

DRAFT

June 8, 1981

Mr. Bruce Del Mar, President
Del Mar Avionics
1601 Alton Avenue
Irvine, California 92714

Dear Mr. Del Mar:

We are grateful for the opportunity you gave this group interested in ambulatory blood pressure monitoring to pool its early experiences. We take your support of our meeting as evidence of your desire to have feedback in order to assist your firm in improving its equipment and service, and also to help us put before the medical community a statement concerning the present and future role of ambulatory blood pressure monitoring as we now see it. We recognize your efforts to provide the profession with a potentially valuable new technique and thank you for meeting our expenses while respecting our complete freedom without any commercial consideration.

At the end of the meeting we agreed to take four specific actions: 1) to send you a report of our experiences with DMA equipment, its servicing to date, and the communications we have had with the company; 2) to submit for possible publication, probably to the American Journal of Cardiology, a statement expressing our views of the current and possible future role of ambulatory blood pressure monitoring; 3) to pool our records on normotensive individuals for a common analysis in an effort to lay the foundation for a normal data bank; and, finally, 4) to meet again, at our own expense, at the time of the Council for High Blood Pressure Research meeting in Cleveland, September, 1981.

We enclose our report to you and Del Mar Avionics concerning our specific experiences with the Pressurometers and associated equipment. We include experiences with servicing and the general communications we have had with the company. There is considerable criticism in this report, but the participants stressed their general feeling that the Pressurometer line of 24-hour ambulatory blood pressure monitoring equipment represents a substantial development. Concerning the present place of PIIs and PIIIs, we believe they are suitable, with appropriate changes as implied by our evaluations attached, for clinical use by physicians or groups who are experienced in dealing with blood pressure and cardiovascular problems, and for clinical investigation in these areas. We do not believe the instruments are yet ready for general clinical use by all physicians.

We hope you and DMA engineers, and servicing and marketing people, will find our evaluations and recommendations helpful. We hope the meeting you made possible will prove worthwhile in providing useful criticism for your company and some perspective for the medical profession.

We know you will understand and respect our request, now made, that Del Mar Avionics not use any part of this letter or the enclosed comments and evaluations in any of its promotions, written or verbal.

Very sincerely yours,

Jay Drayer, M.D.
Edward Frohlich, M.D.
Ray W. Gifford, M.D.
Harold Kennedy, M.D.
Thomas Pickering, M.D.
Sheldon Sheps, M.D.
William E. Thornton, M.D.
John M. Wallace, M.D.
Michael Weber, M.D.