

GATES INTERCOM

PUBLISHED BY AND FOR THE EMPLOYEES OF GATES RADIO COMPANY
A DIVISION OF HARRIS-INTERTYPE CORPORATION

MAY, 1969

1969 NAB CONVENTION

Every March, broadcast station executives and engineers from all over the country and Canada jam into convention and hotel rooms for the annual meeting of the National Association of Broadcasters. Most often, they meet in Chicago. But every fourth year . . . and 1969 was a fourth year . . . the NAB converges on Washington, D. C., where regulations and legislation affecting the business lives of NAB members have their official beginnings.

The crossroads of the 5000 member meeting is the exhibit hall. Here, manufacturers and those selling broadcasting services display their wares to their potential customers. They display the latest

new products, as well as their product lines, that can make a broadcast station more efficient, more economical to operate.

Gates Radio, of course, was a major exhibitor. It had a key location with plenty of space for product displays in the exhibit hall. Our exhibit was staffed by the sales department who worked long, wearying hours with little rest. Their personal contacts with customers build the sales volume that keeps equipment moving out of the 30th Street plant and into stations all over the world.

Here are some shots of our salesmen and their customers at the Gates exhibit . . .



Gates' exhibit at the 1969 NAB Show in Washington had an excellent location with plenty of room for displaying such new products as the Solid Statesman AGC amplifier, and the Limiter, the Yard II 8-channel console, and radio station automation.



Loring Fisher of the Quincy sales department explains features of the Executive stereo and monaural console to prospective customers.



Gates District Manager Ed Wilder (right) explains engineering features of the Criterion tape play-back unit.



A broadcast executive stops for a few words with Gates' receptionist. Chances are he wants to look up the Gates district sales manager from his home area.



A potential customer puts on the headphones and hears for himself how the Dualux II consoles would sound to a studio and control-room engineer.



A constant flow of NAB members were attracted to Gates' automated radio station with a one-kilowatt AM transmitter. It is the most fully automated radio station possible under current F.C.C. regulations, and is available today to meet modern program requirements for any type of format or special situation.



FOCUS FOCUS FOCUS FOCUS

L. J. CERVONE

THE FCC FREEZE ON AM STATIONS

One part of our business which has been slipping has been the sale of AM broadcast transmitters, phasors, and accessories. This is caused by a "freeze" placed by the FCC on essentially all AM applications. Last July the FCC stopped accepting applications for most new AM stations, power increases, and major changes in facilities.

As there were several hundred applications already accepted, many of these were granted by the FCC and the slowdown in AM equipment orders was gradual. However, now almost a year later, new customers for AM transmitters and associated equipment are getting harder to find and our AM equipment sales have dropped.

Orders for phasing equipment have slowed down to the point where, for the first time in the 16 years that I have been in Quincy, we do not have one single phasor in production. Company veterans such as Gene Crossan and Larry Lohmeyer, long experienced in building the most complex of phasors, are no longer at their usual spot.

So long as the freeze lasts, AM stations cannot make changes in their pattern, and this prevents them from placing orders for new phasing equipment.

With the lack of phasor orders, personnel who acquired skills in building them were transferred to other departments where their know-how can be utilized on other products.

The slowdown in AM orders is evidenced by observation of the transmitter test areas where the familiar busy activity in AM transmitters of all powers is down to a trickle. One can also notice the easing up of space in areas of the plant formerly used for AM transmitter and phasor production. One immediate aspect of the AM freeze is the realization that the company needs flexibility more than ever before. We must use our people in the areas where we have work. Our business is not like that of companies who make television sets or automobiles where thousands of identical items are turned out each day. In those industries it is customary that when orders slow down the factory is shut down. At Gates we make several hundred products and these take varying skills to build. In addition, most Gates' products are made in relatively small numbers and at vary times depending on the orders placed by our customers.

When the FCC releases its restrictions on AM, there will be some nice new business. Meanwhile, we especially need flexibility or we cannot remain competitive. Instead of growing we could go the other way. This flexibility is needed not only in the production areas, but also in engineering, sales, advertising, and in the size and mix of our inventory. With this in mind, your company is concentrating on increasing its export business, orders from the Government—particularly for broadcast products, and for the wide range of FM and audio equipment. We are also trying to create a demand for replacement phasor orders and the sales department has a fine program here including stepped up calls to consulting engineers.

The FCC freeze on AM stations is beyond our control as it is an action of an agency of the Federal Government. The fact that so much of our business is dependent on government regulation makes it so important that we do nothing to ever restrict our flexibility in production, engineering and in every area of our operation. We have been fortunate that the many years of good teamwork between the company and Gates' employees has enabled us to overcome many different problems.

Whether it be an FCC freeze, tough competition, a challenging job, a crash project or uncertainty in the economic picture—success was achieved by all Gates' people working together. Your company is now in its 47th year, and wonderful progress has been made by this fine teamwork spirit. Let's keep it that way!

