

INTERCOM

HARRIS

PUBLISHED BY AND FOR THE EMPLOYEES OF GATES

COMMUNICATION
TECHNOLOGY

A DIVISION OF HARRIS-INTERTYPE CORPORATION

VOLUME 8

QUINCY, ILLINOIS

SEPT.-OCT., 1972

NEW PLANT AND OFFICE FACILITIES READY TO HANDLE EXPANDED TV PRODUCT LINE

The acquisition of the GE Television Product Line—and the decision to transfer all but the antenna operation to Quincy required additional plant and office facilities. Because of the relatively short negotiation period there just wasn't time to consider an addition to the 30th Street plant. Therefore, three buildings, totaling 55,500 square feet of space and located about a mile north

of our main plant, were leased to house the expanded Gates operation. In addition, to accommodate larger Engineering and Sales Department offices and Engineering Lab, space had to be provided at 2nd and Hampshire and 30th. All required plant and office facilities were planned and made available in record time with great results as the photos below show.



Outside view of two new buildings on Ellington Road. Front building Interior of the Ellington Road building that holds inventory and stock formerly housed at 30th Street location.



A larger and more efficiently equipped Drafting Department is now located in another section that was formerly the stock area at 30th Street.



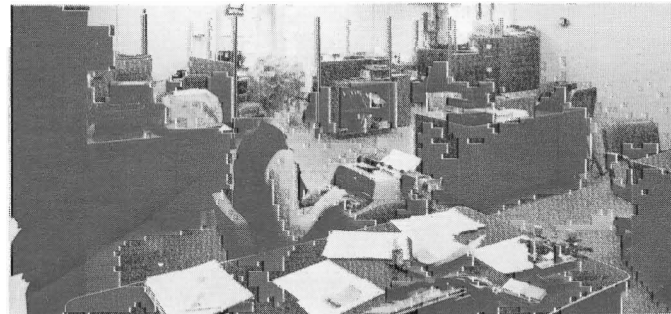
Interior of the Shortridge building that holds inventory and stock formerly housed at 30 Street location.



The TV sales group occupies a new office at 2nd and Hampshire that was formerly the Automation Offices and the Data Processing programmer's area.



The Industrial Engineering Department shown as it is now located in a new office. This space was formerly part of the stock area at 30th Street.



The TV Service Department is conveniently located in the area that was formerly used for mail room and advertising direct mail operations.



FOCUS FOCUS FOCUS FOCUS

COMPANY SALES MEETING

An important and successful general sales meeting was held last week for the combined radio and television sales group, and for sales personnel from our International Sales Department and from Harris-Intertype Canada Ltd. Meetings of this type are held about once every eighteen months at the Quincy headquarters with the primary objective of improving the product knowledge of our field sales engineers. Secondary objectives include sharpening their sales skills, and helping them better understand and properly use company procedures.

An important by-product of these meetings is that they bring out in open discussion, for company management to hear, opinions as to where we are doing a good job, and where we are doing poorly, in serving our customers. Our sales engineers are quick to tell us about customer attitudes on our product quality and design, service, advertising, delivery, packing, shipment routing, credit procedure, and many other things - - even down to how we handle telephone calls. All of these things represent "service" to our customers - - which shows that good service is a company-wide job, and not the responsibility of just one or two departments.

It is this frankness over the years at Gates' general sales meetings, and the willingness of our company to accept suggestions and constructive criticism, which has done much to bring Gates to its leadership position in radio. Progress is made by recognizing weak spots, and making a serious attempt to correct them.

This year's meeting was particularly important as it included our recently added television sales professionals from GE, who provided many new inputs on our TV customers. Gates now has twenty-five sales engineers in the U.S., organized into two separate groups - - one handling radio station accounts, and one handling TV accounts.

The general sales meeting requires months of preparation by the Sales and Marketing departments, and the participation of engineers, finance department personnel, manufacturing personnel, and others. During the meeting new products are shown, and explained, to the field sales force; credit policies are reviewed; company objectives are presented; and questions on products and procedures from the sales engineers are answered.

With information flowing from home office personnel to the sales engineers, and from the sales engineers to company management, the general sales meetings are most productive in helping us provide better service to our customers. I would like to thank all of those who participated this year for a well planned, well executed meeting. It should result in more skillful performance of our field men in their territories, and increased orders from our customers.

Lawrence J. Cerwoy

Vice President-General Manager

CARL SMITH, RETIRED EMPLOYEE DIES



Employees throughout the company were saddened by the death of Carl Smith. Carl had worked for Gates from October 10, 1951 to the time of his retirement June 30, 1963.

He died on September 2, 1972 and was followed in death by his wife, Mary, who died September 27, 1972.

The couple celebrated their 50th wedding anniversary in February, 1970. They have four children, fifteen grandchildren and four great-grandchildren.

