

**AMERICAN HOSPITAL SUPPLY CORPORATION  
RECORDS, 1920-1986**

**Series 55/28/3**

**Boxes 1-22**

**History**

Founded in 1922 by Foster G. McGaw (1897-1986), the American Hospital Supply Corporation (AHSC) served as a major supplier of health care products to hospitals in the United States and around the world through subsidiaries for over half a century. The AHSC dominated the hospital supply field during the 1930s and 1940s by changing the way hospital supplies were marketed, designating regional salesman who made frequent sales calls. The AHSC continued to dominate the field by diversifying its product line and later by pursuing vertical integration of suppliers. The AHSC maintained its position of leader in the health care industry until the corporation was acquired by competitor Baxter Travenol in a merger on November 25, 1985.

The 1950s and 1960s was a period of strong growth for the AHSC. In 1953, the AHSC reported sales surpassing \$37.5 million. Ten years later, sales had jumped to \$150 million. By 1964, the AHSC sold to 19 out of 20 hospitals in America. The AHSC also employed one out of every 46 workers in America as well. While the tremendous success enjoyed by the AHSC was a result of the corporation's strong leadership, the growth of the hospital industry also played a vital role in increasing sales for the AHSC. From 1946 to 1962, the number of hospital beds rose 15%. During that same time, hospital admissions rose by 70%.

Throughout the history of the AHSC, Foster G. McGaw played a prominent role in the direction of the corporation. McGaw's influence on the day-to-day operations of the AHSC lessened as the corporation expanded and branched out into manufacturing during the 1960s and 1970s. Despite McGaw's waning influence within the AHSC executive structure, he still maintained a role of father figure to the corporation.

For more information about the AHSC, see *Growth Through Service: The Story of the American Hospital Supply Corporation* by Frederick D. Sturdivant (Evanston: Northwestern University Press, 1970).

**Description**

Filling twenty-two boxes, this series dates between 1920 to 1986. The records are arranged alphabetically by topic in keeping with the system of ordering established by the donor, Foster G. McGaw. Within the folders, documents are arranged in chronological order by date with the exception of the scrapbook folders, which are arranged in a rough chronological order by date.

Advertising Records detail the early efforts of the AHSC and include journal advertisements, export advertisements, and institutional advertisements. Corporate correspondence includes correspondence between Foster G. McGaw and Neal Ball, Karl Bays, Charles F. Hough, Mackay A. Calder, and others. Division records include many of the AHSC's acquisitions and subsidiaries. The scrapbook records contain news clippings, correspondence, speeches, greetings

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cards, awards, and photocopies of newspaper articles among other things. The scrapbook records illustrate the blurred distinction between Foster G. McGaw's career as president, and his later position of honorary chairman of the board, of the AHSC and his personal life.

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

**Restriction:** None.

**Separation:** One and a half cubic feet of duplicates and extraneous material were discarded. Publications were separated and interfiled with series 55/28/1. A small number of photographs were separated.

**Processor:** Ned Howard, December, 1997.

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**Container List**

<b><u>Box</u></b>	<b><u>Folder</u></b>	<b><u>Title</u></b>	<b><u>Dates</u></b>
1	1	Advertising: Baxter Laboratories, Inc.	1962-1954
	2	Advertising: Early	1927-1930
	3	Advertising: Export Division,	1952-1953
	4	Advertising: General	1942-1947
	5	Advertising: General	1944
	6	Advertising: General	1945-1949
	7	Advertising: General	1955-1956
	8	Advertising: Institutional	1952-1954
	9	Advertising: Journal Ads	1956-1959
	10	Advertising: Journal Ads	1961-1962
2	1	Advertising: Journal Clippings	1956-1960
	2	Advertising: Meal Pack	1952-1953
	3	Advertising: Serum	1952-1953
	4	Benefits and Compensation: Automatic Payroll Deposit	1977
	5	Benefits and Compensation: Booz, Allen, and Hamilton	1953-1959
	6	Benefits and Compensation: Booz, Allen, and Hamilton	1960-1961
	7	Benefits and Compensation: Employee Benefits	1976-1977
	8	Benefits and Compensation: Equitable Group Life Insurance	1974-1978
	9	Benefits and Compensation: Executive Compensation Planning	1960
	10	Benefits and Compensation: Incentive Investment Plan	1978-1982
	11	Benefits and Compensation: Insurance	1963-1976
	12	Benefits and Compensation: John Hancock Insurance	1955-1983
	13	Benefits and Compensation: Prudential Insurance	1978
	14	Benefits and Compensation: Prudential Medical Plan	1979-1980
	15	Benefits and Compensation: Sun Life Assurance Insurance	1941-1982
	16	Benefits and Compensation: Travel Insurance	1957-1973
3	1	Board Meetings: Agendas	1985
	2	Board Meetings: Correspondence	1970-1977
	3	Board Meetings: Minutes	1985
	4	Corporate: 30th Anniversary	1952
	5	Corporate: 40th Anniversary	1962
	6	Corporate: 45th Anniversary	1967
	7	Corporate: 50th Anniversary	1972
	8	Corporate: 55th Anniversary	1977
3	9	Corporate: Annual Report Mailing List	1978-1985

