

GATES

STUDIO REVIEW

GATES RADIO COMPANY, QUINCY, ILLINOIS, MARCH 7, 1961

THE PEOPLE OF GATES RADIO COMPANY HAVE A GOOD SAFETY RECORD. There are few accidents in our plant, office and engineering areas. Gates people are safety minded!

Below is a summary showing the number of days worked by the people in various areas with no lost-time accidents. A lost-time accident is one whereby the injured person is unable to work at least one full day following the day of the accident.

Department	Number of Days	
	Since Lost-Time Accident	
Cable-Phasor.	3322	
Test Laboratory	3322	
Engineering and Office.	2913	
Assembly 21	2240	
Shipping.	1492	
Maintenance	1453	
Assembly 22	674	
Engineering Development	325	
Stock	314	
Metal Fabrication	256	

During 1960, 3 Gates employees suffered lost-time accidents, and there were 62 other injuries which required the attention of the company physician. All of these accidents meant a lot of pain and suffering for the people involved!

All Gates employees are protected under the Workmen's Compensation Act. If an employee is injured while on the job, complete medical care is available at no cost to the individual. But -- just ONE injury is ONE too many! The individual must bear the pain -- the company must bear the expense of having someone away from work, in addition to the expense of medical care. Everyone loses when there is an accident!



Here is another incident in the life of "Reckless Russ." We can be happy "Reckless" is not really a Gates employee, and his careless acts are the imagination of his creator, Russ Miller, of Stock.

"Reckless Russ" carries vitally important messages for everyone. This sketch shows how a small puddle of grease left on the floor can be the start of an accident. These drawings illustrate how most accidents are caused by carelessness! One unsafe act can result in days and weeks of pain and discomfort -- and even in permanent disability!

Think safety -- work safely -- every minute every day -- on and off the job -- for --

SAFETY IS NO ACCIDENT!

CONGRATULATIONS TO BOB BUSH, Engineer, who recently became a Registered Professional Engineer in the State of Illinois. To pass the stiff examinations required to gain this status, after a person's formal education has ceased, is an exceptional accomplishment. This is also important to the company because phasors and other products designed by Bob can bear the seal of a Professional Engineer..

Congratulations to another member of Engineering, Bill Harness. He was recently promoted from an Engineering Technician to a Junior Engineer in the FM Transmitter Section.

Bob and Bill are both to be commended for their professional achievements.

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WELCOME TO KENNETH BOOTHE, who joined the company February 20 to become Eastern Regional Sales Manager. This is a newly created position, to provide greater sales assistance to our men in the field. Ken will headquarter in Quincy and will soon be working with all Sales Engineers in the Eastern Region. We are looking forward to having Mrs. Boothe, and their three children, join Ken in Quincy in the near future.

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15-YEAR SERVICE PIN AWARDS were recently made to Don Hamann, Metal Fabrication; Carl Holtman, Production Control; and Art VandenBoom, Assistant Purchasing Agent. P. S. Gates, President, is shown congratulating Don, while Carl and Art look on. Others are, 1. to r., Roger Veach, Personnel Director; Howard Young, Plant Manager; Jack Eliason, Production Control Manager; and John Bowers, Director of Purchases.

CONGRATULATIONS to Edna Mason of Assembly 22, who received her 10-year pin February 19. One-year pins have been presented to Tom Humphrey, Audio Products Manager; Bill Bauer, Metal Fabrication; Archie Davidson, Maintenance; Jim Cate, Eng'r. Dev.; Russ Miller, Stock; Joe Cole and Bill Nielsen, Sales Engineers.

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DICK SPRUILL, TRANSMITTER SALES CHAMP FOR 1960: Larry Cervone, Vice-President of Sales, recently announced that Dick Spruill is our 1960 Transmitter Sales Champ. The winner of this coveted title is determined by figuring which of our Sales Engineers sold the highest percentage of AM and FM transmitters from available grants and replacements in each territory. The highest percentage of possible sales is what counts -- not the largest number. Dick sold 14 out of 21 opportunities in his territory -- or 67% -- or slightly more than 2 out of every 3 chances for a sale. Good work, Dick!

JOHN ANDRE IN SECOND PLACE -- BILL MOATS IN THIRD: John Andre batted 62% in his territory, by selling 10 out of a possible 16 transmitter sales during the year.

Bill Moats, the 1959 Champion, continued his good performance and ended up in third place with a 54% average.

Final tabulations are not available as yet -- but it appears our company is close to a 50% figure for transmitter sales on a coast-to-coast basis. Our men are accomplishing this against competitors who are doing their best to obtain these sales. But, we are getting about half of the AM and FM transmitters sold in the United States, and our competitors are splitting the other half among their individual companies.

Congratulations to our entire sales force, and especially to Dick, John, and Bill on leading the field in the sale of AM and FM transmitters during 1960!

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THE BERNIE GIESLERS ARE PROUD PARENTS of a baby boy born February 26. This is the "first-born" for Bernie and his wife. Proud Pop is a member of Order Entry.

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WANTED:

*26" girl's bicycle in good condition. John Birch BA2-1637.

*Baby crib and chest -- Harry Cline BA3-4679.

*Royal Typewriter, Standard size -- BA3-1236.

FOR RENT:

*4-room lower apartment -- Jim Gibson BA2-4970.