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TECHNOLOGY

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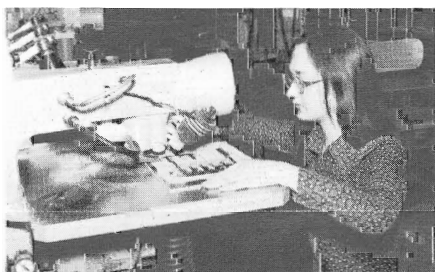
MARCH, 1972

EXTENSIVE PRINTED BOARD FACILITY ENABLES GATES TO PRODUCE PLATED-THROUGH, DOUBLE-SIDED PRINTED CIRCUIT BOARDS.

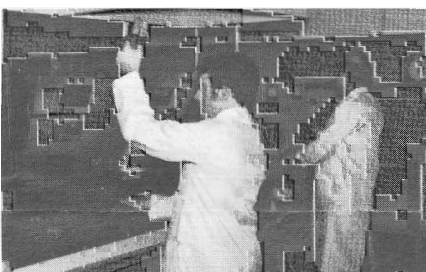
An increasing number of new Gates products require an advanced kind of printed circuit board. Our new printed board facility provides us with the manufacturing capability to meet these requirements. Plated-through, double-sided boards are manufactured with better quality, lower cost and faster availability than before, enabling us to be more competitive and more flexible in meeting customer delivery needs. This Gates in-house facility is specifically geared to

meet our design, lot size, volume, and quality requirements. Scheduling flexibility, and a high degree of process control, are two of the major advantages already realized.

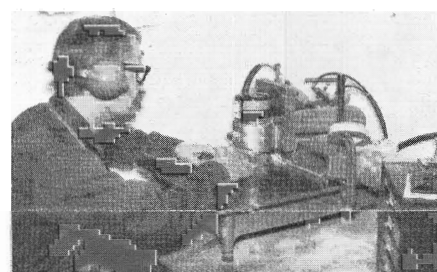
This new facility will have the capacity of producing 75,000 single sided boards and 75,000 double-sided, plated-through boards or a total of 150,000 units annually.



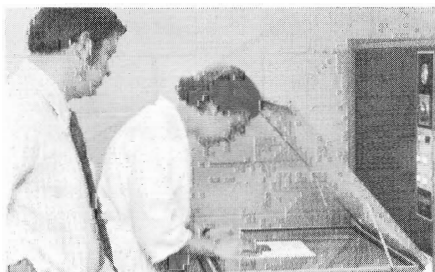
Betty Merritt uses the Accro-drill, with a 10 power scope attachment, to accurately drill a double-sided, plated-through PC board.



John Crabtree and Joe Nichols work in the totally new plating room, a facility designed for applying both copper through hole plating and pure tin over plating to PC boards.



Jim Mayfield uses a metal tinplate to machine the outline of a PC board to achieve accurate size.



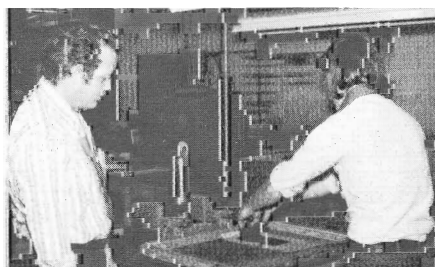
Ted Dutton and Sandy Barnes set up a screen fabrication in the completely new photo printing room.



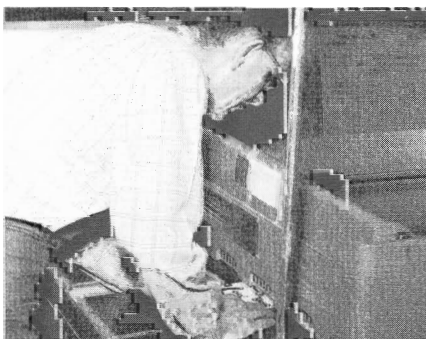
Bob Vaughan watches as Dianna Roate and Sharon Beedle inspect and touch-up the PC boards between the plating and etching procedure.



Georgia Vaughn completes the insertion of minute hardware parts onto a PC board.



Joe Muse instructs Mike Jones in the operation of the new screening fixture, used to apply a resist to a PC board through stainless steel mesh for a well defined conductor pattern.



Emmett Weisinger uses the small shear to trim PC boards to approximate size.



Larry Schlepphorst and Helen Vaughn check PC boards before they are placed into stock.



THE LAST QUARTER

Our 1971-72 fiscal year is now in its final, crucial quarter, and much has to be done if we are to meet our Annual Operating objectives.

At the three-quarter mark we are behind plan in all key objectives. Nevertheless, this last quarter can be a bell ringer and we can end the year much closer to our operating goals if we are determined to do so.

