

American Hospital Supply Corporation

Catalogs and Publications, 1928-1986

Series 55/28/1

Boxes 1-28

History

Founded in 1922 by Foster G. McGaw, the American Hospital Supply Corporation was for decades the major supplier of health care products in the United States. Through its subsidiaries, AHSC also developed an international production and distribution network.

On November 25, 1985, Baxter Travenol, a competitor in health-care product manufacture and sales, acquired American Hospital Supply Corporation by statutory merger. The aggregate purchase price--including cash, common stock, and preferred stocks--reached an approximate value of \$3.7 billion. To meet objections to the merger raised by the Antitrust Division of the U.S. Department of Justice, the corporation divested several operations and subsidiaries. Among these were American McGaw, manufacturer of intravenous solutions; American Haemonetics Corporation, which produced mechanical blood-collection equipment; and American's surgeons'/procedure glove manufacturing plant in Tucson, Arizona.

Additional information on the American Hospital Supply Corporation and the career of Foster G. McGaw may be found in Frederick D. Sturdivant's study, *Growth Through Service: The Story of American Hospital Supply Corporation* (Northwestern University Press, Evanston, 1970). Related materials concerning Foster McGaw and the American Hospital Supply Corporation have been arranged and described as separate series: The Foster G. McGaw Papers, Series 55/28/5, document his personal life and philanthropic activities; corporate records of AHSC, 1923-1963, make up Series 55/28/2; his personal papers relating to the American Hospital Supply Corporation--corporate records oriented more specifically to his personal concerns--form Series 55/28/3; multi-volume scrapbooks presented by business associates to McGaw on the occasion of his 75th birthday (AHSC's 50th anniversary) constitute Series 55/28/4; and corporate records of Baxter Travenol, which absorbed AHSC in 1985, are arranged as 55/28/6.

Description of the Series

Filling twenty-one boxes, this series dates between 1928 and 1986. Included are a variety of product catalogs from American Hospital Supply Corporation and from subsidiaries Dietary Products, Hamilton Industries, McGaw Laboratories, V. Mueller Surgical Products, Rehabilitation Products, and Scientific Products. Also included are a collection of corporate annual reports, product listing and price *Bulletins*, and newsletters.

Catalogs contain descriptions, illustrations, and pricing for products manufactured or distributed by American and its subsidiaries. A few copies of the catalogs found here are annotated.

Annual reports generally reflect the corporation's major undertakings during a given year and summarize corporate finances. They note net sales and earnings figures, dividends paid, source and use of funds, assets, and liabilities.

Bulletins describe and illustrate on a monthly or semi-monthly basis products offered by

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American and its subsidiaries. They should be used in conjunction with the catalogs for a view of American's evolving product line and merchandising practices.

The *Tomahawk* (1943-1970), a corporate newsletter, features news items pertaining to American and the subsidiaries; notices of employee promotions, transfers, appointments, and awards; and anecdotes relating to product sales and corporate activities.

Another newsletter, the *Weekly Gossip*, represented here by issues dating between 1942 and 1963, records statistics on quotas, sales calls, and orders placed by individual salesmen; notes changes in product offerings and pricing; and often highlights successful sales techniques.

Other publications in this series include: *Communique* (1973-1976), a bimonthly account of news, appointments, and features about American's international employees and operations; *Horizons* (1962), a feature magazine for American employees; product and services descriptions from American's Information Systems subsidiary (ca. 1977); *Pulse* (1982), an employee newsletter; *Scope* (1972-1975), including feature articles on health care and health-care products; and *Vanguard* (1973-1976), an employee newsletter published by Pharmaseal Laboratories.

Publications are arranged alphabetically by title and chronologically thereafter.

Provenance:

This series has been separated from the papers of Foster G. McGaw, donated to the University archives by James Vail on February 22, 1988 (Accession #89-73; see also Accession #88-52).

Restrictions: None.

Processor: Kevin B. Leonard, May 10, 1988.

Separations:

Approximately five and one-half linear feet of duplicate catalogs, annual reports and newsletters have been discarded.

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**ADDITION, 1928-1986
Box 22 (half size)**

Description of the Addition

This addition to the American Hospital Supply Corporation Catalogs and Publications⁶ fills one half archival box and spans the years 1948-1954. This addition is the result of overfilled boxes which occurred during interfiling.

Provenance: These records were separated from the American Hospital Supply Corporation Catalogs and Publications, 1928-1986 as a result of overfill in December, 1997.

Restrictions: None.

Separation: None.

