

# GATES INTERCOM

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

VOLUME 11

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FROM  
GATES



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## GEORGE S. DIVELY DIVISION PERFORMANCE AWARD

Congratulations to all employees on the fine honor which has come our way from Harris-Intertype. For our performance in Fiscal 1970-71, Gates has won the third position trophy of the George S. Dively division performance award. Our planning during the last fiscal year and our performance in every area of operation was excellent, and everybody is to be commended on this achievement. There are fifteen Harris-Intertype Divisions—all competing for this award—and winning third place is a fine accomplishment.

This year's winner of the George S. Dively trophy is PRD Electronics, Syosset, New York. Systems Division, Melbourne, Florida won the second place trophy, and our congratulations go to both of these divisions for their outstanding performances.

Again, my congratulations to each and every one of you for your cooperation and fine team play—our third position trophy will be on display in the 30th Street lobby, and later in the 2nd & Hampshire Street lobby.

As we approach the mid-point of Fiscal 1971-72, the outlook for meeting our annual objectives is not as promising as it was a year ago at this point. Fortunately, much can be done to reverse the current unfavorable trend which began to show up in the past two months or so.

After a fine start in the summer months, new orders from all markets have slipped a bit. This slowdown in orders, combined with high product costs on some TV contracts, affected both shipments and profits in the fall quarter.

Several programs are underway to get the division back on its AOP targets. Most important is an aggressive merchandising campaign to bring in more shippable orders, particularly from the radio market, as we are in a good inventory position in many product areas.

We must also improve the profitability of our new TV business which has been subjected to higher than expected engineering and manufacturing costs.

After new orders and product cost, probably the most important area of attention is close monitoring and control of all company expenses to keep them in line with actual business needs.

Although 1970-71 was an excellent year for our division, the economy in general continues to be somewhat depressed, and the sparkle from our domestic radio and TV market has yet to show itself. Last year's fine performance was helped by excellent export orders, but the overseas market has now shown some weakness and increased competition from other suppliers.

Fortunately, there is some evidence that with the reinstatement of the investment credit and the expected pickup in the economy in general, broadcasters will be in a better mood to modernize and upgrade their facilities.

Meanwhile, the months ahead will require that we run a tight ship, and that we keep ourselves somewhat lean so we can again move ahead rapidly as our business picks up, assisted by the momentum of several new products soon to be introduced and by other growth programs.

*Lawrence J. Cervey*

Vice President-General Manager

## SEVEN ENGINEERS COMPLETE FORTRAN COMPUTER LANGUAGE COURSE

Recently, seven Gates Engineers completed six weekly sessions and successfully passed the final test on the FORTRAN IV Computer Language Course conducted by the GE Computer personnel from St. Louis. The course was conducted on a weekly basis with a full day of instruction followed by a homework assignment.

As a result of the Fortran course, the Gates Engineering Staff now has an additional seven, knowledgeable in the time-sharing FORTRAN computer language. The seven completing the course are: C. V. Clarke, G. W. Stephenson, L. J. Stanger, H. J. Jensen, R. S. Bush, G. R. Goodson and J. H. Butcher. In addition, Dan Dening, Tony Uyttendaele and Hassan Ghandour have FORTRAN knowledge from previous training.

Congratulations Engineers in gaining this additional knowledge and ability.



## Merry Christmas



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## Service Awards



10 years  
John Inman  
Ind. Engrg.



5 years  
Charlotte Maddox  
Static Assy.



5 years  
Jane Hunley  
Order Entry



5 years  
Emmett Weisinger  
Prid. Bd. Assy.



1 year  
Susan Ervin  
Sales Office



1 year  
Ed Shuey  
TV Sales



1 year  
Curt Lutz  
Automation Sales

## New Employees



Dan McMillan  
Auto. Assy.



Wilbur Hetzler  
Drafting



Ellen Goodwin  
Data Processing

## DATA PROCESSING EXPANDED TO ADVANCED DISC EQUIPMENT

The Data Processing Department has now completed the conversion from the 360 model 20 to the 360 model 22. The new machine gives Gates a complete new mode of operation, that of "Disc Processing". By upgrading to disc processing the Data Processing Department now has the capability of offering a much more complete service to other Gates departments.

The first project to be undertaken is that of methods time measurement reporting for the Fabrication Department. Until the addition of our new equipment, this job could not be undertaken due

to the size of the area involved. Smaller departments have been figured manually in the Accounting Department. The next challenge will be that of implementing an automated disc bill of material processor.

The conversion to disc processing has created a demand for more technical knowledge within the department. To meet this need, transfers have been made within the Company and as time permits, members of the Data Processing Staff are being schooled in disc programming and operations.



Paul Buckman and Bill Watkins familiarize themselves with the new equipment.

## QUARTER CENTURY CLUB CHARTERED



On November 16th, the first meeting of the Gates Quarter Century Club was held at the Quincy Country Club. All Gates Personnel with 25 years or more of continuous service as of December 31, 1971, were honored as Charter members. Larry Cervon, Vice President-General Manager, spoke briefly. He explained that the company had considered forming a Quarter Century Club for some time and now has done so because we have a representative group large enough to make it worthwhile. He further explained that this is strictly a social organization to honor those people with long years of company service.

Rog Veach, Director of Personnel, conducted the business portion of the meeting at which time officers were elected. The officers for the coming year are Nibs Jochem, President; Art Myers, Vice President and Gladys Dickhut, Secretary-Treasurer. The Nominating Committee was made up of Frank Schnier, Don McCabe and Gladys Dickhut.

The evening was spent in an informal way with the showing of old time pictures and much reminiscing. At the close of the meeting everyone was presented a certificate designating him as a Charter Member of the Gates Quarter Century Club.

Pictured above from left to right, seated are: Don McCabe, Bob Bonness, Art VandenBoom, Gladys Dickhut, Larry Cervon, Faye Fuller, Carl Holtman, Dusty Rhodes, and Francis Wentura. Standing we have Don Hubbard, John Bowers, Howard Young, Weldon Steinbach, Nibs Jochem, George Thompson, Don Hamann, Wally Kabrick, Les Petery, John Beckgerd, Frank Bruening, Frank Schnier, Art Myers, Joe Havermale and Rog Veach.

Charter Members who were unable to be present at the meeting were Ray Hudnut, Carl Gray and Glenn Foster.

Special honors were given to two of the newest members of the group in honor of their 25th anniversary in December. They were Faye Fuller who started 12-11-46 and Weldon Steinbach whose first day was 12-28-46. Gladys Dickhut was also honored as she was given her 30 year service award. Pictured are Weldon, Gladys and Faye along with Rog and Larry. Congratulations to these three people on their 80 years of Gates service.



### GATES RADIO COMPANY

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