

Gates Radio Company, Quincy, Illinois

# GATES INTERCOM

January 9, 1962

IT WAS A PLEASURE to have Alex Gera, Field Engineer for Rocke International, New York City, with us recently. Rocke International represents our company for overseas sales and shipments, and Alex visits us occasionally to acquaint himself better with equipment scheduled for overseas installation. He had just returned from Viet Nam, where 11 Gates transmitters had been installed to establish a national broadcasting network in South Viet Nam, making radio broadcasting available to many people for the first time in their lives. The transmitters were purchased for Viet Nam by the United States Operations Mission, with ICA foreign aid program funds.

ALEX IS PICTURED in the lower right-hand corner with a young Viet Nam friend. The other pictures illustrate some of the problems connected with making an installation in an underdeveloped area.



THESE PEOPLE HAVE MANY PROBLEMS. Their country has been divided at the 17th Parallel -- they need help badly to develop their country -- and they are confused by Cold War propaganda. They really do not know if they should turn to the East or West. Alex reported Russia is offering them everything, and they are closer geographically to them. However, help is arriving from the West, and there is deep respect for America.

ALEX FURTHER POINTED OUT how vital it is for all Americans working on equipment for overseas shipment to do an outstanding job. Quality is a must! If the equipment performs properly it brings respect. Inexpensive, efficient equipment is much more valuable than a million dollars in cash, or expensive equipment which does not function as it should. Equipment that functions poorly is regarded as an example of Capitalism -- which Communist propaganda constantly says is bad. But, if the equipment functions properly, that is an example of America. Regardless of the type equipment, it greatly advances the cause of Freedom

by operating efficiently. It is difficult for anyone to "run down" anything that is running smoothly! He further stated our equipment was working very well -- that we can be proud of the job we did.

ALEX'S TRIP took him to Greece, Iran, Pakistan, Thailand, Viet Nam, Italy, Germany and Portugal. He stopped at radio and TV stations enroute to meet users of Gates equipment, and to help in any way he could. Alex is an unusual man -- and is performing an imposing task, traveling around the world, working with so many people. He speaks 4 languages; English, German, French, and Hungarian. While in Viet Nam he used French, for this country is a former associated state of France and the language is spoken fluently. Many also speak English.

IT WAS A SPECIAL PLEASURE for Alex to speak English with a 12-year old boy in Siagon, Viet Nam in the American established Lincoln Library. This young man was proud of his ability to speak English, and of the card he was carrying from an American Library. This is just one example of the respect for America.

GATES EQUIPMENT is playing a VITAL part in the Cold War battle for men's minds. Let's remember that as we perform our daily tasks! The way we do our job can directly reflect how people halfway around the world feel about America and the Free World! GATES IS VITAL TO QUINCY AND AMERICA -- YOU ARE VITAL TO GATES!





NEW SALES DEPARTMENT ASSIGNMENTS: Greetings to Ed Gagnon who joined the sales department November 1 as Manager, Special Products. Ed has assumed responsibility for the FM Product Line, HF communication equipment, and will assist with export activities. He, his wife, Ruthann, and their 4 children live at 1214 Emerald Drive.

Ken Boothe, has transferred from Quincy to our Washington D. C. office. His new position will include increased attention and coordination with consulting engineers, and broadcast sales responsibilities in Virginia, West Virginia, Maryland and Delaware.

A new assignment for broadcast equipment sales, headquartering in the New York office, has been undertaken by Joe Engle. The fine sales record and success which Joe has enjoyed in the Denver area will provide the company with an experienced individual in the important New York area. Hank Broughall joined our company November 16 to take over the Denver territory vacated by Joe. Hank has had many years of demonstrated sales ability. He was with the General Electric Company in two-way sales in the northwest, and also spent some time in product sales work in the home office of GE at Syracuse.

Norman Peterson joined us a few weeks ago as Manager of Audio Sales. Norm can provide top-notch assistance and merchandising know-how for our audio products, with his background as chief engineer of a 5KW directional station in Denver, and as chief recording engineer of a nationally known film studio also in Denver.

Best wishes for success to these men in their important positions!

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CHOW HOW held by Gates sponsored Explorer Scouts. At a dinner meeting, officially known as a "Chow How", members of our company recently met with newly elected officers, immediate past officers, and Gates advisors of our Explorer Scout group. Reports were given by the Explorers on past activities and future plans of this group. During the meeting an American Flag was presented to the organization by the local American Legion. Art Brown, of our Test Laboratory, and Commander of the Quincy American Legion, made the presentation. He is shown here with Harry McGavran, Jr. Newly elected officers, to serve a 6-month term, are, President, Harry McGavran, Jr.; Vice-President, Bill Gilbert; Secretary-Treasurer, Gary Donhart; Quartermaster, C. A. Ippensen; and Cabinet Representatives, Tom Stevens and Wayne Wittmer. These young men have made excellent progress in exploring electronics, in community activities, and in outdoor projects. They are now headquartered in the Chamber of Commerce building where they can conduct meetings, work on projects, and maintain a permanent club room. Gates advisors for this group are, Bob Nickerson, Charles King, and Gene Yochum. We are proud of our Explorer Scouts and the fine work they are doing.



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WEDDINGS: Wedding bells have recently rung for several Gates people. October 1 was the wedding date for Homer Wadkins, Metal Fabrication, and Charlotte Majors. Another member of this department, Bill Bauer, married Deloris Hiner on November 4. Faye Fuller, Office Services supervisor, and Lin Howell were married October 28. Doris Cheney, Assembly 22, and George Lehner were married November 23. Peggy Hester, of our Sales Department, and Larry Worthey were wed December 17. Another December wedding was that of Phil Crumley, Development, and Joye Wilson who chose December 24 as their wedding date. To these newlyweds go our best wishes for much happiness.

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#### FOR SALE:

- \*One pair of brand new safety shoes, work shoe style, size 9E. Ruth Snowhill, Personnel Department, phone 311.
- \*1953, 4-door Chevrolet with radio, heater. Good condition. Don Breuer, Stock.
- \*One 7:50 x 14 used, tubeless snow tire -- Hardin Stratman BA2-3320.
- \*Floor model used mangle ironer. In excellent conditioner. Howard Young 222-3609.

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MARK YOUR CALENDAR -- Annual Credit Union Membership Meeting -- January 20 -- St. James School Hall -- Dinner served at 6 p.m. -- \$1.00 per ticket. (The Credit Union says this is a \$2.00 dinner for \$1.00 -- they are picking up a portion of the tab!)