



DEL MAR AVIONICS

DYNAMIC INSTRUMENTATION

1601 ALTON AVENUE AT RED HILL

• IRVINE, CALIFORNIA 92714 •

TELEPHONE (714) 549-1500

CABLE • DELMARENG

TELEX • 68-5621

Adm. 386-80
December 30, 1980

Dr. William E. Thornton
701 Coward's Creek Road
Friendswood, Texas 77546

Dear Bill:

Happy Holidays!

Now that the Holiday Season is drawing to a close, I would like to suggest rapidly launching our cooperation into new directions during 1981. Consulting on the many facets of what we have done in blood pressure monitoring and other instruments in the past may have some more demands in the future but not now. We just have to get going in new directions in order to justify the overhead of consulting.

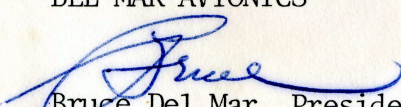
The 4-channel, 24-hour cartridge recorder is now a reality here. It can be moved into the design directions such as multi-channel digital which you may require. The projects you undertake with us now will presumably be along the line of ambulatory monitoring - but not necessarily so. What we need is to seek and go with a few fairly good opportunities for monetary return from manufacture and sales of new items in which you have confidence and can help move through the prototype stage and trial - not necessarily clinical - but trial on you and us - and perhaps a clinically oriented M.D. of our choosing. We cannot justify research-type projects as such.

I hope you will arrive here in Irvine soon with some ideas in readiness to get down to starting several programs. I will be vacationing for four days at Palm Springs the week of January 12, but other than that, I am available. Let's get going.

Regarding the B.P. scientific exhibit for U.T.M.B., we will support whatever convention acceptances we have received to date if you concur. We will not seek any more. Note the enclosed copy of the College of Physicians' report I received from John Wallace this week. Also enclosed is my inventory letter to U.T.M.B. regarding the equipment on loan there.

Very truly yours,

DEL MAR AVIONICS


Bruce Del Mar, President

BDM:dw
Enclosures