Processor: Ned Howard, December 18, 1997.

**ADDITION, 1925-1986
Boxes 23-28**

Description of the Addition

This addition to the American Hospital Supply Corporation Catalogs and Publications spans the years 1925 to 1985. Included are a small number of product catalogs and a larger number of corporate publications. Addition records, including corporate brochures and "Dear Friend" letters, are also part of the addition.

Provenance: This series has been separated from the papers of Foster G. McGaw, donated to the University Archives by James Vail on February 22, 1988 (Accession 88-52)

Restrictions: None.

Separation: One and a half cubic feet of duplicates discarded.

Processor: Ned Howard, December 18, 1997.

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Boxes 1-28

<u>Box</u>	<u>Folder</u>	<u>Title</u>	<u>Dates</u>
1	1	Catalog #4	1928
	2	Catalog #4 (F.G.M. annotated copy with product inserts)	1928
	3	Catalog #5	1930
	4	Catalogs (Annotated with product inserts)	ca. 1935
2	1	American Aseptic-Steel Furniture	
	2	Catalog No. 60	
	3	Catalog No. 70	
	4	Catalog No. 80	
	5	Catalog No. 81 (Supplement to Catalog No. 80)	
	6	Catalog No. 90	
3	1	Catalog No. 100	
	2	Catalog No. 110	
4	1	Catalog No. 130	
	2	Catalog No. 140	
	3	Catalog No. 150	
5	1	Sixtieth Anniversary Catalog	1982
	2	Catalogs A and B	ca. 1964
	3	Catalogs C and D	ca. 1964
	4	Catalog E and Index	
6	1	Catalog C30 (Canadian Catalog)	
	2	Dietary Products (Product Catalogs)	1961-1963
	3	Dietary Products (Product Catalogs)	1964-1966
	4	Hamilton Industries (Product Catalogs)	ca. 1971-1972
	5	McGaw Laboratories, Inc.: Parenteral Products	1962
7	1	V. Mueller	1968
	2	Rehabilitation Products	

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<u>Box</u>	<u>Folder</u>	<u>Title</u>	<u>Dates</u>
8	1	Scientific Products	1957
	2	Scientific Products	1961
9	1	Scientific Products	1965
	2	Scientific Products	1968
10	1	Scientific Products	1972
	2	Scientific Products	1978
11	1	Annual Reports (AHSC)	1952, 1955-1956, 1958
	2	Annual Reports (AHSC)	1960-1964
	3	Annual Reports (AHSC)	1965-1969
	4	Annual Reports (AHSC)	1970-1974
	5	Annual Reports (AHSC)	1975-1979
	6	Annual Reports (AHSC)	1980-1984
	7	<i>Bulletin</i> (Product Listings and Prices)	1942-1943
	8	<i>Bulletin</i>	1943-1944
	9	<i>Bulletin</i>	1944-1946
	10	<i>Bulletin</i>	1946-1947
	11	<i>Bulletin</i>	1947-1948
12	1	<i>Bulletin</i>	1948-1949
	2	<i>Bulletin</i>	1950
	3	<i>Bulletin</i>	1951-1952
	4	<i>Bulletin</i>	1953-1954
	5	<i>Bulletin</i>	1959
	6	<i>Bulletin</i>	1960
	7	<i>Bulletin</i>	1961
	8	<i>Bulletin</i>	1962
	9	<i>Bulletin</i>	1963
	10	<i>Bulletin</i>	1964
13	1	<i>Bulletin</i>	1965
	2	<i>Bulletin</i>	1966
	3	<i>Bulletin</i>	1967
	4	<i>Bulletin</i>	1968