An extremely high level of shipments is scheduled for the April through June period. Timely completion of several major contracts is essential to make this the best quarter in every way for 1971-72. Required shipments include the U. S. Navy AN/URN-5 contract, the USIA BC-10H order, the TV system for KGO, and TV transmitters for WWNY, WTTW, KRTV, KPLC, and the new Virgin Islands ETV station.

Television transmitter orders on hand represent a substantial part of our last quarter shipments, and reflect the increased importance of this new line of products to our business. However, these TV orders will not get the job done without a high shipment level of audio products and AM-FM transmitters. Fortunately, our stock position in most products is good and we can handle new customer orders quite speedily.

This has been a year marked by substantial progress in the development of new radio products. Several, introduced in recent months, have produced a welcome volume of orders. Among these is our new Gateway 80 console, which has been especially successful.

Our display at the NAB Convention in Chicago next week should do a lot to convince customers of the broadness of the Gates' radio product line, and of our technological leadership. A full range of AM transmitters, from the new 1 kW, BC-1H to the outstanding new 50 kW, MW-50 will be on display—along with new consoles and a new digital program automation system. These new products should bring in many new orders, a good part of which could be shipped in this last, extremely important quarter.

In general, our business this fiscal year started off in grand style, slipped during the fall and winter months, and has started to pick up nicely this spring. Although we are behind our AOP at the present time, these last three months can bring us much closer to our objectives and help make 1971-72 a fairly successful year.

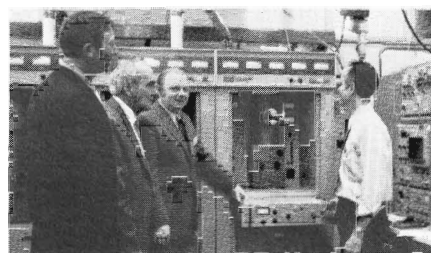
There are many exciting growth programs underway which could make Gates the world's leader in both radio and television broadcasting equipment. Some of these are ambitious and challenging programs, but with the continued support and enthusiasm of all employees we can keep our momentum going forward toward this world leadership objective.

Meanwhile, our emphasis now must be on making the next three months a bell-ringer quarter in new orders, shipments, and profitable operation.

Lawrence J. Cerwoy

Vice President-General Manager

WHYY-TV, CHANNEL 12, ACCEPTS DUAL BT 18H TRANSMITTERS



Roger Newell (right) demonstrates the Dual BT 18H transmitters as Nile Hunt, Gates TV Sales; Frank Harvey, WHYY-TV Engineering Supervisor; and Bob Hall, WHYY-TV Vice-President of Engineering and Technical Services look on. Gates transmitters to be part of new up-dated equipment as WHYY-TV moves from Wilmington, Delaware to Philadelphia, Pennsylvania with new tower and power plant.

THE ENERGETICS RECEIVE SPECIAL AWARDS

Gates Junior Achievement Company, The Energetics, recently received recognition as two of its members received special JA awards. Dan Johanness was awarded the Junior Executive Award, and Jim Ostermiller received the Achiever Award. These awards were received as the result of passing a test given by the Junior Achievement organization. These honors are presented each year and Gates is very fortunate to have two of its JA members receive this recognition.

Edna Howard, Marcy Hayden and Steve Hemming are the Advisors for this years Energetics.

Be sure to order one, or more, of the second product that this years JA members are making. The Advisors will be glad to take your order.

ENGINEERING NEWS

Leon Stanger received notification that U. S. Patent No. 3,643,170 has been issued for his "Envelope Delay Compensation Circuit".

Hilmer Swanson has also added another U. S. Patent to the Gates portfolio. No. 3,643,161 was issued for his "Pulse Duration Modulation Transmitter".

Congratulations men!!



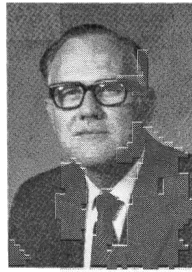
Edited By Personnel Dept.

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Ruth Ann Skirvin

Betty Weber
Lois Butcher

SERVICE AWARDS



15 Years
Eugene Edwards
Vice-Pres. Sales



10 Years
August Stiern
Audio Assy.



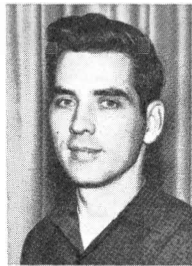
5 Years
George Stephenson
Auto. Engrg.



