

INTERCOM

HARRIS

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COMMUNICATION
TECHNOLOGY

A DIVISION OF HARRIS-INTERTYPE CORPORATION

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FOCUS FOCUS FOCUS FOCUS

THE INDUSTRY WE SERVE

Radio and television broadcasting is a big industry and is unique in the profound effect it has upon the social and economic development of our country. Few industries have changed our living patterns more dramatically in so short a time. As a supplier of broadcast equipment we are a very important part of this vigorous and dynamic segment of our nation's economy.

Today there are 4,400 AM, 2,900 FM, and 900 television stations—an increase of about 12% from five years ago. Industry estimates place the number of radios in use in the U. S. at 350 million and almost 100 million television sets. Broadcasting is indeed a big industry, and its continued growth has been one of the factors in our growth, too.

An important benefit arising from this great number of stations is that U. S. equipment manufacturers have a sizable market at home for standard products and are not greatly dependent on specialized or turnkey systems orders from domestic or overseas customers. Thus we are able to invest more in new product development programs, and are able to offer a very wide range of equipment for relatively fast delivery to a large number of prospective users.

The importance of the broadcasting industry to our way of life can be illustrated by some important statistics. There are about 130,000 people employed in broadcasting—72,000 in radio and 58,000 in television. This does not include the huge employment figures among those who owe their jobs to the industry in such areas as advertising, electronics, set sales, and other related industries. The total original investment in tangible property, such as equipment and buildings, is \$2.5 billion. A respectable portion of this is represented by Gates-built or Gates-supplied equipment in use throughout the industry.

Total radio and television revenues are now running about \$4 billion per year, and are increasing. The industry in general is a profitable one, and much of this profit revenue is reinvested in new or expanded facilities. This reinvestment by our customers provides us with opportunities to encourage modernization by development of better products.

Regretfully, the cheerful broadcasting revenue report can cause lingering problems for the industry, often accused of mediocrity in programming and of being excessively profit minded.

It can be argued that the increasing revenues indicate a public endorsement of current programming because the audience is there, watching and listening. Nevertheless, as in all business, the ultimate measure of success is in the quality of the product or service provided the customer. In our judgment, radio and TV broadcasting in the United States is the best in the world, with a diversity of programming unequalled anywhere.

The opportunities to grow and maintain a viable, successful business with the dynamic industry which we serve are tremendous. There is a challenge, however, in being certain that we are always alert to changes which require new or different equipment as programming needs change or as new forms of broadcasting evolve.

Laurence J. Cerwoy

Vice President-General Manager

GATES ENGINEER DIES AT AGE 33

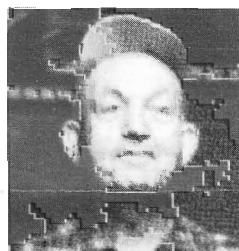


Charles Green died October 18, 1972 in St. Mary's Hospital after an extensive illness. Charles joined Gates Engineering group as a mechanical engineer in 1971.

His dedication to his work and his ability to achieve the sometime impossible solution will long be remembered by all who knew him. He is survived by his wife, Beverly, and his two daughters, Melanie and Jeanna.

We express our deepest condolences to his family at this time of great loss.

RETIRED EMPLOYEE DIES



Robert Nixon, Sr., age 81, died unexpectedly in his home November 14, 1972. Robert was born in Belfast, Ireland and moved to the United States

when he was 17. He served with the Army in World War I. He later became a member of the National Guard.

Robert started with Gates in the Shipping Department and retired October 31, 1962 after 11 years of service.

He is survived by his wife, Hilda, one son, Robert, Jr., and two grandchildren.

We express our heart-felt sympathy to his family in their hour of sorrow.

SINCERE SYMPATHY

In addition to the above named families we wish to extend our condolences to Walt Rice who lost his father and Arnold Spielbauer who also lost his father.

