

GATES INTERCOM

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

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PRINCIPIA COLLEGE USES GATES EQUIPMENT

Mr. Richard B. Tullis, President of Harris-Intertype Corporation, introduced the Gates line of radio equipment to WTPC Radio at Principia College, Elsah, Illinois. WTPC is a 10 watt FM station broadcasting at an assigned frequency of 89.7 (and also has an on-campus closed circuit network transmitting at 570 AM). WTPC Management chose to equip the new studios with the complete Gates line in 1968. The four studios make use of the Gates Ambassador Five Channel Monophonic Transistor Console, with two mixing channels used for two Gates CB-77 Professional Turntables, a Magnecord 1021 Monophonic Recorder/Reproducer with $\frac{1}{2}$ and $\frac{3}{4}$ track heads, phone lines, and a Criterion Tape Cartridge Playback and record System.

FM transmission was added January 1970 with a Gates BFE-10C Watt FM transmitter being employed and a FM-22 Double Ring Educational FM Antenna located atop the campus student center. The transmitter and antenna cover a potential listening audience of 50,000.

The Criterion Tape Cartridge System with playback and record units is used for Gates 300 Tape Cartridges recorded with top hits of the day, station ID's, etc. The cartridges are stored in a Gates RM-100 Spotmaster Wall Mount Cartridge Rack for 300 cartridges.

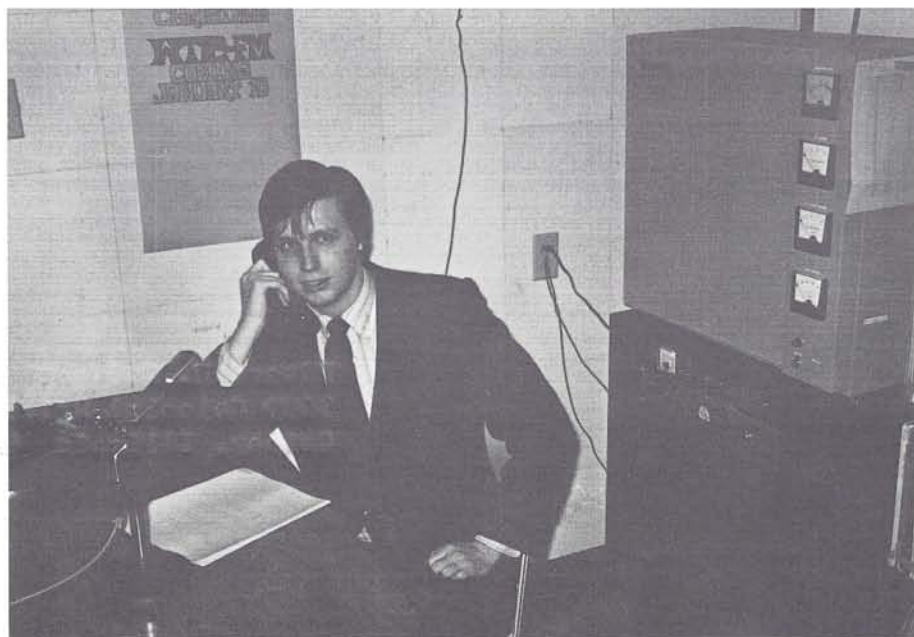
Phone hook-ups to the Ambassador Console are used a great deal for live coverage of campus events (conferences, sports, etc.)

Two CB-77 Gates Professional Turntables are used for single releases and albums from the station library of over 1500 recordings, and a portion of the educational programming.

There is a total staff of 60, which is the largest student staffed organization at Principia College (with a total enrollment of 750). All disc jockeys and announcers hold at least a Third Class Radio-Telephone Operator's License. The station is managed by a student board.



Bill Stone, Promotional Director at WTPC-FM makes use of the Criterion Tape Cartridge playback system.



Jack Whitsell, News Director for WTPC, makes last minute preparations for his daily news round-up in Studio B. The Gates BFE-10C Transmitter is shown on the right.