5 Years
Bill Watkins
Data Processing



1 Year
Rolland Looper
Radio Sales



1 Year
Carl Balsar
Fabrication



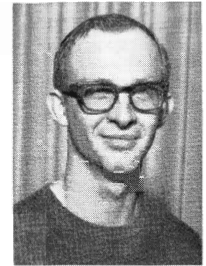
1 Year
Delores Hurley
Cables



1 Year
Stan Leedy
Ind. Engrg.



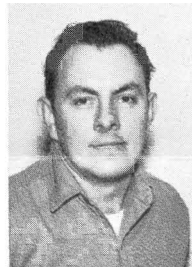
1 Year
Ruth Whelan
Cables



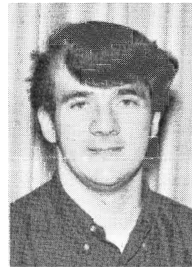
1 Year
Bill Wegs
Static Assy.



1 Year
Wilma Weathers
Printed Circuit Bd.



1 Year
Jim Mathes
Fabrication



1 Year
Johnny Crabtree
Printed Circuit Bd.

TWO GATES EMPLOYEES HONORED FOR 25 YEARS OF SERVICE



The above group assembled to present Charley Bridgman and John Weed, Jr., with their 25 year service awards. Shown from left to right are: Joe Sutcliffe, Howard Young, Stan Leedy, Rog Veach, Charley Bridgman, Larry Cervon, John Weed, Pete Foxx, Charley Kuhns and Jim Eaton.

Charley became ass't foreman in charge of the paint department, moving to the 30th & Broadway plant in 1953. He moved to the plant at 30th and Wisman Lane in 1966 and since that time has assisted in the methods fabrication section of Industrial Engineering.

Bill Weeds, Jr., started in our company beside his father as a lathe operator. He has worked in all three of our Quincy machine shop locations and has been a tool-jig and fixture maker in the tool and die department for the past several years.

Congratulations to both men on their fine service records.

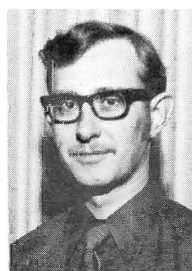
NEW EMPLOYEES



Joan Reyna
Int'l Sales



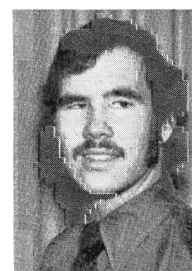
Yvonne Dudding
Product Marketing



Dennis Semerad
Drafting

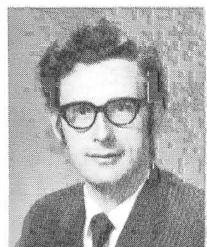


Telmo Alves
Int'l Sales



Michael Creely
Drafting

NEW YORK FELLOW EMPLOYEES ACTIVE IN SOCIETY OF BROADCAST ENGINEERS



Ed Schober



Art Silvers

Ed Schober has been elected to a one year term as Vice Chairman of the New York chapter of the Society of Broadcast Engineers, while Art Silvers is actively carrying out the job of Program Chairman for the New York Chapter of this national organization.



Posted on multilane divided highways 300 ft. in advance of the point where traffic from a side road enters the main roadway on a ramp, this sign warns drivers to be alert for other traffic traveling in the same direction. Each driver is required to take whatever action may be necessary to avoid a collision.



Be alert for construction operations ahead. Slow down and drive cautiously.



A most important warning, it tells you that two lanes of traffic will soon merge into one. Watch carefully and be prepared to change lanes or wait for an interval.

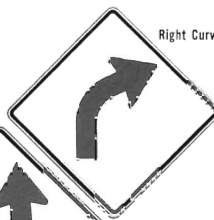


You must obey the instructions given by the flagman.

Sharp Right
Turn (10 MPH)



Right Curve



40
M.P.H.



Winding Road



Reverse Turn



Reverse Curve

These signs are posted from 400 to 700 ft. in advance of turns and curves. Be sure to note the shape of the arrow—it tells what to expect—and be doubly sure to observe the small sign underneath. It tells the maximum safe speed for the turn, as determined by highway engineers.

SIGNS OF SPRING

These signs are truly signs of spring for it is this time of the year that we all take to the open road whether for a well earned vacation or a weekend trip.

Each year brings about changes on our highways and without the above signs, it would be impossible to keep up on even a few of them.

Know the highway signs, they are placed for your safety and the safety of your loved-ones.

So . . . KNOW AND OBEY — MAKE SAFETY YOUR WAY !!!

ARTHUR CUNNINGHAM RETIRES AFTER 20-1/2 YEARS OF SERVICE



Art Cunningham, shown as he opens his painting kit, a retirement gift from his fellow-workers.

Art, a draftsman for 20½ years, retired March 15, 1972. He joined the company 8-3-51 at our Second and Hampshire location and 15 years later moved to our location at 30th & Wisman Lane. His eagerness, company attitude, and near perfect attendance made him a valued employee.

He and his wife, Helen have two daughters, Donna and Patricia and one son, John.

Art plans to put the gift he received from his many friends to good use as painting is one of his hobbies.

Best wishes Art, for a long and pleasant retirement from your many friends at Gates Radio.

GATES RADIO COMPANY

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