Cover by Joe Benjamin



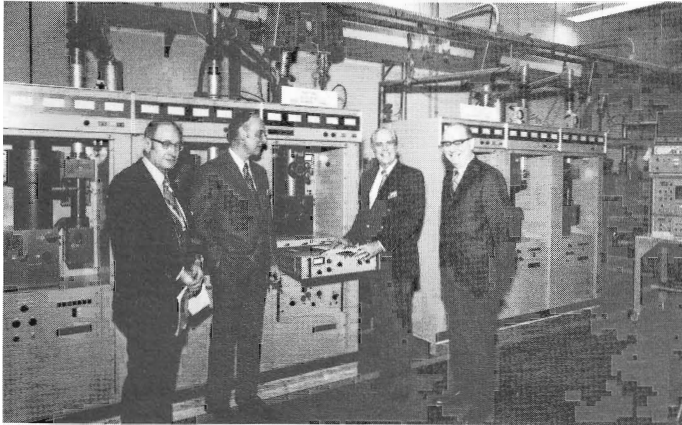
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Contributing Reporters:

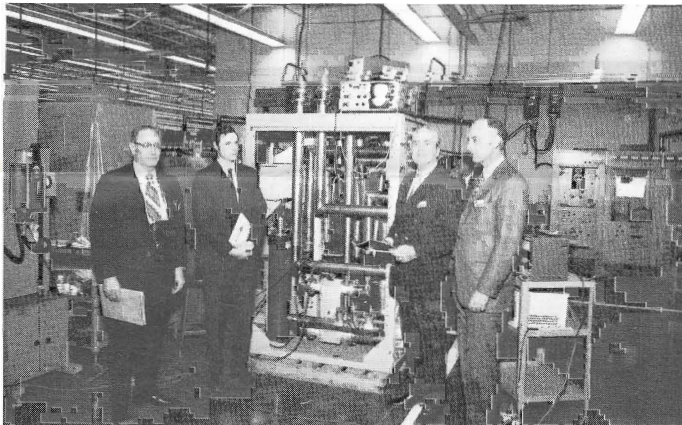
Jeanie Genenbacher
Ruth Ann Skirvin

Betty Weber
Lois Butcher

CAPITAL CITIES BROADCASTING UPDATES WTNH-TV, NEW HAVEN WITH GATES DUAL TRANSMITTERS



Howard Young, right, is all smiles as Dan Smith, Vice-President Capital Cities Corporation prepares to sign off acceptance of the Channel 8 Model BT-18/18H Dual Transmitter for WTNH-TV, New Haven, Connecticut. Looking on from left to right are Emery Schmittgall, Transmitter Engineer WTNH-TV and Roy Fullen, Ass't Director of Engineering Capital Cities Corporation.

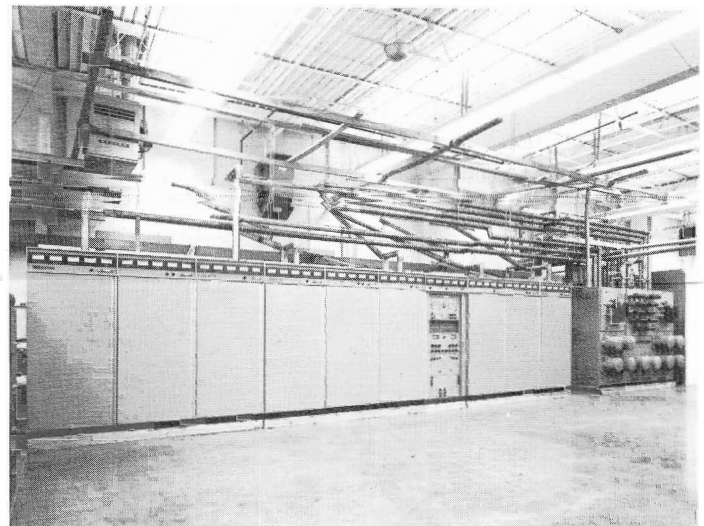


Tony Uyttendaele is standing to the left of the Dualtran RF Switcher that will control the Dual Transmitter for WTNH-TV. Emery Schmittgall is on the extreme left; Dan Smith, center and Roy Fullen, right. This versatile Gates designed switcher is a standard product and has been supplied to several VHF stations for use with Gates Television Transmitters. A Gates designed Channel 8 Diplexer is also being supplied for this complete transmitting system.