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<u>Box</u>	<u>Folder</u>	<u>Title</u>	<u>Dates</u>
13	5	<i>Bulletin</i>	1978
	6	<i>Bulletin</i>	1981
	7	<i>Bulletin</i> Inserts	1950, 1963, n.d.
	8	<i>Communique</i>	1973
	9	<i>Communique</i>	1974
	10	<i>Communique</i>	1975
	11	<i>Communique</i>	1976
	12	<i>Communique</i>	1962
	13	Information Systems	ca. 1977
	14	<i>Pulse</i>	1982
	15	<i>Scope</i> , Vol. 1	1972
	16	<i>Scope</i> , Vol. 2	1973
	17	<i>Scope</i> , Vol. 3	1974
	18	<i>Scope</i> , Vol. 4	1975
	19	<i>Tomahawk</i> , Vol. 1	1943
	20	<i>Tomahawk</i> , Vol. 2	1944-1945
	21	<i>Tomahawk</i> , Vol. 4	1947
	22	<i>Tomahawk</i> , Vol. 7	1950
	23	<i>Tomahawk</i> , Vol. 8	1950
	24	<i>Tomahawk</i> , Vol. 9	1951
	25	<i>Tomahawk</i> , Vol. 10	1952
	26	<i>Tomahawk</i> , Vol. 11	1953
	27	<i>Tomahawk</i> , Vol. 12	1954
14	1	<i>Tomahawk</i> , Vol. 13	1955-1956
	2	<i>Tomahawk</i> , Vol. 14	1956
	3	<i>Tomahawk</i> , Vol. 15	1957
	4	<i>Tomahawk</i> , Vol. 16	1958
	5	<i>Tomahawk</i> , Vol. 17	1959
	6	<i>Tomahawk</i> , Vol. 18	1960
	7	<i>Tomahawk</i> , Vol. 19	1961
	8	<i>Tomahawk</i> , Vol. 21	1963
	9	<i>Tomahawk</i> , Vol. 22	1964
	10	<i>Tomahawk</i> , Vol. 23	1965
	11	<i>Tomahawk</i>	1966
	12	<i>Tomahawk</i>	1970

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14	13	<i>Vanguard</i> (Pharmaseal Laboratories)	1973-1976
	14	<i>Weekly Gossip</i> , Vol. 17	1942
	15	<i>Weekly Gossip</i> , Vol. 18 (Jan.-June)	1943
15	1	<i>Weekly Gossip</i> , Vol. 18 (July-Dec.)	1943
	2	<i>Weekly Gossip</i> , Vol. 19 (Jan.-June)	1944
	3	<i>Weekly Gossip</i> , Vol. 19 (July-Dec.)	1944
	4	<i>Weekly Gossip</i> , Vol. 20 (Jan.-June)	1945
	5	<i>Weekly Gossip</i> , Vol. 20 (July-Dec.)	1945
	6	<i>Weekly Gossip</i> , Vol. 21 (Jan.-June)	1946
	7	<i>Weekly Gossip</i> , Vol. 21 (July-Dec.)	1946
16	1	<i>Weekly Gossip</i> , Vol. 22 (Jan.-June)	1947
	2	<i>Weekly Gossip</i> , Vol. 22 (July-Dec.)	1947
	3	<i>Weekly Gossip</i> , Vol. 23 (Jan.-June)	1948
	4	<i>Weekly Gossip</i> , Vol. 23 (July-Dec.)	1948
	5	<i>Weekly Gossip</i> , Vol. 24 (Jan.-June)	1949
	6	<i>Weekly Gossip</i> , Vol. 24 (July-Dec.)	1949
	7	<i>Weekly Gossip</i> , Vol. 25 (Jan.-June)	1950
17	1	<i>Weekly Gossip</i> , Vol. 25 (July-Dec.)	1950
	2	<i>Weekly Gossip</i> , Vol. 26 (Jan.-June)	1951
	3	<i>Weekly Gossip</i> , Vol. 26 (July-Dec.)	1951
	4	<i>Weekly Gossip</i> , Vol. 27 (Jan.-June)	1952
	5	<i>Weekly Gossip</i> , Vol. 27 (July-Dec.)	1952
	6	<i>Weekly Gossip</i> , Vol. 28 (Jan.-June)	1953
	7	<i>Weekly Gossip</i> , Vol. 28 (July-Dec.)	1953
18	1	<i>Weekly Gossip</i> , Vol. 29 (Jan.-June)	1954
	2	<i>Weekly Gossip</i> , Vol. 29 (July-Dec.)	1954
	3	<i>Weekly Gossip</i> , Vol. 30 (Jan.-June)	1955
	4	<i>Weekly Gossip</i> , Vol. 30 (July-Dec.)	1955
	5	<i>Weekly Gossip</i> , Vol. 31 (Jan.-June)	1956
	6	<i>Weekly Gossip</i> , Vol. 31 (July-Dec.)	1956
	7	<i>Weekly Gossip</i> , Vol. 32 (Jan.-June)	1957

