

# Microscopes, Lab Equipment Are Challenge To Emmitt's Firm



RONALD EMMITT  
Specializes in hospital equipment.

By DOUG JOHNSON

Ron Emmitt, who is a Farmington school board member, spends his hours away from school duties running a small company which specializes in two fields — servicing microscopes and selling laboratory equipment.

Emmitt Scientific, Inc., 31036 Grand River, Farmington, was founded in 1968 when someone asked Emmitt to build a piece of hospital lab equipment. At the time he was a representative for firms selling hospital equipment in the blood bank and surgery areas.

The corporation is owned by seven stockholders, including Emmitt and his wife.

Today his small firm is doing service work on hospital lab microscopes all over the state and building and selling more than 50 specialized pieces of equipment for pathology labs in the U.S. His firm's vital statistics include:

- About 1,500 microscopes maintained on a semi-annual contract basis.
- More than 2,000 pieces of special lab equipment manufactured this year, with an

average per unit sale price of \$20.

• Several patents on the equipment obtained over the past few years.

• About 80 per cent of our business is maintaining microscopes for hospitals in Michigan. There are about 90 different models to be knowledgeable about and that is a real challenge mechanically," Emmitt said.

Some school microscopes and other non-emergency service work is sent into the Emmitt workshop.

• "And based on our present rate of sales, we will manufacture in excess of 2,000 units this year," Emmitt said. That would put gross sales for the equipment portion of his business at about \$40,000 for 1973.

The rest of the firm's income would come from the microscope service business of which Emmitt says he is very proud because "I am convinced we are performing an important service."

• "In 1970 a pathologist friend asked me to fix his microscope and he told me to get into the business."

Charges for service on the expensive microscopes are \$20 per hour for those hospitals with contracts, \$24 for those with no contract.

Emmitt employs two men full time, another man part-time, and a part-time secretary. He admits his operation is small but that's the way he wants to keep it, avoiding the pitfalls of rapid expansion.

The employees are trained to do both microscope service and the fabrication of the lab equipment.

The lab equipment is mostly specialized racks for test tubes used in blood testing procedures. He also builds racks for Petri dishes (used to test bacteria growth under less than normal air conditions).

Custom requests are also filled by the company. Most products are built out of various acrylics and are meant to be washed and sanitized after use.

Emmitt said his firm introduces one or two new items a year and discontinues those that are not selling.

Emmitt holds two masters degrees — one in botany and one in biology — which he says accounts in part for his practical knowledge of microscopes.

He earned his degrees at Bowling Green University and the University of Michigan, taught at the University of Denver and then entered the public health field, running a state lab in northwestern Colorado.

He also worked for a Denver dairy, and labored in northern Wyoming on grass-hopper control.

He left teaching and the public health field in 1954 to begin a selling career with American Hospital Supply Corp. and later Fisher Scientific.

He then became a sales representative and in the late '60s began his business.

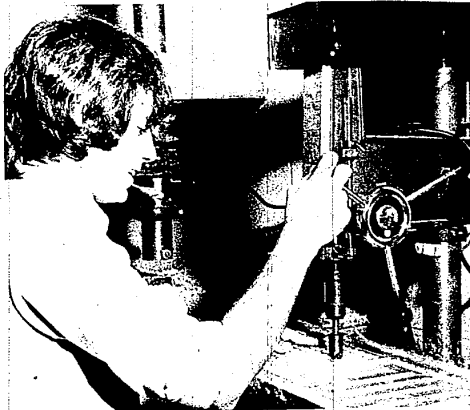
He rented the small building on Grand River in 1970 to house the fabrication and microscope service business that was beginning to grow.

"There are a lot of inefficiencies in the hospital lab field. One of these is test organization. In the blood bank area, we've designed products that allow lab workers to reproduce mechanically each step uniformly, patient after patient.



MICROSCOPE repair is an important part of Emmitt Scientific's daily operations. Bob Graessle is trained to do maintenance work on the expensive instruments. (Evert photo)

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DRILL PRESS operations are necessary at Emmitt Scientific for the fabrication of hospital lab equipment, the firm's specialty. Rick Rosa is one of two full time employees. (Evert photo)

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## OCC Expands Commercial Art

Oakland Community College's popular commercial art program has been expanded to cover training in additional media.

