

GATES INTERCOM

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

VOLUME 1

QUINCY, ILLINOIS

JANUARY, 1971

ORGANIZATION FOR GROWTH

The future growth of any company is dependent upon the quality of its management and leadership. Through the years at Gates there has been a constant awareness of this. In December and early January, Mr. L. J. Cervon, Vice President-General Manager, announced several management promotions and additions to insure the continuing of this plan.

N. L. JOCHEM, VICE PRESIDENT PRODUCT MANAGEMENT

Norbert L. Jochem has been promoted to the position of Vice President-Product Management. This is a new position in our company and according to Mr. L. J. Cervon, Nibs will have prime responsibility for Gates' new product programs and for all project management functions, including television and broadcast automation.



N. L. JOCHEM

Nibs joined Gates in 1941 and later joined the audio section of Engineering. He was then made Manager of the Engineering Audio Section and subsequently transferred to the Sales Department as Manager Audio Products. In 1955 he was promoted to the position of Director of Engineering and in 1960 he became Vice President-Engineering. He is a life-long resident of Quincy and served in the U.S. Navy. He attends St. Peter's Church and is a member of the Executive Board of the Sauklee Area Council of Boy Scouts.

Through these 30 years of Gates' experience he has built a strong Engineering organization, greatly expanded the product line and made effective contributions to the overall management of this division.

Nibs and Rita live at 2913 Maine, have four children and two grandchildren.

G. T. WHICKER, VICE PRESIDENT ENGINEERING

Concurrent with Mr. Jochem's promotion Mr. Gene T. Whicker has been appointed to the position of Vice President-Engineering. Gene joined Radiation, Inc. in 1958 and has held Engineering positions as Director-Communications, Section Head, and Lead Engineer and currently is Director-Communications Systems, Radiation Systems Division, headquartered in Melbourne, Florida. Mr. Whicker's promotion and transfer is an outstanding example of the opportunity for personal growth and development within the various divisions of Harris-Intertype.



G. T. WHICKER

Betty and the four Whicker children will join Gene in Quincy in the near future at their new home at 35 Curved Creek Road.

Gene received his BSEE degree from North Carolina State College after which he served in the U.S. Air Force and was actively engaged in electronics communications at Scott Field, Belleville, Illinois.

E. O. EDWARDS, VICE PRESIDENT SALES

Another recent promotion was that of Eugene O. Edwards to the position of Vice President-Sales. After joining Gates in 1957 as Manager-Transmitter Products, Gene has progressed through the Sales organization and has held the position of Sales Engineering Manager and Broadcast Sales Manager. In December, 1967, he was promoted to General Sales Manager. In this capacity he has provided strong leadership in directing the company's marketing programs.



E. O. EDWARDS

Prior to joining Gates, Gene served in the U.S. Marine Corps and had extensive experience as Chief Engineer of a radio and television broadcasting company in Oklahoma. He is the past president of the Quincy Sales Executives Club and is an active member of the Central Baptist Church.

Gene and Alice live at 2109 East Wilmar and are the parents of four sons.

J. C. EATON, VICE PRESIDENT MANUFACTURING

On November 30, 1970 James C. Eaton was promoted to the position of Vice President of Manufacturing. Jim joined the Harris-Intertype Corporation in Cleveland in 1961 as a Staff Industrial Engineer and transferred to Gates as Manufacturing Manager in July, 1963. This promotion recognizes his contributions in establishing a strong manufacturing organization.



J. C. EATON

Jim graduated from the Case Institute of Technology and received his MBA degree from the Harvard Graduate School of Business Administration. He served in the U.S. Air Force.

He is serving as Vice President of the YMCA Board of Directors and is past president of the Morning Optomists Club.

The Eaton family are members of the Vermont Street United Methodist Church and live with their three children at 2120 East Wilmar.

Our sincere congratulations go to Nibs, Gene, Jim and Gene.



FOCUS FOCUS FOCUS FOCUS

AS WE ENTER 1971

The overall operating results of our division for the first six months of 1970-71 are commendable in view of the general economic slowdown and the sluggishness of the electronics industry in particular.

At the midpoint of our fiscal year we are slightly ahead of Annual Operating Plan objectives on shipments, new orders, and profits.

As we enter 1971 the temptation is to look back with satisfaction on our performance for the past six months. The intelligent view, however, is to recognize that we must look ahead at the challenge before us. Good performance must be earned—it will not come about automatically.