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19	1	<i>Weekly Gossip</i> , Vol. 32 (July-Dec.)	1957
	2	<i>Weekly Gossip</i> , Vol. 33 (Jan.-June)	1958
	3	<i>Weekly Gossip</i> , Vol. 33 (July-Dec.)	1958
	4	<i>Weekly Gossip</i> , Vol. 34 (Jan.-June)	1959
	5	<i>Weekly Gossip</i> , Vol. 34 (July-Dec.)	1959
	6	<i>Weekly Gossip</i> , Vol. 35 (Jan.-June)	1960
20	1	<i>Weekly Gossip</i> , Vol. 35 (July-Dec.)	1960
	2	<i>Weekly Gossip</i> , Vol. 36 (Jan.-July)	1961
	3	<i>Weekly Gossip</i> , Vol. 36 (July-Dec.)	1961
	4	<i>Weekly Gossip</i> , Vol. 37 (Jan.-June)	1962
	5	<i>Weekly Gossip</i> , Vol. 37 (July-Dec.)	1962
21	1	<i>Weekly Gossip</i> , Vol. 38 (Jan.-June)	1963
	2	<i>Weekly Gossip</i> , Vol. 38 (July-Dec.)	1963
	3	“Dear Friend” Letters	1937-1986
	4	Catalog Fragments and Illustrations	n.d.
	5	Corporate Brochures and Profiles	n.d.
	6	Shareholder Meeting and Quarterly Reports	1979
22	1	<i>Bulletin</i>	1948-1949
	2	<i>Bulletin</i>	1950
	3	<i>Bulletin</i>	1951-1952
	4	<i>Bulletin</i>	1953-1954
Catalogs			
23	1	Catalogs #1 and #3	1925-1927
	2	Dietary Products (Product Catalogs)	1968
	3	Fisher and Burpe	1960
	4	Fisher and Burpe	1961
	5	Fisher and Burpe	1962
	6	Fisher and Burpe	1963
Publications			
	7	<u>AC Current</u>	1982

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23	8	Annual Reports (AHSC)	1939, 1944, 1951, 1954
	9	<i>Bulletin</i>	1955
	10	<i>Bulletin</i>	1956
	11	<i>Bulletin</i>	1957
24	1	<i>Bulletin</i>	1958
	2	<i>Bulletin</i>	1969
	3	<i>Bulletin</i>	1970
	4	<i>Bulletin</i>	1971
	5	<i>Bulletin</i>	1972
	6	<i>Bulletin</i>	1973
	7	<i>Bulletin</i>	1974
	8	<i>Bulletin</i>	1975
	9	<i>Bulletin</i>	1976
	10	<i>Bulletin</i>	1977
	11	<i>Bulletin</i>	1978
	12	<i>Bulletin</i>	1978-1979
	13	<i>Bulletin</i>	1982-1985
	14	<i>Bulletin</i> (Canada)	1964
25	1	<i>Bulletin</i> (Canada)	1965
	2	<i>Bulletin</i> (Canada)	1967
	3	<i>Bulletin</i> (Canada)	1968
	4	<i>The Education Advisor</i>	1981
	5	<i>HC Network</i>	1983
	6	<i>HMQ</i>	1983
	7	<i>Inside S/P</i>	1982-1984
	8	<i>Intercom</i>	1959-1976
	9	<i>Intercom</i>	1977-1980
	10	<i>Intercom</i>	1981-1984
	11	<i>Lifeline</i>	1979-1981
	12	<i>McGaw News</i>	1970-1971
	13	<i>Nursing Home Products</i>	1961-1967

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26	1	<i>Nursing Home Specialist</i>	1955-1957
	2	<i>Oracle</i>	1977-1984
	3	<i>Our House</i>	1971
	4	<i>Pharmedica</i>	1983
	5	<i>Pulse</i>	1976-1980
	6	<i>Pulse</i>	1981-1985
	7	<i>Quip</i>	1982-1983
	8	<i>Rehabilitation Products</i>	1959-1964
	9	<i>S/Pecial</i>	1982-1983
	10	<i>Specialist</i>	1984
	11	<i>Spotlight</i>	1980
	12	<i>Tomahawk</i>	September 1946
	13	<i>Tomahawk</i>	1962
	14	<i>Tomahawk</i>	1966-1968
	15	<i>Vital Signs</i>	1976-1983
	16	<i>Weekly Gossip</i>	1983-1985
27	1	“Dear Friend” Letters from Foster G. McGaw	1937-1941
	2	“Dear Friend” Letters From Foster G. McGaw (Rehabilitation Products)	1957-1961
	3	Catalog Specials	1936-1939
	4	Miscellaneous Publications	1950-1976
	5	Miscellaneous Newsletters	1965-1983
	6	Corporate Brochures and Profiles	1967-1984
	7	Shareholders Meetings	1951-1984
	8	Quarterly Reports	1956-1985