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## BUSINESS NEWS

# Building a Better Simulator for Space

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The mousetrap story updated would go: "When you build a better outer space simulator, the electronic giants will beat a path to your door."

This new version applies to Ultek Corp., Mountain View manufacturer of ultra high vacuum equipment.

The order backlog totals \$1.5 million, a 41 percent climb from a year ago, reports Robert M. Ward, president.

### FOR TESTING

Ultek builds space simulation equipment that creates environment for testing equipment destined for space projects.

Ward said customers are space agency contractors and the National Aeronautics and Space Administration itself. Among the former are Boeing, Douglas, North American Aviation, Radio Corp. of America and International Telephone.

"The space simulation chamber is the area in which we have made the greatest progress," Ward commented. "We also have sold some of our vacuum chambers overseas."

### FASCINATED

Ultek was organized in 1959 by men who were unhappy working for other scientists and a board of directors fas-



REID DENNIS  
Board chairman

ciated by space technology.

Reid W. Dennis, vice president-investments of Fund American Companies (Fireman's Fund), is board chairman.

Among the directors are John C. Beckman, chairman of Beckman & Whitley, Inc., and William K. Bowes Jr., vice president of Blyth & Co., Inc.

### NEW FIRM

The first president, Lewis Hall, once of Varian Associates, again is pioneering a new company. Robert M. Ward, has been president of Ultek since February, 1964.

He is a former vice president of Beckman Instruments, Inc.

Ward has just reported net income of 13 cents a share for this year's first half, down from 21 cents a year earlier, although sales topped \$1.8 million vs. \$1.7 million.

He attributes the profits dip to "product mix" and asserts the error has been corrected with increased volume of more profitable items.

### SALES GOAL

While unwilling to estimate full-year earnings, Ward sets a 1966 sales goal of \$4 million or more compared with \$3.5 million in 1965 and \$2.9 million in 1964. Last year's earnings equalled 38 cents a share vs. 26 cents in 1964.

Beyond NASA and the space contractors, the manufacturers of micro-circuitry are customers for Ultek products — ion pumps, cryogenic pumps, instruments for analyzing environments.

### NO DIVIDENDS

The small science company counts 120 employes and 350 stockholders. The latter never have received a dividend, cash or stock.

Ward attributes rising sales to the nation's space spending and growing industrial uses of vacuum chambers. Government orders, direct and indirect, account for 60 percent of sales, he estimates.