CBS ENGINEERS WITNESS FACTORY TEST OF WORLD TRADE CENTER TRANSMITTER SYSTEM



Gates' Don Manion points out design features of the control system used for input and output RF switching functions in the transmitting system recently completed for WCBS-TV, New York. Shown standing from left to right are Arne A. Lassila, CBS' Manager Transmitter Systems; Robert J. Plonka, CBS Project Engineer and Howard Porter, Manager WCBS-TV Transmitters. Gates' Vern Killion and Dan Maase look on.

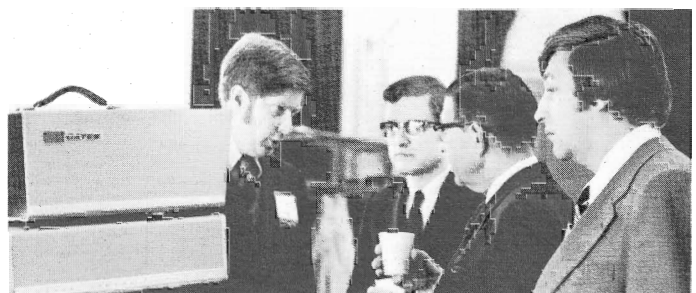


Composed of three Model BT-13L Transmitters, this impressive transmitting system will be used by WCBS when this Channel 2 station moves to New York's World Trade Center Building. The system meets some of the most exacting performance requirements ever demanded of any television transmitter manufacturer. As designed, WCBS-TV will operate two 13 kW transmitters in parallel at half power; the third will be used as standby and can be switched into service automatically when needed.

TE-201 COLOR CAMERA DISPLAYED AT H-I STOCKHOLDERS MEETING

Gates new color camera, Model TE-201 was displayed at the annual stockholders meeting of Harris-Intertype held at the Sheraton Hotel in Cleveland on October 12, 1972. Attending stockholders and company officers were treated to a fine demonstration of a new Gates product that was being shown for the first time. The attractive display was made up of consumer products selected from a local supermarket and a color monitor that was used so that all present could judge the performance of the TE-201 by sight. The camera performed superbly.

Assisting with the display were Fred Baker, Harris-Intertype Corporate Relations Director and Buck Perry, Television Sales Department. Fred arranged the display and Buck set up and operated the camera as well as answered the many questions. Many good comments were heard concerning the small size of the camera; high quality color of the pictures and the attractive case of the camera itself. Mr. Dively was delighted with his picture as shown on the color monitor.



In the picture Buck Perry (left) discusses the merits of the TE-201 with, from center to right, William Hinkle, Howard Dirks and Don Wright all Harris-Intertype personnel.

HARRIS-INTERTYPE NAMES MR. RICHARD B. TULLIS CHAIRMAN, DR. JOSEPH A. BOYD PRESIDENT



Mr. Tullis

At the October 12, 1972 annual stockholders meeting Harris-Inter-type Corp. announced the election of Richard B. Tullis as Chairman of the Board and Dr. Joseph A. Boyd as President. Mr. Tullis, 59, has been president of the company since 1961 and continues as Chief Executive, a post he has held since 1968. Dr. Boyd, 51, formerly Executive Vice President-Operations, becomes principal operating officer. George S. Dively, 69, who led Harris from a small, family controlled builder of printing presses to a large, multinational communications equipment company, and who held the title of President or Chairman, or both, for 25 of his 35 years with the company, was elected Chairman of the Executive and Finance Committee.

Both Mr. Tullis and Dr. Boyd have been frequent visitors to Quincy and all Gates Division personnel are pleased by this further step in the planned continuity of Corporate top management.



Dr. Boyd

LONG TERM SERVICE AWARDS

What can mean more to a company than it's long term service employees? They are certainly a measure to determine a company's stability and working conditions. Not only have we provided a source of income for the people of the locality for 50 years, but we have remained competitive in the business world as well as in the labor market.