FOCUS FOCUS FOCUS FOCUS

GATES ENTERS THE 70'S

In many ways the past decade has been the most expansive in the 48 year history of Gates.

We have seen a 65% increase in the number of stations on the air in the United States; a mushrooming growth of radio and TV broadcasting abroad; a number of technological break-throughs obsoleting much of the broadcast equipment in use; recognition of broadcasting as a mature business; an increase in the profitability of station operations; and the arrival of more competitors, all striving to serve one segment or another of broadcasting's technical product needs.

Anticipating some of these changes, your company embarked upon a planned program of broadening its base of operations. Through expansion of existing activities, development of products for new areas, a large investment in people, plant, and machinery and an acquisition (ATC), the goal was to transform the company into a strong broad line supplier of radio broadcast and communications equipment.

There have been significant changes at Gates during the past ten years. We built a new, modern plant. We acquired a company making a complementary product and consolidated it with our Quincy operation. We have hundreds of new faces. We increased the number of degree engineers and professional employees. We added new, modern machinery, and we embarked on the largest and costliest engineering program in the company's history to develop a line of television transmitters.

As we neared the end of the decade, the FCC placed a freeze on AM applications, which is still in effect. This freeze, along with other proposals to further regulate AM, FM, and TV stations, has caused our customers to defer purchases and to delay expansion plans. All of this, on top of tight money, high interest rates, and a slowing down of the economy, has affected our new orders and caused us to adjust production schedules temporarily, and to delay other programs.

Notwithstanding the negatives, a measure of the success of our division is the fact that in the past decade Gates' sales have grown two and one half times, the assets employed in the business have about tripled, and our profits have almost doubled.

As we move into the 70's the opportunities for Gates to further serve the broadcast industry are reaching new dimensions. Our primary objective is to become a major factor in the television broadcast equipment business, while at the same time maintaining world leadership in radio broadcasting equipment. We plan to do this by further broadening our engineering capability, by establishing product superiority in the TV field, and by further investments in new machinery, methods and facilities.

Meeting the growth of the 70's requires a financially strong company and one that is always on a solid, workable foundation. This means gearing our objectives to profitable operations for the security and well being of our employees.

Lawrence J. Cervo

Vice President-General Manager

Three Employees Assume New Responsibilities



Mr. Robert Steiger, Manager AM Transmitter Products, has assumed the position of Manager AM Transmitter and Audio Products. He is responsible for coordination of all AM transmitter and audio product bids, special orders, and technical dissemination of information for both areas of specification.



Mr. Stephen Broomell, FM Product Manager, has assumed additional responsibility covering Specified Jobber Products. He is responsible for controlling product information, pricing and contracts for companies like Andrew Corporation and Mosley Associates, Inc.



The promotion of Mr. Robert Bousman from Field Service Engineer to District Manager, Radio Sales, for Ohio Territory has also been announced. Bob will assume his new duties May 1, 1970. He and his wife, Dale, will make their home in Massillon, Ohio.



Paul L. Buckman, of Data Processing, was married April 3, 1970, to the former Claudia K. Smoot. They were married in the Palmyra Catholic Church and will reside at 4203 West Ely Road, Hannibal, Missouri, 63401.

NAB 1970

Broadcast station executives and engineers from all over the United States, and from many foreign countries, met April 5-8, 1970, at the 48th annual National Association of Broadcasters' Convention to discuss regulation affecting their business lives.

This year the convention was held in Chicago at the Conrad Hilton Hotel—and despite air cancellations, slowdowns and tieups, there was a record attendance. Total registration 5,498—was up 111 from last year's convention in Washington, D. C.

The center of attention for the 5,000 member meeting is always the exhibit area. It is here that 125 exhibits of manufacturers and those selling broadcast services display their products to potential customers.

This year, as at previous conventions, Gates was a major exhibitor—and our display occupied 3,300 square feet of space in the West Hall at the Conrad Hilton.