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<b><u>Box</u></b>	<b><u>Folder</u></b>	<b><u>Title</u></b>	<b><u>Dates</u></b>
	10	Corporate: Business Ethics and Code of Conduct	1977-1985
	11	Corporate: By-Laws	1977-1978
	12	Corporate: History and Profiles	1964-1971
	13	Corporate: Incorporation	1922
	14	Corporate: Management Philosophy Project	1979
	15	Corporate: Northwestern University School of Commerce	1953
4	1	Corporate: Officer's Liability	1976
	2	Corporate: Organization Structure	1957-1961
	3	Corporate: Political Contributions Policy	1975-1976
	4	Corporate: Profit Sharing Trust	1962-1986
	5	Corporate: Organization Charts	1954-1976
	6	Corporate: Top Management Organization Manual (Draft)	1958
	7	Corporate: Top Management Organization Manual (Short)	1958
	8	Corporate: Unit Head Meeting	1971
	9	Corporate: Correspondence; Ball, Neal	1976
	10	Corporate: Correspondence; Bays, Karl D.	1969-1976
	11	Corporate: Correspondence; Baxter, Delia	1959-1968
	12	Corporate: Correspondence; Bernthal, Harold G.	1959-1968
	13	Corporate: Correspondence; Cushman, Austin T.	1970
	14	Corporate: Correspondence; Employees	1939-1942
	15	Corporate: Correspondence; Hough, Charles F.	1961-19675
5	1	Corporate: Correspondence; Houser, Theodore V.	1963
	2	Corporate: Correspondence; Mackay, A. Calder	1964-1965
	3	Corporate: Correspondence, Misc.	1937-1980
	4	Corporate: Correspondence, Misc.	1982-1985
	5	Corporate: Correspondence; Murdough, Thomas G.	1961-1962
	6	Corporate: Correspondence; Stevens, Leo E.	1932-1968
	7	Corporate: Correspondence; Storch, C. A.	1974-1975
	8	Corporate: Customer Form Letters	1949-1964
	9	Corporate: Customer Form Letters	1952-1965
	10	Divisions: American Hospital Supply Corporation	1976
	11	Divisions: Arnar Stone	1973-1976
	12	Divisions: Baxter Laboratories	1935-1973
5	13	Divisions: Dade	1973
	14	Divisions: Don Baxter, Inc.	1935-1965
	15	Divisions: Don Baxter, Inc.	1945-1948
6	1	Divisions: Hospital Building and Equipment Co.	1975
	2	Divisions: Medicus Corporation	1970-1973

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	3	Divisions: McGaw Laboratories	1976
	4	Divisions: McGaw Park Opening	1970
	5	Divisions: Irvine Industrial Complex	1969-1976
	6	Divisions: Irvine Industrial Complex	1970
	7	Divisions: Other Corporate Officers	1958-1976
	8	Divisions: Scientific Products	1954
	9	Divisions: Scientific Products	1976
	10	Educational Foundation	1981-1984
	11	Employee Letters	1951-1964
	12	Financial: International Financing	1977
	13	Financial: Northwest National Bank	1966-1968
	14	Financial: Tax Revision Act	1976
	15	Lake County Property	1968-1969
	16	Legal: Anti-Trust	1968-1975
	17	Legal: Federal Election Commission	1980
7	1	Legal: Four Seasons Nursing Corporation Litigation 1	1977
	2	Legal: Four Seasons Nursing Corporation Litigation 2	1977
	3	Legal: Four Seasons Nursing Corporation Litigation 3	1977
	4	Legal: Gardner, Carton & Douglas	1976
	5	Legal: Keck, Robert C., Proceedings	1978
	6	Legal: Keck, Robert C., SUNH Audit	1977-1978
	7	Legal: McGaw Laboratories and the FDA	1976
	8	Legal: Stockholders Derivative Class Action	1977
8	1	Legal: White and White V. AHSC	1982
	2	Marketing: Disposable Diaper Survey	1971-1972
	3	Marketing: General Service Administration Open Market Selling	1973
	4	Marketing: Report	1978
	5	Medical Device Legislation	1969-1971
	6	Mergers: AHSC/HCA Merger	1984-1985
	7	Mergers: AHSC/HCA Merger	1984-1985
	8	Mergers: AHSC/HCA Merger	1984-1985
	9	Mergers: AHSC/HCA Merger	1984-1985
	10	Mergers: AHSC/HCA Merger	1984-1985
9	1	Mergers: Baxter Acquisition of AHSC	1985
	2	Mergers: Information on Acquisitions and Subsidiaries	1969
	3	Press Clippings	Undated