The pictures shown below represent 135 years of dependable service and dedication to Gates Radio Company, and congratulations are certainly in order.

Francis Wentura has completed 30 years of service. He came to Gates during the war after first being Chief Engineer of WTAD in Quincy and telephone operator for the Illinois State police. During his long term of service he has been instrumental in solving many problems of Gates customers in all parts of the country, worked on the design and development of most of Gates transmitters including the Van Guard line and the SW-100, helped establish methods and standards for production procedures and written many of the instruction books now in use throughout the broadcasting industry, wherever Gates products are in use.

Francis and his wife, Alice, have two sons; Dick who works in Quincy and is very active in the Dogwood Festival and Dr. David Wentura who is a teacher in San Francisco, Calif.

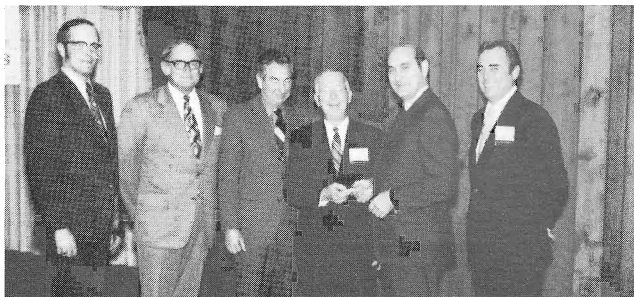
Francis is an avid "Ham" and is one of the co-founders of the Illinois Emergency Net System. He has been a Ham Operator since his high school days as his old call letters indicate... NU9AEX.

Congratulations to Francis not only for his many years of service to Gates but also for his years of service to the community.

Barney and his wife, Marjorie, have two daughters, Barbara and Susan and one son, Gregory. The family lives in a home on North 18th Street that truly reflects Barney's skill with lumber, as do many of the offices at 2nd and Hampshire.



Shown with Barney as he received his 25 year award from Larry Cervon are from left to right: Howard Young, Plant Manager; Bob Strode, Foreman Dept. 10; Jim Eaton, Vice-President—Manufacturing and Bob Fluent, Personnel Director.



In the above picture, Francis receives his 30 year service award from Larry Cervon as the following look on: Bob Fluent, Personnel Director; H. E. O'Kelley, Vice-President—Composition Group; Dr. Joseph Boyd, President Harris-Inter-type and Gene Whicker, Vice-President—Engineering.

Charles Frese has completed 25 years of service to the Company. You may not recognize the name, for everyone who has ever worked with this man affectionately calls him "Barney". Barney puts the face on Gates products, whether they are traveling to Chicago or Washington to a display or to the customers station. From the wood, glue, nails and formica of his work shop, he produces the cabinets for our studio equipment and special customer orders.

Jim Medlin joined Gates in the radio assembly department as a wireman, and has been with the Company 20 years. During these 20 years of service Jim has played an important part in the building and testing of many of our major products. At the present time he is handling the mechanical inspection of Gates Television transmitters.

Jim and his wife, Anna, have three children and are residing near Maywood, Missouri.



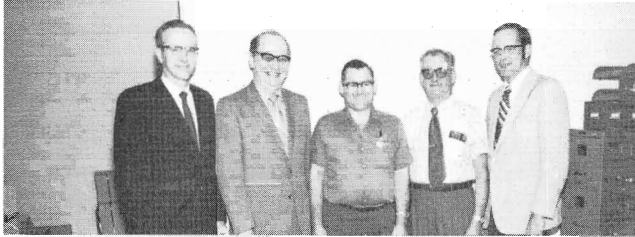
Pictured with Jim on his 20th anniversary are from left to right, Jim Eaton, Bob Strode, Howard Young and Bob Fluent.

(Continued on Next Page)

(Long Term Service Awards Cont.)

Ed Lowary has also completed 20 years of service with the Company. He began his service as a wireman and in more recent years has served as a technician in the Engineering Model Shop. He is now working in the Engineering Department as an assembly technician.