PAUL SCHNELLE DIES SUDDENLY



Paul Schnelle, beloved employee of Dept. 14 died after a very brief illness. Paul worked 11 years in various areas of the fabrication Department. His eager, conscientious attitude earned him many friends throughout the entire company, and his passing brings sadness to all who knew him. Paul is survived by his wife, Alice; two children, Sharon Rosendale and Ruth Ann Twyman; and six grandchildren.

SINCERE SYMPATHY

In addition to the above families, the company wishes to express heart-felt sympathy to the following employees at their time of loss. Dee Gray who lost her father, George Cribb who lost his father and Kandy Schnieder who also lost her father.



PUBLISHED BY AND FOR THE EMPLOYEES OF GATES HARRIS-INTERTYPE CORPORATION

Edited By Personnel Dept.

Contributing Reporters:

Jeanie Genenbacher
Ruth Ann Skirvin

Betty Weber
Lois Butcher

**WE WELCOME THESE NEW EMPLOYEES FROM VCPO WHO NOW MAKE GATES A
LEADER IN TELEVISION BROADCASTING EQUIPMENT.**



Jim Kearney
Antenna Engrg.



Ron Fisk
Antenna Engrg.



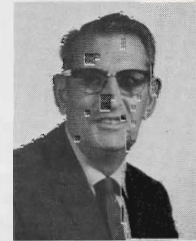
Nick Carno
Antenna Engrg.



Dick Carioggia
Antenna Engrg.



Bob Kath
Antenna Mfg.



Cedric White
Antenna Mfg.



Gerald Rodger
Antenna Mfg.



John DeSantis
Antenna Mfg.



Phil Reilly
TV Engrg.



Fred Eames
TV Engrg.



Ray Demo
TV Engrg.



Terry Hickman
TV Engrg.



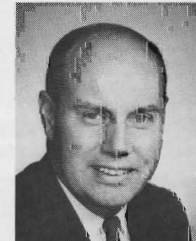
Nallaswamy Srinivasan
TV Engrg.



Thomas Jordan
TV Engrg.



Ken Smith
TV Engrg.



Joseph Wiggin
TV Engrg.



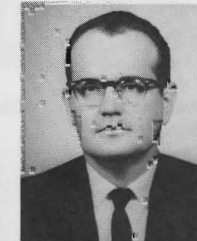
Ray Dow
TV Engrg.



Frank Ritter
Purchasing



Vern Russell
TV Sales



Antony Terzano
TV Sales



Earl Platt
TV Sales



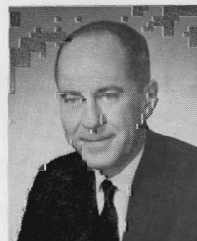
Bob Manahan
TV Sales



Jim Comer
TV Sales



Merle Arnold
TV Sales



Bob Lauterbach
TV Sales



Lew Page
TV Sales



Gordon Rode
TV Sales



Dick Smith
TV Sales



George Hardy
TV Sales



Lou Ouellette
TV Sales



Tom Leschak
TV Service



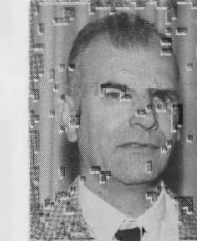
Madge O'Brien
TV Service



Bob Buck
TV Service



Mike O'Brien
TV Service



Bob Schenke
TV Service



Tom Staggs
TV Service



George Tillman
Prod. Mkt.



Fred Fleischman
Prod. Mkt.



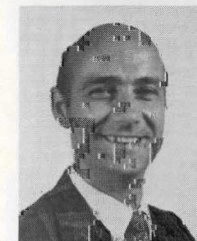
Warren Bingman
Material Ctrl.



Stan Roberts
Mech. Engrg.



Bill Craigie
Prod. Engrg.



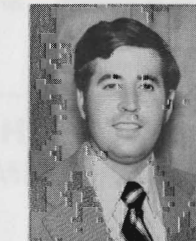
Rick Parise
Prod. Engrg.



Harry McCarthy
Finance



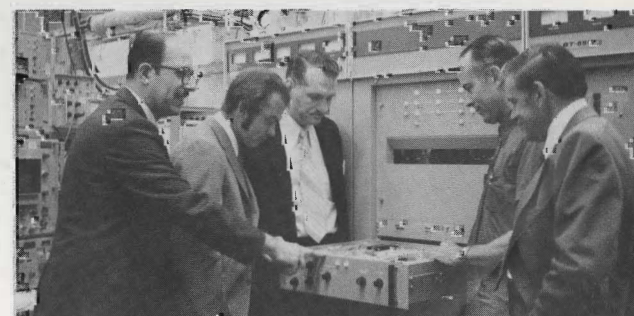
Jack Painter
Prod. Mang.



Howard Wallace
Prod. Mang.

**WYTV-TV ENGINEERS WITNESS FINAL
TEST OF 55 kW UHF TRANSMITTER**

Engineering personnel from WYTV-TV, Youngstown, Ohio were in Quincy to witness final test of the BT-55U Transmitter. Shown at right checking out the visual exciter are (from left to right): Anthony Lucent, Bill Bough, and Art Taylor, Chief Engineer, all of WYTV-TV. Roger Newell and Dick Smith stand by to answer questions.