Lawrence J. Cervone

Vice President-General Manager

Gates People are Active in Community Activities

Many Gates people are active in their communities in various functions that help make life better for others. Space does not permit mentioning everyone engaged in these activities, but we do want to honor these Gates employees who are taking their personal time to help others.



The Scoutmaster of Troop 95 of St. Johns Episcopal Church, in Quincy, is THOMAS COTTRELL, Department 32. Assistant Scoutmaster is JOSEPH M. ENGLE, Gates Field Sales Manager. Troop 95 was organized only three years ago, yet this year will be honored with its third Eagle Scout. Troop 95 recently participated in the Boy Scout Circus, where it demonstrated the building of a rustic bridge.



LYNDLE DARK, Production Test Technician, is the Scoutmaster of Troop 81, Baylis, Illinois. This troop was organized in February 1967, and Lyndle is proud of the fact that one of his boys will soon have the honor of becoming an Eagle Scout. Lyndle also serves on the Post Committee and is Chairman of the Camping Committee.



ALAN GOW, Manager of Planning and Pricing, recently assisted with the 1969 Regional Science Fair held in Palmyra, Missouri, where he served as a judge in this annual event sponsored by the Palmyra Chapter of Young Engineers and Scientists. On April 11, he made a presentation, "Computer in Science," to the Missouri State Young Engineers and Scientists Convention. The YES members are made up of high school students from the entire State of Missouri and the convention was held at the North Missouri State College at Kirksville.

HAROLD LAWS is quite active in the Madison Park Christian Church, as well as in other church activities. An Elder and Ordained Minister, Harold frequently serves other churches in the area when the regular minister cannot be present for services. He and his wife also conduct special services every Wednesday evening for the residents of the Housing Project for Senior Citizens at 28th and Broadway, and many Sunday afternoons at Lincoln Terrace Nursing Home.



KENNETH ROBERTSON, Industrial Engineering, has entered the political arena and emerged as the victor in the race for Township Auditor for Melrose Township. Ken was listed on the Republican side of the ballot, and reports he must participate in the approval of all township expenditures as well as audit the books.

MRS. BETTY WEBER, Secretary to the Controller, has been active for several years in the Quinsippi Chapter of the National Secretaries Association, International. She is currently editor of the chapter's monthly bulletin, and recently served on the Finance Committee of the annual seminar. Betty was elected Secretary of the Year in 1967, and has also served as Recording Secretary for the organization.



JOHN "JACK" JENKINS, Senior Engineer, ATC Division, is quite active in the Boy Scout movement. He is currently Committeeman of Post 56 Explorer Scouts. In addition, he is active on the District level and is Chairman of the Organization Extension Committee in the Chief Black Hawk Division. In this capacity, Jack is working to organize new Scout units.

EUGENE O. EDWARDS, General Sales Manager, was the speaker at the recent annual breakfast of the Quincy Senior High School Distributive Education Class. Over one hundred students, teachers and representatives of local cooperating business firms were present.

In his presentation to these youngsters who have been working in local retail establishments, Mr. Edwards emphasized the opportunities in sales careers, as well as the traits required of those who wish to succeed in this field.



NORBERT L. JOCHEM, Vice President Engineering, recently made a trip to the University of Illinois to speak to the Product Management Class that is a part of the College of Commerce and Business Administration. Mr. Jochem has made appearances at the University previously to speak to special student groups.



Please let the personnel department know about other Gates people who are engaged in similar church or community activities as we would like to include their stories in future issues of the Intercom.

Wedding Bells rang for Roger Job, Department 42, and Miss Linda Branham on March 22, 1969. Roger and Linda were married at the Assembly of God Church in Nelsonville, Missouri. She is employed at Motorola.

The Jobs are living in La Grange, Missouri. Congratulations and Best Wishes to the happy couple.

Several Gates people have been on sick list and we would like to wish everyone a SPEEDY RECOVERY.

Ray Hudnut, Maintenance; Vicki Humphrey, Office Services; Helen Hester and Florence Hall, Power Bench; Eunice Olson and Everett Jones, Specials; Bill Meyer, Industrial Engineering; and Russ Sherman, Material Control, have been hospitalized.

SERVICE AWARDS



5 Years
Marie Lange
Power Bench



5 Years
Patsy Dean
Power Bench



5 Years
Sandra Barnes
Fabrication



5 Years
Richard F. Prisner
Support Assembly



5 Years
Neva Werneth
Support Assembly



5 Years
Melvin J. Fischer
Repair and Support



1 Year
Donald J. Siglin
Production Control



1 Year
David R. Carlson
Mechanical Engineering



1 Year
Ruth Owens
Administrative

Welcome to our new people. The People pictured here joined us in February and March 1969.



