

# GATES

## STUDIO REVIEW

GATES RADIO COMPANY, QUINCY, ILLINOIS, APRIL '25 1961

GETTING A PICTURE WHICH WILL SHOW A COMPARATIVELY LARGE PORTION OF THE DEVELOPMENT AND SPECIAL PRODUCTS DEPARTMENT is a difficult task -- for their work is performed on two floors in our 2nd & Hampshire Street building. Therefore, we will have to be satisfied with a couple of shots showing two of their major activities.

The foreman of this group, which numbers approximately 25 people, is Ed DeGroot. He directs the department's activities which includes working directly with design engineers on the development of new products to fit a customer's specific needs.

Almost all new Gates products are developed in this area. A current major project is the development of 5/7.5/10 KW and 20/15 KW FM transmitters. The power of these transmitters is inter-changeable. This will enable our company to build a large quantity of basic low power units -- and merely add to them when orders are received for higher powers. This will permit FM stations to purchase a basic lower power unit -- and add to it if at a later date their power is increased. They will not have to dispose of their original transmitter -- or arrange a "trade in." This is a "first" for our company -- and a new development in the industry!

The top picture shows Al Rainous, engineering technician, left, and Frank Bruening, fabrication technician, right. Al is working with a 15-KW short wave transmitter drawing, while Development and Special Products technicians are shown in the background handling assembly duties. Frank handles special machine work and metal fabrication as needed in all development processes.

If a customer requires a change, addition, etc., on a standard product, this is designed by an engineer, and it is then assembled and developed in this area. If a customer requires a special design -- something that might never again be manufactured exactly the same way -- it is handled here. The other picture is an illustration of this, for Norman Miller is shown on the assembly of a special studio console desk, manufactured for a Rocke International customer.

We cannot estimate the importance of the work of this department -- for the lifeline of a company such as ours depends a great deal on the development of new products -- and the advancement and improvement of established products. Efficiently aiding our engineering staff in this endeavor, plus the building of special products, requires a lot of "know-how" and ability. Our hats are off to this group for their fine contribution to our future growth and security!





EFFECTIVE MAY 1, ED WILDER IS MOVING TO LOS ANGELES to undertake a sales development program in that area. This is a special assignment in line with a long-range program to achieve maximum sales effectiveness on a coast-to-coast basis.

Ed has had wonderful experience as District Manager in New York and Regional Sales Manager in Quincy. The Los Angeles area is an extremely important one, but as a company we have never been able to develop its potential. Ed's assignment is to do this.

GEORGE YAZELL, WESTERN REGIONAL SALES MANAGER. George Yazell has accepted the position of Western Regional Sales Manager. He will supervise all broadcast sales activities in that region. George has been with us for almost a year, and has had some fine management experience with radio and television stations. His sales engineering position enabled him to prove his sales ability. This, combined with good management training, makes him a fine addition to our Quincy headquarters staff.

BOB TILTON joined the company Monday, April 10, as sales engineer in George Yazell's former Pennsylvania territory. He spent a week in Quincy becoming familiar with Gates products and procedure, and getting acquainted with Gates people. He was recently director of engineering for 6 Storz Stations and has sales experience in the broadcast field. Mr. and Mrs. Tilton have 2 children -- with the possibility of an addition to the family before this paper is received by our people!

Welcome to Bob and his family! Congratulations to Ed and George on their new assignments. These are progressive steps in providing opportunities for Gates people to move on to new areas of responsibility. Here's wishing these men the very best!

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AN IMPORTANT RECENT ANNOUNCEMENT FOR GATES RADIO and PRD ELECTRONICS, INC., Brooklyn, as well as the entire Harris organization, was that Mr. Grayson Merrill has been elected to the new corporate post of Vice-President - Electronics. He will have corporate responsibility for Gates and PRD. At present Harris-Intertype obtains about 20 per cent of its sales volume from electronic products. Mr. Merrill, 49-year old scientist-administrator, is a former U. S. Navy Captain and the first Technical Director of the Navy's "Polaris" program. He has resigned as General Manager of the Astrionics (space electronics) Division of Fairchild Engine and Airplane Corporation, Long Island, N. Y. to join Harris on April 24. He has an impressive list of accomplishments in Navy missile programs. All of us at Quincy are looking forward to meeting and working with Mr. Merrill, and are enthused about this progressive corporate step.

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OUR SINCERE SYMPATHY is extended to Robert Kuhl, Government Contracts Manager, on the death of his father.

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BOWLING PARTY for Gates employees, husbands, wives, and guests, to be held Saturday, May 13, 6 p.m., at the Park Bowl. Notices about this have been posted on all boards -- and -- there is still time to sign up. SIGN UP NOW -- follow the instructions on your bulletin board.

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#### FOR SALE:

- \*Hardwick apartment gas stove -- J. Carpenter BA3-7684.
- \*Several motors - 1960 Richline 16' Runabout with 50 hp. Evinrude motor - New boat trailer -- F. Quattrocchi -- Metal Fabrication.
- \*1959 Evinrude Outboard Motor -- Don Taylor BA2-8750.
- \*Revere 8 mm. movie camera and Weston light meter -- Clyde Irvin BA2-4794.
- \*Girl's large size bicycle, good condition -- BA2-2537.
- \*New Gas conv. burner 135,000 btu. -- G. Thompson BA2-0678.
- \*17" Philco TV -- Tom Dietzman -- Assembly 21.
- \*Bug Screen used on '54 and '55 Ford -- Used push type reel lawn mower -- Peggy Maddox, Direct Mail/Advertising.
- \*5-piece chrome dinette set -- 4 walnut finish dining table chairs -- 2 walnut end tables -- 2 matching table lamps -- Elvin Ballow BA3-8886.
- WANTED -- Used baby crib to buy or rent for summer -- Mildred Vollmer BA3-6309.



How about saying, "Sorry, dialed the wrong number." -- and hanging up gently -- instead of remaining silent -- and -- BANGING down the receiver? After all -- you made the mistake -- not the poor guy with a numb ear on the other end of the line!!!

COURTESY IS CONTAGIOUS  
LET'S START AN EPIDEMIC!