**CONSULTING ENGINEER ROBERT
KENNEDY VISITS QUINCY PLANT
WITH ABC'S FRED ZELLNER**

Hans Bott (left) demonstrates performance of the VHF visual exciter to Fred Zellner, Manager RF Systems, American Broadcasting Company (center), while Consulting Engineer Robert Kennedy from Washington D.C. observes. This exciter is similar to those used in the three 25 kW VHF transmitters delivered to ABC's station KGO, San Francisco, California.



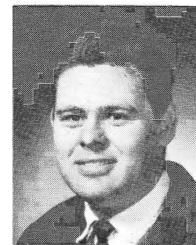
Service Awards



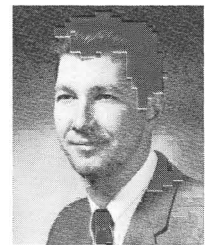
15 Years
Jim Barry
Credit



5 Years
William Meyer
Auto. Assy.



5 Years
Ron Ancell
Engrg. Lab.



5 Years
Bill Massey
Customer Serv.



1 Year
Virginia Reeves
Prod. Mkt.



1 Year
Dianna Roate
Prtd. Crkt. Bd.



1 Year
Jim Miller
Sales



1 Year
Pat Belker
Prtd. Crkt. Bd.



1 Year
Theresa Bless
Stock



1 Year
Diana Clampitt
Stock



1 Year
Sharon Beedle
Prtd. Crkt. Bd.



1 Year
M. Jay Cobb
Fabrication



1 Year
Betty Smith
Transmitter Assy.



1 Year
Barbara Springett
Transmitter Assy.



1 Year
Lawrence Riley
Fabrication



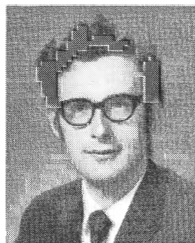
1 Year
James Tucker
Develop. Engrg.



1 Year
George Hendrickson
Customer Serv.



1 Year
John Klecker
Develop. Engrg.



1 Year
Edward Schober
N.Y. Serv. Center



1 Year
Mildred Creely
Cable Dept.



1 Year
Francis Welsh
Develop. Engrg.



1 Year
Betty Hull
Prtd. Crkt. Bd.

INSIDE SALES STAFF OF BOTH RADIO AND TELEVISION COMPLETE SALES IMPACT COURSE

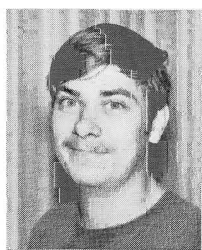


The following men completed the Sales Impact Course led by Joe Engle. Left to right: Thelbert Niehoff, Bill Ellis, Jim Marwood, E. O. Edwards, Lynd Carter, Curt Lutz, Bob Anderman, Joe Engle and Vern Killion.

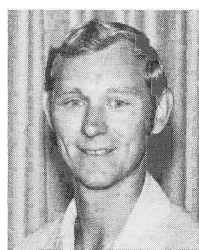


The following men completed the Sales Impact Course led by Curt Krings. Left to right: John Bowers, Randy McCallister, Roger Burns, Bill Massey, E. O. Edwards, Rolland Loooper, George Hendrickson, Curt Krings and Ed Gagnon.

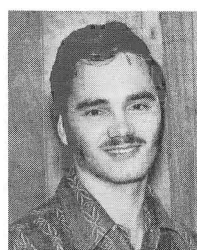
Welcome New Employees



Dana Sharp
Fabrication



Merlin Wemhoner
Fabrication



Roger Malaney
Service Parts



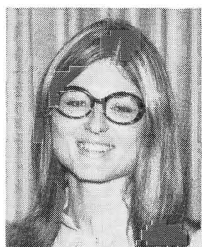
Sharon Myers
Accounting



Virginia Yount
Front Lobby



Anita Miller
Accounting



Karen Clary
Mech. Engrg. Sect.



Daryl Waite
Engrg. Lab.



Oscar Fuller
Customer Serv.



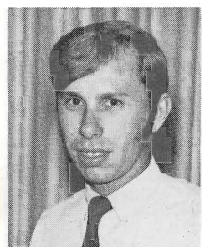
Glenna Pond
Credit



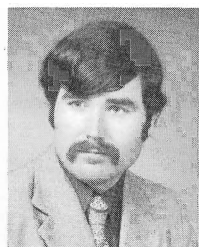
Darlous Hull
Customer Serv.



Shirley Main
Fabrication



Bill Maas
Drafting



Richard Batterberry
Credit



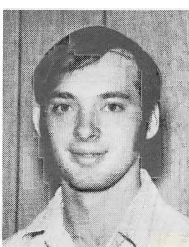
Janet Venvertloh
Order Entry



Barbara Malaney
Office Serv.



Nancy Shipe
Purchasing



Carl Brown
Quality Ctrl.

**Thanks to you
It's working**



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William M. McCleery Campaign Chairman

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