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	4	Press Clippings	1951-1970
	5	Press Clippings	1971-1977
	6	Press Clippings	1978
	7	Press Clippings	1979-1980
	8	Press Releases	1969-1980
10	1	Products: Flyers	Undated
	2	Products: New Releases	1953
	3	Products: New Releases	1955-1957
	4	Products: New Releases	1958
	5	Products: New Releases	1958
	6	Products: Letters	1947-1963
	7	Products: Letters	1952-1963
11	1	Scrapbook	1920-1938
	2	Scrapbook	1943-1949
	3	Scrapbook	1950-1952
	4	Scrapbook	1950-1959
	5	Scrapbook	1962-1964
12	1	Scrapbook	1965
	2	Scrapbook	1965-1968
	3	Scrapbook	1966
	4	Scrapbook	1967
	5	Scrapbook	1968
13	1	Scrapbook	1969
	2	Scrapbook	1969
	3	Scrapbook	1970
	4	Scrapbook	1970
14	1	Scrapbook	1971
	2	Scrapbook	1971
	3	Scrapbook	1972
	4	Scrapbook	1973
14	5	Scrapbook	1974
15	1	Scrapbook	1975
	2	Scrapbook	1975

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<b><u>Box</u></b>	<b><u>Folder</u></b>	<b><u>Title</u></b>	<b><u>Dates</u></b>
	3	Scrapbook	1976
	4	Scrapbook	1976
	5	Scrapbook	1976
	6	Scrapbook	1977
16	1	Scrapbook	1977
	2	Scrapbook	1978
	3	Scrapbook	1978
	4	Scrapbook	1978
	5	Scrapbook	1978
	6	Scrapbook	1979
	7	Scrapbook	1980
17	1	Scrapbook	1980-1981
	2	Scrapbook	1981
	3	Scrapbook	1982
	4	Scrapbook	1982
	5	Scrapbook	1982
	6	Scrapbook	1983
18	1	Scrapbook	1983
	2	Scrapbook	1983
	3	Scrapbook	1984
	4	Scrapbook	1984
	5	Scrapbook	1984
	6	Scrapbook	1985
19	1	Scrapbook	1985
	2	Scrapbook: Growth through Service Autograph List	1970-1973
	3	Securities and Exchange Commission: Audit Committee Final Report	1977
	4	Securities and Exchange Commission: Audit Committee Report to Board of Directors	1977
	5	Securities and Exchange Commission: Common Stock	1966-1978
19	6	Securities and Exchange Commission: Form 4	1985
	7	Securities and Exchange Commission: Form 8-K	1976-1979
	8	Securities and Exchange Commission: Form 10-K	1981-1983
	9	Securities and Exchange Commission: Form 13-D	1982
	10	Securities and Exchange Commission: Form S-7	1971-1982

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		Registration	
20	1	Securities and Exchange Commission: Miscellaneous	1929-1985
	2	Securities and Exchange Commission: Report	1960-1985
	3	Speeches: Bays, Karl	1970-1977
	4	Speeches: Corporate Officers	1952-1960
	5	Speeches: Ehmann, Frank A.	1976
	6	Speeches: Miscellaneous	1952-1963
	7	Speeches: Miscellaneous	1962-1978
21	1	Stock Information: Common Stock Public Sale	1962-1973
	2	Stock Information: Conflict of Interest	1970-1978
	3	Stock Information: Miscellaneous	1951-1953
	4	Stock Information: Miscellaneous	1962-1969
	5	Stock Information: Miscellaneous	1962-1980
	6	Stock Information: Miscellaneous	1970-1980
	7	Stock Information: Miscellaneous	1970-1980
	8	Stock Information: Miscellaneous	1970-1980
	9	Stock Information: Miscellaneous	1971
	10	Stock Information: Miscellaneous	1972
	11	Stock Information: Miscellaneous	1973
22	1	Stock Information: Miscellaneous	1974-1975
	2	Stock Information: Miscellaneous	1976
	3	Stock Information: Miscellaneous	1977
	4	Stock Information: Proxy Registration	1980-1985
	5	Stock Information: Proxy Registration Statement and Question	1960-1979
	6	Stock Information: Public Offering	1969-1970
	7	Stock Information: S-1 Stock Option Prospectus	1977
	8	Stock Information: Secondary Offering	1973
	9	Stock Information: Shelf Registration	1973
	10	Stock Information: Stock Split Evaluation	1972
	11	Stock Information: Stock Split Evaluation	1978-1986