



Business

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Stock listings, 3-5D

Daily News, Tuesday, May 7, 1991

Stock prices end mixed on tepid turnover

NEW YORK — Wall Street wound down a tepid session mostly lower Monday, but blue chip stocks managed to eke out a small gain in the last few minutes of trading.

The Dow Jones industrial average closed up 2.78 points to 2,941.64. On the broad market, declines led advances 778 to 736. Volume was a light 128.4 million shares on the New York Stock Exchange.

Volume was the lowest since nearly 110 million shares changed hands on Jan. 15 — the day before the gulf war erupted.

Some computerized buying boosted prices slightly, but trading was lackluster as investors showed no buying enthusiasm, traders said.

Bush's health worries investors

Concerns about President Bush's weekend hospitalization for an irregular heartbeat dominated early trading and gave already wary investors an excuse to remain sidelined. Bush returned to the White House in the morning and resumed his weekend.

"The market was very nervous over President Bush's health. I think the reality of (Vice President) Dan Quayle being president spoiled the market a little bit," said Edward Shopkorn, a managing director at Mason Securities.

Analysts noted that the market was sliding off last week's rise that was sparked

by the Federal Reserve's move to lower interest rates and stimulate economic activity.

"The market floated upwards celebrating the discount rate cut. It reached equilibrium Friday and now we're sliding backwards," said Jack Solomon, a technical analyst at Bear Stearns. "With Tokyo and London closed, that's also led a bit of a vacuum under the market."

Both the Tokyo and London markets were closed for national holidays.

Investors also stayed sidelined ahead of the U.S. Treasury's \$37 billion auction beginning today.

News that American Telephone & Telegraph Co. had finally won its battle to acquire NCR Corp. was a major event, but one that had little market impact, traders said.

"People thought that (the AT&T-NCR merger) was just a matter of time," said Alice Sardo, a vice president at McDonald & Co. "Today, we were just stuck."

"There was so much uncertainty over the (merger) numbers we saw Friday," she added.

The April jobs data was stronger than projected. The unemployment rate fell to 6.6 percent from 6.8 percent the prior month, its first decline in almost a year.

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30-Year Treasury	
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Scott Patterson (right) and Mark Samuels, vice president and president of Laser Atlanta, demonstrate their laser detector on Goshen Springs Road in Norcross.

Small company develops speed gun that uses laser

By Charles Davidson

Daily News staff writer

NORCROSS — A small company spent a year and a half working on a new type of speed gun police officers can use to catch speeders that the company says will foil radar detectors.

The company, Norcross-based Laser Atlanta, has built a device that emits a laser beam that will determine the distance and speed of a vehicle. Its main advantage over traditional radar speed guns is that it can be zeroed in on one vehicle on a crowded highway, while radar is more a scattershot approach, said Mark A. Samuels, president and majority owner of Laser Atlanta.

This will help law officers present better evidence in court, the company says.

Because of its narrow beam, Laser Atlanta's product, called ProLaser, also cannot be

easily picked up by radar detectors, the company said.

"We have high hopes that this will be the bread and butter of the company for at least a couple of years while we continue to develop medical products," Samuels said.

Samuels and Scott W. Patterson, who worked together in mainly defense-related laser research at GEC Avionics Inc. in Norcross, started Laser Atlanta in November 1989. Laser Atlanta has only seven full-time employees and hopes to generate about \$800,000 in sales in 1991, Samuels said.

Half those revenues, he said, should come from the ProLaser.

Laser Atlanta's ProLaser is being marketed to police departments by Kustom Signals Inc., a Kansas company that bills itself as the nation's largest maker of radar speed guns.

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Company develops new laser speed gun

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Laser Atlanta receives a royalty for each speed gun that Kustom sells.

A Colorado company, Laser Technology Inc., has a speed gun that uses a laser beam that is already on the market, Samuels said. Samuels and Patterson say their device has a better sighting mechanism and a better display. The display is known as a head-up display and allows the user to see the car and read its speed at the same time.

This way, the police officer can keep watching the car he or she is monitoring and not lose sight of it.

With most speed guns, a police officer must look away from the car to read the speed when it is displayed. And the Laser Technology machine uses a telescopic sight like a rifle scope, so the user must then look at another display to read the speed of a car, Samuels said.

The laser beam emitted by the ProLaser is invisible to the naked eye and consists of a series of a few billion pulses per second. A large number of pulses bounce back to the speed gun, where a microprocessor calculates how far the car has traveled in the elapsed time to arrive at its speed.

Right now, no police departments are using the ProLaser. Laser Atlanta just introduced the product April 10.

But as Kustom shows the product to departments, interest has been high, Patterson said. A spokesman for the Georgia State Patrol, Sgt. Ed Smith, said the agency is in the very early stages of studying the new laser speed gun.

"It's just too new to say how great it's going to be," Smith said.

Patterson and Samuels say law officers are not the only people using the ProLaser. They said an automobile manufacturer, which they said they could not name, had tested one to work with a cruise control system. In this application, the ProLaser would be used to avoid accidents by gauging the distance of a vehicle that the auto is approaching and automatically reducing speed to avoid an accident.

Also, the crew of a boat that he is in the America's Cup yacht race has bought a ProLaser to monitor the speed and range of other boats, Patterson said. And the sports television network ESPN has inquired about using the laser guns to read the speeds on racing cars.

In addition to the speed detection device, Laser Atlanta is also working on machines for laser surgery and machines for use in dentistry. The company makes a device used to detect diabetes. Samuels said he expects to sign an agreement soon with a company that will market the diabetes detection machine.