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197 Riverside Avenue
Riverside, Conn. 06878
January 6, 1965

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Michael E. DeBakey, M.D., Chairman
Presidential Commission on Heart Disease,
Cancer and Stroke
1200 M.D. Anderson Blvd.
Houston, Texas

Dear Dr. DeBakey:

The program proposed by the Presidential Commission on Heart Disease, Cancer and Stroke is of immeasurable interest and importance to all Americans. In the Medical World News article, Dec. 18, 1964, it is reported that the commission has found "that the standards of care in many of the nation's hospitals have slipped far below what they should be". I know from personal experience that this is so and I would like to assist the Presidential Commission in taking corrective measures.

For the past ten years I have served hospitals throughout the nation as a Nurse-Consultant in the hospital field. My specialty is inhalation therapy and, as you know, vital oxygen and other applications of inhalation therapy are used both as direct and supportive measures in the treatment of heart disease, cancer and stroke. I am proud to report that I have been personally involved in improving the care of patients needing oxygen in over 300 hospitals. Many of the leading inhalation therapy departments in the nation's hospitals emerged as the result of my recommendations following individual surveys of facilities and methods. Approximately 500 hospitals today are using an Inhalation Therapy Manual and technical procedure sheets which I developed and wrote.

Of the 5,684 short term general hospitals in the U.S., I estimate that approximately 500 have efficiently functioning inhalation therapy departments under medical and technical supervision. However, in the large majority of hospitals the handling of inhalation therapy is an uneconomical and wasteful duplication of skills and resources and much counseling and guidence is needed to resolve the problem.

It is my wish to continue the important service I have been rendering to hospitals and to make it more generally available to them. I believe I can contribute valuable knowledge and assistance to the Presidential Commission's proposed program.

My resume, encompassing 21 years of experience as a professional nurse, is enclosed. I would like to explore with you the possibility of a government assignment and shall be anticipating a favorable reply.

Sincerely yours,

Joan K. Grayson

Joan K. Grayson, R.N.

enc.
cc: Anthony J. Celebrezze, Secretary of HEW
Senators Abraham A. Ribicoff and Thomas J. Dodd
Mr. Boone Powell, Adm., Baylor University Medical Center, Dallas

REPORT ON THE VALUES OF ..... JOAN K. GRAYSON, R.N.

197 Riverside Avenue
Riverside, Conn. 06878
Code 203 637-1033

BJECTIVE — CONSULTING/COUNSELING/PROMOTING...PRODUCTS AND/OR SERVICES...HOSPITAL FIELD

UALIFICATIONS — Registered Nurse with more than 10 years successful experience in conducting surveys and consultations which have provided some 300 hospitals with guidance, analysis, information and training in operation of special medical services. Results: improved patient care and reduced costs for hospitals; implemented sales and promoted good will for the supplier.

Particularly effective in establishing and reorganizing inhalation therapy services to provide efficient controls in the best interests of hospital and patient; and counseling regarding facilities and equipment for general and critical care areas.

ACKGROUND INCLUDES — Preparing educational materials; planning and coordinating educational programs and curricula; lecturing and teaching.

Specialties: inhalation therapy, suction therapy, hyperbaric therapy, sterilant gases, safe practices and assisting suppliers with sales promotion, advertising, and public relations.

SOME EXAMPLES OF EFFECTIVENESS

USTOMER RVICE

* The leading inhalation therapy department and school of inhalation therapy on the Eastern seaboard developed as the result of a nurse-consultant survey which uncovered a highly uneconomical service for bringing oxygen to patients. Constructive criticism was well received and steps were taken to reorganize the entire service using the survey report as a step-by-step guide.

* Increased inhalation therapy department's income 31% in 3 months by reorganizing procedures and by recommending the latest techniques. This allowed 25% more patients to be treated on 5% less oxygen. In addition, quality of therapy improved, "volume of traffic" increased, and established long range growth pattern for total oxygen consumption.

* In a major medical center, put inhalation therapy service on self-supporting basis by improving efficiency of operation, revising charges and collection methods, and introducing new techniques. Instituted better record keeping and improved quality of service to physicians and patients. These techniques enabled the hospital to increase number of patients treated from 500 to 1100 per month as total treatments rose 450% over a six year period. In this period, oxygen consumption increased by 120,000 cu. ft./mo. and much additional apparatus was purchased.

DUCATIONAL MATERIAL

* Planned and wrote an Inhalation Therapy Manual which is now in use in more than 500 hospitals in the U.S.A. and Canada. Regularly up-dated Manual to keep hospitals abreast of new techniques and equipment, providing a means for hospitals to operate at a high level of efficiency...Also developed nursing arts procedure sheets covering step-by-step use of various products ...Assisted in development of customer training films. These materials became the basis of company's sales promotion efforts and enabled it to charge a premium for the product.

TURING AND TEACHING
* Up-graded the technical competence and knowledge of professional hospital staff by lecturing on various therapies and teaching specialized techniques. This also helped build morale of personnel and created an excellent public image of the company.

PRODUCT IMPROVEMENT
* Helped major corporation in search for new products by assisting with survey of hospital disposables. Kept corporation abreast of new medical developments, applications and techniques by systematically reporting back on observations and continuous reading of medical and hospital publications.

PROMOTION OF PRODUCTS AND SERVICES
* Opened many doors normally closed to salesmen because of being a Registered Nurse. Being an R.N. also improved liaison with professional staff and played a key role in company's ability to bring products and services to attention of hospital administration and staff.

EMPLOYMENT HISTORY

Consultant, Medical Products Department, 1955 through 1964, Union Carbide Corporation, Linde Division. Responsible for implementing medical usage of Linde's products in hospitals. Conducted consultations, taught, lectured, prepared educational materials, conducted sales training of representatives, assisted with preparation of sales promotion materials and advertising copy, technical direction of films, contributed to writing and editing of Inhalation Therapy Bulletin, and trained other nurse consultants.

Assistant Director, Department of Special Medical Service, November 1953 to May 1955, Michael e Hospital and Medical Center, Chicago, Illinois. Responsible for supervision of teams of echnicians performing penicillin injections, blood drawing and inhalation therapy service.

Assistant to Radiologist, September 1950 to October 1953, Greenwich Hospital, Greenwich, Conn. esponsible for management of office, did dictaphone transcription of x-ray reports, and acted s Radiotherapist following on-the-job training.

teno-Clerk II (secretary to school principal), November 1947 to September 1950, Board of ducation, Greenwich, Conn. Responsible for managing school office, handling supplies, tabuating monthly attendance records, and liaison with parents and teachers.

arish Secretary, February 1946 to November 1947. Responsible for managing church office and arish records, typed and mimeographed Sunday programs, gave general assistance to Rector and arishioners.

eneral and private duty nursing, 1945, Greenwich, Conn.

ILITARY SERVICE
United States Army Nurse Corps, 1943-44 (Second Lieut.)
Service in U.S.A., Australia and New Guinea.

ERSONAL
Born: July 19, 1918; single.

DUCATION
Graduate of Greenwich Hospital School of Nursing 1942
Registered Professional Nurse (R.N.)
Licensed to practice in Connecticut and New York

OFESSIONAL RGANIZATION EMBERSHIPS
American Nurses Association and Connecticut State Nurses Association
National League for Nursing
American Association of Inhalation Therapists
American National Red Cross Nurse