It carries the new title "Graphics and Commercial Art" and prepares students for a variety of employment opportunities in advertising agencies, photographic studios, display companies, and corporation art departments.

Students may take courses in areas of special interest or enter a program leading to an associate degree.

The program is designed to provide training in a variety of media and to enable the student to develop the type of portfolio required for employment. Studio "hands on" experience is stressed, according to Hugh Christie, the Orchard Ridge campus in Farmington Hills.

To make training match needs of today's jobs, part-time staff are recruited from outstanding persons employed in various fields. Cathy Churchill, decorator, artist, and designer for McNamara Associates, teaches advertising layouts. Ken Roberts and Joe Cierra, partners in Al Huth Associates, teach advertising design.

This fall, more courses in advertisement design, illustration, and photography will be offered. Photography classes are unusually popular with community residents as well as professionals. Courses in drawing, illustration, oil painting, basic and advanced lettering, and graphics will also be offered.

## Albin Boosts 2 Executives

Two executive promotions have been announced by Albin Industries Inc. of Farmington, a wholesale and retail copy products company.

Jerry A. Baird, former head of the wholesale department, has been named vice-president of sales, and Richard L. Zervas, formerly head of the retail department, will serve as vice-president for administration.

## June Election Favored By SC

The Schoolcraft College board of trustees has agreed informally to continue to support June elections for school affairs rather than switch to a November date.

Members attending a Wednesday study session instructed the administration to draft a new resolution reaffirming the previous board's support for June elections but expanding it to state reasons for such support.

Board members said "practical considerations" governed preference for June elections.

They said the college would be forced to bear all election costs as well as coordination of November elections held in parts of the college district where regular fall elections were not scheduled. The college shares June election costs with K-12 school districts.

The college district takes in five school districts in three counties as well as parts or all of several cities and townships.

Cost in the Livonia School District alone would amount to \$10,000, a college spokesman said. The Livonia district includes 59 Livonia precincts and 12 in Westland.

## McKenna On State Board

Jack McKenna, director of the Professional Village Medical Laboratory, 10653 Farmington Road, Livonia, has been appointed to a four-year term on the Laboratories Facilities Council in Lansing.

The appointment was made by Dr. Maurice Reizen, director of the Michigan Dept. of Public Health.

McKenna, who assumed his new duties earlier in the month, will serve on a board which has charge of all rules and regulations for laboratories in Michigan.

## 3 At Omni Appointed

Omni Spectra, Inc. of Farmington has announced three new appointments to its management staff.

William P. Sharpe Jr. has joined the firm as vice-president and general manager of the Michigan Division. Jerry F. Shields will be the division's personnel manager, and Ronald J. Woywood will be controller.

Omni Spectra manufactures microwave components, coaxial connectors and security products.

"The handling of tubes of blood by various labs is quite empirical (each lab uses its own methods) and so we have equipment to match, using the three dominate methods," Emmitt said.

His product catalog is mailed all over the United States to hospitals, research labs, blood banks and universities.

Emmitt designed all the products in the catalog using his experience in hospital and lab work. "I feel I know the functional needs of a lab because of my teaching and hospital experience."

"Actually, everything we sell developed because of a specific request from a lab," Emmitt said. "I have no intention of becoming stagnant."

Emmitt served in the Navy where he learned epidemiology (study of epidemics) and "lived on a microscope." It was here and during his schooling and other jobs that he learned how to repair microscopes.

He also teaches microscopes use and theory in two different classes at Ford Hospital, and at St. Mary Hospital in Grand Rapids. He has published papers on the subject as well.

Emmitt lives in Farmington with his wife; they have four children, one of whom is still living at home.

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## Winings Is New Manager

SOUTHFIELD  
Dennis E. Winings, of 27451 Nine Mile, Farmington, has been appointed sales manager in Metropolitan Life Insurance Co.'s office at 2010 Civic Center Dr., Southfield.

Winings joined Metropolitan as a special representative in April 1971.

A native of Logansport, Ind., Winings is a graduate of Ohio State University and Purdue University.