Success in achieving our plan depends on meeting our new order objectives; on maintaining required selling prices; on meeting production schedules and cost targets; and on making the shipments.

In 1971 customers will be more price conscious than ever, and we must be certain that our selling prices are competitive. Therefore, we must continue our program to search for better and more economical ways of building our products. We must apply the most modern of manufacturing methods in all areas of our operations and accelerate value analysis in product designs and development programs.

To keep our overall operations in a state of readiness for any eventuality, we must maintain vigilance in all areas of business expense. This means monitoring and control of all costs such as those for travel, office supplies, telephone, stationery, literature, Xerox copies and whatever.

The underlying strength of our past six months' performance was the favorable new order rate. This was good, primarily because of the orders received for new products—particularly VHF and UHF television transmitters; the SW-100, 100 kW transmitter; and Criterion 80 tape cartridge systems.

The key element in our new orders is a steady and continuing parade of attractive new products to whet the appetites of our customers. This is essential to our continued growth and the maintenance of our strong market position.

A progressive step taken to accelerate our new product and growth program is the promotion of Mr. N. L. Jochem to the new position of Vice President-Product Management. This step provides top level emphasis on project management, so that better guidance can be given to new product and growth activities. The basic responsibility of the Vice President-Product Management is a singleness of purpose to insure that each major new product meets all planned objectives. This includes development time and cost, product manufacturing cost, and performance and successful market introduction.

We have now greatly strengthened our division management organization, and we have a strong product and manufacturing base on which to build. The opportunity is present to make 1970-71 the finest year in all of Gates' 48 year history, and this can be done by our determination to "Make It Happen".

Lawrence J. Cervoni

OMER WALTON HONORED

Omer Walton, Test Lab Foreman and Scoutmaster of Troop 56, Madison School, received the December "Scouter of the Month" award from the District Committee of Blackhawk District, Sauklee Area Council. This is a new award and we're proud that Omer received the first one.



In addition to serving seven years as Troop 56 Scoutmaster, he has served as Assistant Scoutmaster, Assistant Cubmaster, and Committeeman. Congratulations, Omer.

GATES MEN MAKE SERVICE TRIP



GENE YOCHUM

Early in December Engineer Gene Yochum and Engineering Technician Bill Little made a fast 10 day trip to East and West Pakistan. The purpose of their trip was to service four Star-10 10 kW SSB transmitters installed in Karachi and Rawalpindi, West Pakistan and in Dacca, East Pakistan.

In going to Karachi they went via Chicago, London, Rome and Cairo. On the return trip they came through Beirut, London and Chicago. Gene and Bill report they had a good trip and that the Gates transmitters are giving good service to the Pakistan Telephone and Telegraph Company, which is the communications system throughout the entire country.

and Telegraph Company, which is the communications system throughout the entire country.

LESTER MILLER RECEIVES NAVY COMMENDATION MEDAL

Even though Captain Lester B. Miller retired from the U.S. Marine Corps on August 31, 1970 after serving 22 years, he just received the Navy Commendation Medal. Les tells us that this was actually awarded several months ago while he was overseas but because of his moving around a great deal it just caught up with him.