1 Year
Marian Homan
ATC



1 Year
Dolores Wallman
ATC



Janet Jones
Power Bench



Sue Tipton
Power Bench



Stephen J. Hemming
Production Engineer



Richard R. Neill
Fabrication



Luther L. Patrick
Fabrication



Marilyn Tournear
Power Bench



Michael R. Schmelze
Material Control



Cassandra Oenning
Power Bench



Gary D. Alexander
Production Test



Norman L. Schaller
Production Test



Darla Tournear
Personnel



Norma Ober
ATC

Junior Achievers Offer Their Product For Sale



The Gates sponsored Junior Achievement group, The 901'ers recently visited both Quincy plants with a large supply of coasters to sell to Gates employees during the morning break periods. They reported a successful morning, as they sold 87 sets to Gates' employees.

Ron Bordewick, President of the 901'ers, is shown selling one of the colorful coaster sets to Darla "Shorty" Tournear, Secretary to R. T. Fluent, with Pat Donhardt,

Rick Meyers and Ann Weidman, Vice President of Manufacturing, looking on.

William Moorman, Budget and Planning Accountant, serves as Management Advisor. Charles (Pete) Foxx, Foreman of Cable and Mechanical Assembly, is Production Advisor, and Loring Fisher Manager, Special Projects, is Sales Advisor. The Advisors report the youngsters are doing an outstanding job, and are quite hopeful for a successful year.

This Area Has Been Cut Out

We all miss her pleasant disposition and ready smile, and wish to extend sincere sympathy to her sons, James and Curtis, and to the other members of her family.

We wish to offer our sincere sympathy to Nancy Nicloy, Data Processing, and her family, on the recent death of her mother.

We also wish to extend our sympathy to Areva Hartwig, Specials, and her family, on the recent death of her mother.

Congratulations to Mr. and Mrs. Lawrence Zehnle on the recent birth of a son. Larry is a member of the Fabrication Department.

Jeffrey Eliason, son of Mr. and Mrs. John F. Eliason, has recently been on a speaking tour for the Naval Academy in Annapolis, Maryland. Midshipman Eliason spoke at Quincy Senior High School and Christian Brothers, as well as Liberty, Payson and Mendon High Schools. This is part of the Academy's "Operation Information" program designed to interest qualified young men in applying for admission to the Academy. Jeffrey's father is Gates' Purchasing and Production Manager.

Specialist 4 Bruce F. Bruening, son of Mr. and Mrs. Frank Bruening, has received the Army Commendation Medal while serving with the 94th Artillery in Vietnam. Specialist Bruening earned the medal for meritorious service as a driver in the artillery.

His parents are both Gates employees. Frank is a member of the Engineering Department, and Sally is assigned to Production Test.

Open House Held at 30th and Wisman Lane Plant

On Sunday, April 20, 1969 an Open House was held at the 30th and Wisman Lane building for all Gates employees and their families. The bright, sunshiny weather was ideal for the occasion, and large numbers of people showed up for the plant tour. Signs strategically located throughout the building, special demonstrations and displays, and the stationing of engineering and production personnel in various departments, helped to make the tour extremely informative and enjoyable.



One feature of the open house is shown here. L. J. Cervone, Vice President—General Manager, is accepting an American flag on behalf of the company from Neal R. Midden-dorf, Commander of the Adams County Council of the American Legion, and a member of the Specials Department.

Neal received the flag, which has flown over the United States Capitol in Washington, D. C., from Illinois Congressman, Paul Findley, and in behalf of all Gates American Legionnaires, has presented the flag to Gates Radio Company.



Members of the Norman Schaller family are shown as they complete the tour. Kevin is collecting balloons from Sandy Voshake, Personnel Department Secretary, while Pamela waits her turn. Mrs. Schaller, Janet, and Norm, a member of the Production Test Department, complete the family.



The Stark family may have been the largest Gates family to attend the Open House. Marion is Secretary to E. S. Gagnon, Manager, Product Marketing, and her husband, Ray, is employed as a City Firefighter. Their seven children are Ricky, Sharon, Dennis, David, Terry, Bill and Chris.

Bulk Rate
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123 Hampshire Street
Quincy, Ill. 62301
Return Requested

LAURA F. PFAFFE 998
1110 SOUTH 19TH
QUINCY, ILLINOIS 62301



Ralph Jones, Fabrication Department, stopped by the Wiedematic tape controlled punch press to show his wife, Janet, and their son, Patrick, how this automatic machine operates. Janet is a member of the Power Bench Department.

This Area Has Been Cut Out



Jack Moulder, Engineering Technician, explains the assembly of printed circuit boards to Gregg, Danny and Gloria as his wife, Barbara, looks on. Their other daughter, Lisa, was apparently interested in something else when the picture was taken.