Nearly one million dollars worth of Gates' equipment was taken to Chicago in three large vans. This equipment included the BT-55U 55kW color UHF television transmitter; BT-35H 35 kW color VHF TV transmitter; BT-1300H color VHF transmitter; VP-50, BC-10H, BC-1G and Vanguard II AM transmitters; FM-20H3, FM-2H3, and FM-1H3 FM transmitters. The BT-1300H television and FM-1H3 FM transmitters were shown in operation.

A complete line of solid-state audio consoles, including the Stereo Statesman, Dualux II, Gatesway II, Yard II, Executive and Producer; new AM modulation monitor and remote panel; Gates' complete line of FM monitors; and new directional FM antenna and the newly introduced Dual Cycloid II, were also on display.

One of the highlights of the show was the Gates Automated Station—a complete FM stereo station in operation—with the FM-1H3 transmitter operating into a dummy load. Other Gates automation products on display included the WHMJ Milwaukee, Wisconsin automation system; a two-rack automation programmer demonstration, and a Viatron encoding system.

At the show our sales force was out in full strength—with friendly smiles and red vests. On the exhibit floor each Gates District Manager answered the questions of prospective customers, and did a fine job of selling the complete Gates' product line.

All in all, NAB '70 was a highly successful convention.



Robert Steiger, Manager, AM Transmitter and Audio Products, and William Ellis, Service Manager Radio Broadcast Products, stand before the Intermediate Frequency Modulation Theater. The theater featured an 18-minute show, with 50 slides and voice track illustrating the advantages of Gates Intermediate Frequency Modulation. To the left of Bob is the new Klystron carriage. Its function is storage and changing output amplifiers in UHF television transmitters.



Potential customers, consisting of broadcast executives and engineers, carefully review our BT-1300H TV Transmitter during a full powered demonstration. Intermediate Frequency Modulation benefits such as excellent linearity and superior color performance are verified by the demonstration.

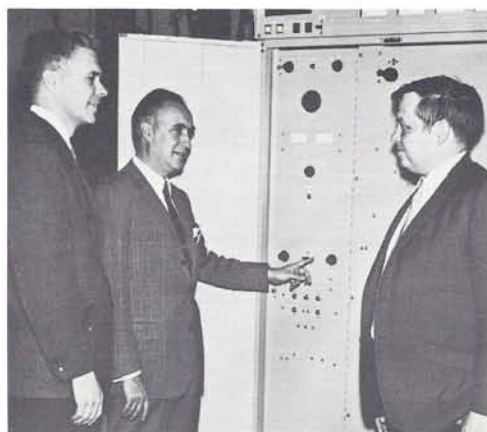


Big smiles indicates that things are going smoothly for both Curtis Kring, TV Sales Manager, and Thomas O'Hara, District Sales Manager. Tom is shown with two of his clients from Pueblo, Colorado. They are from left to right, Jim Dryden, and Dick Oldfield, with KTSC-TV, an educational TV station.

Spain Broadcasting Executive Visits Gates

Mr. J. Galindo, the Technical Director of S.E.R., the largest radio network in Spain, visited the NAB Convention and our facilities in Quincy especially to evaluate program automation equipment for use by S.E.R.

In the top photo Mr. Galindo is shown with Larry T. Pfister, Manager Broadcast Automation, and Roger Studer, Systems Assembly Supervisor, as they discuss an Automation System. The lower photo shows Don C. Smith, Engineer, Mr. Galindo, and S. H. Broomell, FM Product Manager, examining an FM20H2 transmitter.



Service Awards



5 years
Tom Schoonover
Sales



1 year
Wayne Stepniak
Sales



1 year
Lois Schutte
Sales



1 year
Elton Rusk
Repair and Support



1 year
Bob Groome
Sales



1 year
Harry Jensen
Engineering



1 year
Jackie Cosgrove
Stock



Dale Carnegie Graduates

The May 6 Dale Carnegie graduating class, with more than 32 students, had 4 Gates employees, and one employee's wife, in the group.

Those pictured above from left to right are Warren Miller, Instructor; Howard McClure, TV Project Manager; and Don Smith, Engineer. Mrs. Smith; Curtis Kring, TV Sales Manager; and David Carlson, Engineer, were not present when the picture was taken.

GATES RADIO COMPANY

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