmosphere.

continued on Page 3



Don Lovett, Ed Samuels, Bob Polhamus and Miodrag Prokic with guests from the Soviet Union.

Business Leaders Meet at Branson

DANBURY, CT - Branson hosted a breakfast meeting recently between leaders of small and medium businesses in the region and local state legislators. It was an opportunity for the more than 25 business people to question legislators, express concerns, and learn details of the legislators' agendas for this General Assembly session. "The discussion was lively," said Branson President Robert A. Geckle, and I think it certainly was worthwhile to have this exchange of information." Mr. Geckle mediated the questioning of the panel. On the panel were State Sen. James Maloney, D-24th; and State Reps. Robert Godfrey, D-110th; Norma Gyle, R-108th; and Lynn Taborsak, D-109th.

Clearly, the state economy is a prime concern to the legislators and business people alike. All four legislators, who are experienced, said it will be particularly challenging to stimulate business growth while grappling with the large state budget deficit. "We have the highest corporate tax rate in the country," said Rep. Gyle. "We are not making the state as attractive as it could be." She announced that a Business Committee is being formed in the Assembly to study the issue. Several business leaders from other companies echoed that state agencies, especially the state Department of Environmental Protection and the state Department of Economic Development, need to work more cooperatively with business instead of as adversaries or bureaucratic blocks. Unemployment compensation was a specific matter of concern to many at the meeting. Sen. Maloney confirmed that the state unem-

continued on Page 3

Branson in the Soviet Union

Surprisingly, the Soviets are very sensitive regarding the depletion of the ozone layer. Much of their research has been in developing aqueous solutions which Branson is very interested in. This visit enabled Branson to observe Soviet

facilities. Both Don and Miodrag stated that the Russian people are very up in their outlook on life despite extreme hardships.

Don and Miodrag returned to the Soviet Union in November of last year. This time with the help of Jim Grant who is an

Emerson employee based in Moscow.

Jim is Emerson's interface between the Emerson divisions and the Soviet Union.

During this trip, they visited several other Soviet cities and universities as well as some Soviet factories. In November, Branson hosted a visit to the United States.

During this visit, they had an opportunity to see our facility in Danbury and to

meet with several people at Emerson Electric in St. Louis. One of the technologies the Soviets have researched and developed is a process for ultrasonic grain refinement, which is the filtering of impurities in aluminum. By refining the grain, the lifetime of the aluminum material is increased by two times the current life span. Since Branson uses aluminum in producing horn material, Don thought it appropriate to have the visiting scientists meet with our

vendor, Martin Marietta at their Torrence, California facility to discuss the process of strengthening aluminum material. While in California Don took our guests to visit Disneyland and the San Diego Zoo. This respite from business gave the Soviets a chance to relax and enjoy some of the attractions and highlights of the United States. They also spent some time visiting the sites of New York City.

Don reported that the Soviets were very impressed by the United States. Our highways, cars, housing, modern buildings, shopping malls and supermarkets were a stark contrast to the conditions in the Soviet Union. They were also very impressed with the quality of service in this country.

The results of this interchange between Branson and the Soviet Union has not been fully determined at this time. The R&D Department will be receiving two pieces of equipment this March for evaluation. One is a totally enclosed organic solvent piece of equipment and the other is a high intensity cleaner. Branson will assess the equipment as well as its market potential. By June, we will report back to the Soviets on our findings at which time any future work together will be determined.

Don and Miodrag believe that not only was this a wonderful and certainly different experience, but also a unique opportunity for Branson to expand its market and technical capabilities to all corners of the earth. They will provide us with more information as it develops. ▀

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technology and identify the needs of the Soviets and what possible role Branson could play as well as what we might be able to gain by a working relationship. It is obvious that the Soviets need a marketing partner as well as a company to provide manufacturing capabilities. Many of their products require redesign for western applicability (i.e, packaging, safety standards, etc.). Many of the processes they have developed are not applicable to Branson's need. However, there is a possibility that other Emerson divisions may have an interest.

It was concluded at the end of the visit that further discussions as well as an evaluation of their technology and equipment need to be conducted. This visit provided Don and Miodrag with an opportunity to see the Soviet Union in the midst of its dramatic changes. Don commented that many of the scientific institutions are housed in very old, museum-like buildings with little or no modern conveniences. The scientists are very innovative in converting antiquated equipment for use in their production

Around the World at Branson



Emerson Electric reported in its magazine, *INNOVATIONS*, that Emerson was granted seventy-six patents during 1990. Branson Ultrasonics received three of those patents. William Weirsman, Peter Spaine, Tomasz Migurski and George Rattgo were awarded two patents for the ornamental design of an ultrasonic cleaner. Alois Schlarb and Gottfried Ehrenstein of Branson Ultrasonics - GmbH received a patent for a method of measuring displacement distance during the most critical phase of vibration welding. Congratulations! ▀