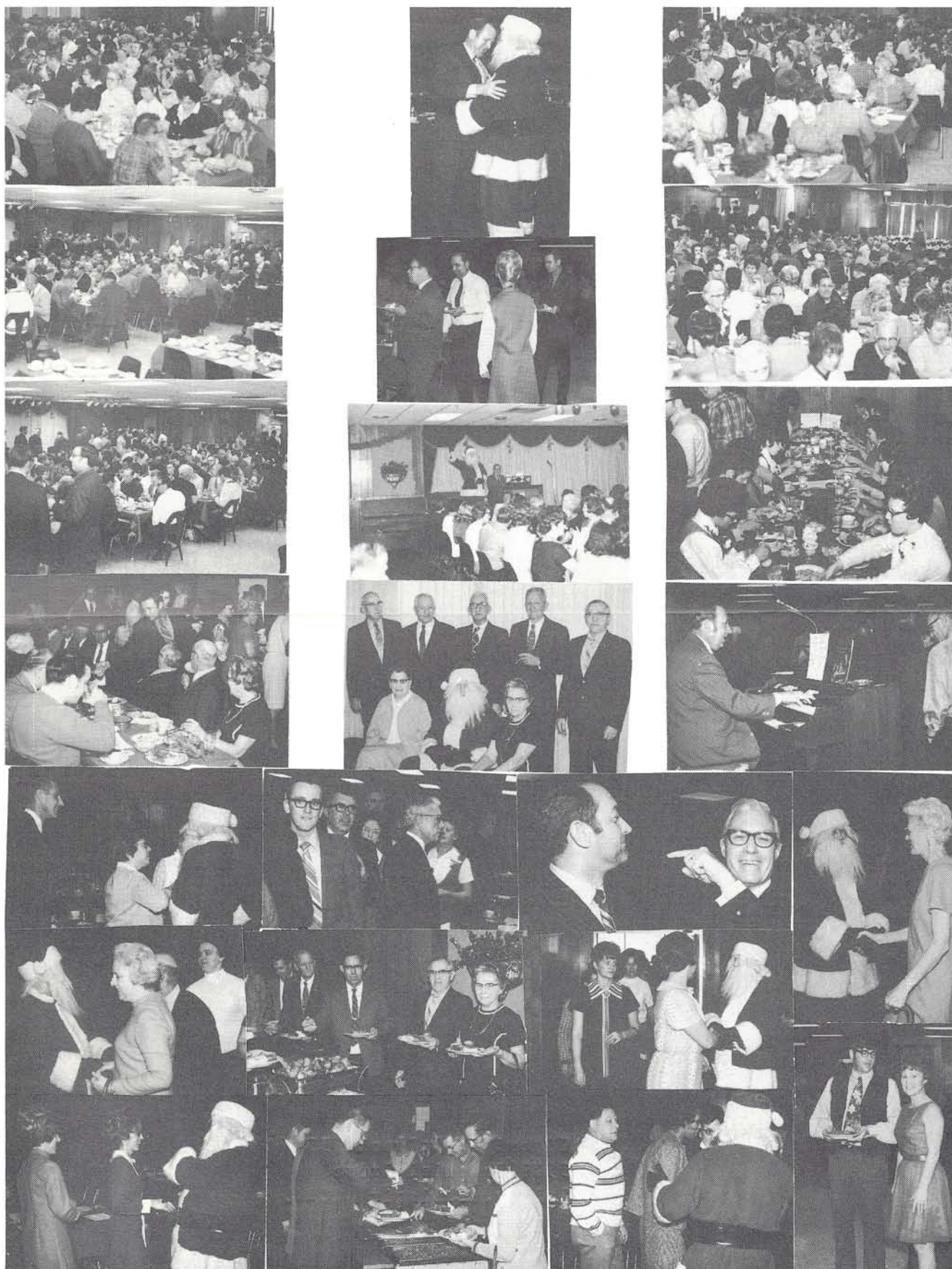


LESTER MILLER

This medal commends him for his meritorious service as a Supply Officer and Company Commander of a Communications Company while serving in Viet Nam and Okinawa.

We offer our congratulations to Les on this fine honor.

GATES CHRISTMAS LUNCHEON 1970



Service Awards



15 years
Betty Oenning
Stockroom



10 years
Paul Stoverock
Drafting



1 year
George Owens
Prod. Test



1 year
Jerry Meyer
Prod. Test



1 year
Ramona Allen
Audio Assy.



1 year
Norma Ancell
Cable Assy.



1 year
Mabel Ballweg
Cable Assy.



1 year
Judy Patton
Cable Assy.



1 year
Shirley Sheridan
Repair & Support



1 year
Carol Tanner
Audio Assy.

Long Term Service Awards

Congratulations are again in order as two more reach the 25 year plateau of service with Gates. These two men are F. Glenn Foster and Donald W. Hubbard.

Glenn Foster joined the company in 1945 as a radio transmitter assembler and was later made foreman of the audio assembly. He was transferred to the production office in 1956 as a production coordinator. He later became production manager for all audio products and is now production planner and scheduler.

Mr. and Mrs. Foster have four children and live at 2109 Payson Ave.

Donald Hubbard also joined Gates in 1945 as a mechanical inspector of sheet metal fabricated parts. He later transferred to the test lab where he is now group leader for testing audio and single-sideband equipment.

He and Mrs. Hubbard have four children and are both active in Scout work. They live at 1107 Hampshire St.



Left to right: J. C. Eaton, J. F. Eliason, D. J. Siglin, Glenn Foster, R. M. Veach and L. J. Cervon.



Left to right: J. C. Eaton, H. A. Young, O. E. Walton, Donald Hubbard, R. M. Veach and L. J. Cervon.

GATES RADIO COMPANY

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