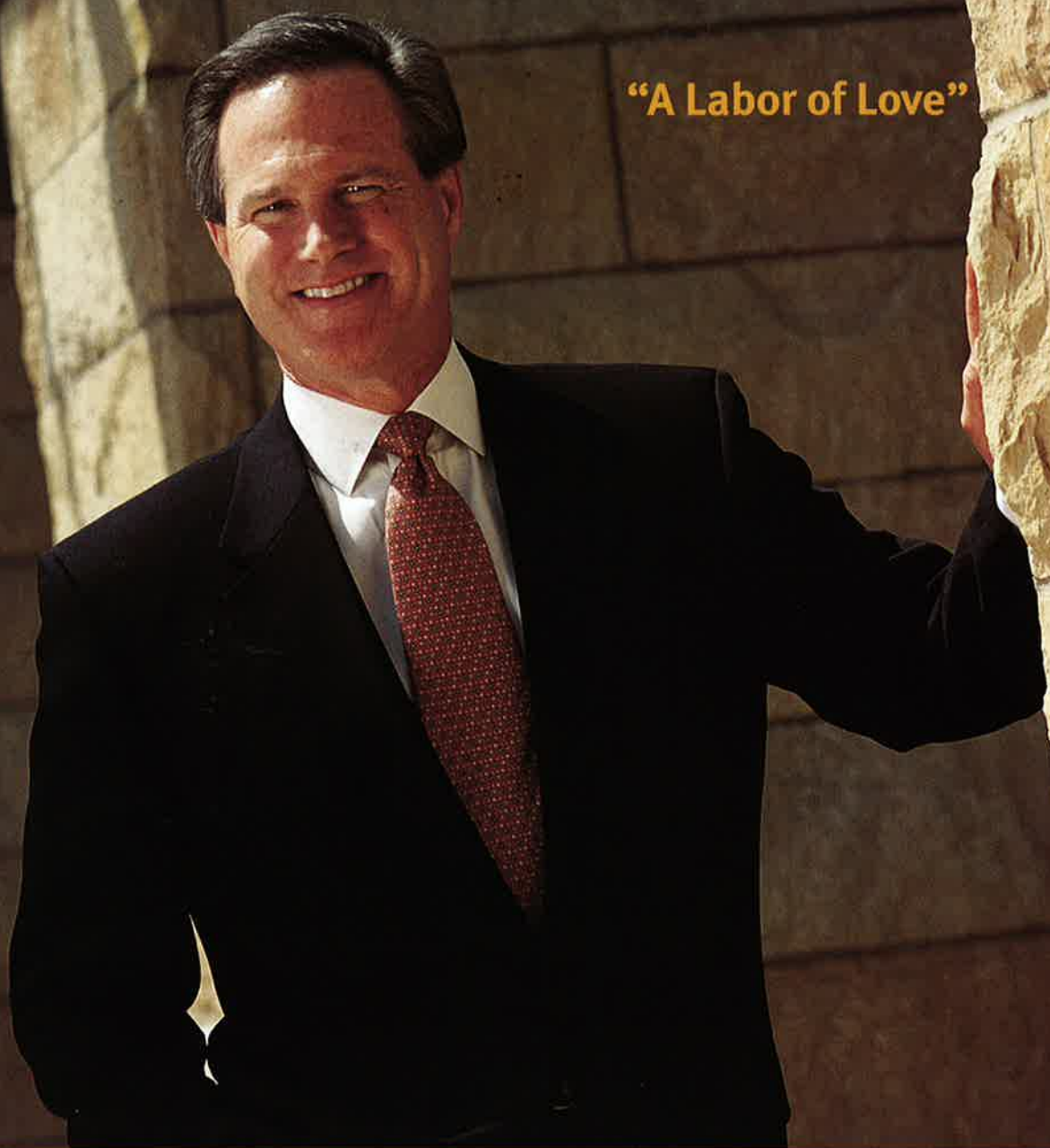


## "A Labor of Love"



### ART COLLINS, WG'73

It's tough to picture CEO and Board Chairman Arthur D. Collins, Jr., WG'73, as anything other than a poised professional. But get him talking, and you'll glimpse the young boy who followed his doctor dad on medical rounds. Today, Collins brings the same excitement with him when he meets patients helped by Medtronic's miraculous medical devices.

When it came to choosing a career path, however, Arthur Collins, Sr. — himself a Penn grad — had a piece of advice for his son: "If you don't have an undeniable calling to be a physician, don't do it."

Bitten instead by the business bug, Collins combined his childhood awe of healing with leadership skills nurtured in the U.S. Navy and the Wharton MBA program. After consulting at Booz Allen Hamilton and working for Abbott Laboratories, he joined Medtronic, Inc. in 1992. On April 26, 54-year-old Collins became chairman of the board.

Minneapolis-based Medtronic is the world's largest medical device company, with last year's revenues topping \$6.4 billion. Its 28,000 employees research, design, manufacture, and sell products to treat chronic diseases. Medtronic is best known for its pacemakers but also makes products to battle a range of cardiac and cardiovascular problems. And the firm has branched into treating

neurological and spinal disorders, diabetes, and urological and gastrointestinal problems. Medtronic reports that every eight seconds someone around the world is kept alive or sees their quality of life improve because of something the company makes.

"My hope for the future is that we'll accelerate the use of advanced medical technology to provide even better medical solutions," Collins says. To that end, he often "scrubs in" with surgeons using Medtronic products and walks the R&D labs and manufacturing facilities.

"He works hard," a colleague commented. "It's clear that it's a labor of love."

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