Ed and his wife, Helen, have four children and live in Durham, Missouri. He is presently serving as a member of the Durham School Board.



Shown with Ed on the occasion of the 20 years are from left to right, Jim Eaton, Howard Young, Bob Bonness and Bob Fluent.

We are also proud to announce that three of our ladies have joined the 20 year service group.

Marcy Hayden and Juanita Berry each received their 20 year awards at the last Management Dinner. Marcy joined the Company as an accounts payable clerk on a temporary basis. This temporary work has grown into more than full time as she is now an Accounting Supervisor.

Marcy came from Pittsfield where her father, mother and brother still reside. She is an active bowler and has also served as an advisor in the Junior Achievement Program.

Juanita Berry also started with the Company on a part-time basis some 20 years ago. Her job has grown to the extent that you cannot think of the Purchasing Department without thinking of Juanita. Presently she is a Buyer and Clerk Supervisor. Juanita has one

daughter, Linda and one grandson, Tim. Besides the full time job, Juanita finds time to visit with her mother almost every night.



Shown in the above picture from left to right are Marvin Dick, Comptroller; Marcy; Juanita and Jim Eaton, Vice-President—Manufacturing.

The last of our 20 year awards goes to Fern Foster. Fern started in the Stock Area shortly after beginning her employment with Gates and has become the "Gal Friday" of the Stock Department. Her enthusiasm and desire to take care of every detail on an order have made even the most routine jobs take on more importance.

Fern and her mother live together and seem to have something doing all the time. Her most avid hobby is **Growing Tomatoes**, an achievement that benefits everyone around her.



Shown above are some of the group that congratulated her on her 20 years of service. From left to right, Bob Fluent, Jim Eaton, Fern, Gilbert Allen and Charlie Huth.

Service Awards



15 years
Larry Lohmeyer
Static Assy.



10 years
Neva Roberts
Transmitter Assy.



10 years
Millie Hermann
Radio Sales Adm.



10 years
Juanita Moss
Accounting



5 years
Burt Buy
Mech. Engrg. Adm.



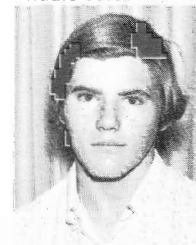
5 years
Robert Cason
Test



5 years
Cora Aman
Develop. Engrg.



5 years
Bob Vaughn
Ind. Engrg.



1 year
Mike Jones
Stock



1 year
Linda Hendricks
Fabrication



1 year
David Chandler
Stock



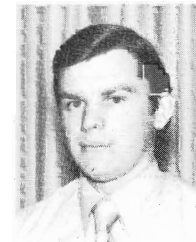
1 year
Stanley Hackert
Drafting



1 year
William Heiberger
Engrg. Adm.



1 year
Lynd Carter
TV Mkt. Adm.



1 year
Dave Hetzler
Drafting



1 year
Nancy D'Ambrosio
Int'l Sales

SNOOPY HERO AWARD SIGNIFYS GATES ACHIEVEMENT IN THE UNITED WAY CAMPAIGN FOR 1972



Thanks to the generosity of Gates employees and the "down to the heart" film made by Johnny Cash, Gates employee contributions were up 42.7% over last years' total. This not only was an increase in the number of people who participated, but also an increase in the dollar amount of each contributor.

We wish to thank all employees for their help in this UNITED undertaking, with a special thanks to the activities committee who helped with this task. Of particular interest is the excellent way in which the former GE employees participated in this campaign for their adopted community.

Total results are as follows:	<u>1971</u>	<u>1972</u>
Contributions	8,044.66	11,482.14
Percent Participation	87%	86%
Ave. Gift Per Contributor	\$19.34	\$26.21
Ave. Gift Per Employee	\$16.83	\$22.51



ANN JONES BREAKS 700 BOWLING BARRIER



Ann Jones

Ann carries an average of 169, but that did not stop her from averaging 235 plus on Friday 10-20-72. That series that comes possibly only once put Ann in a daze and husband, Dean in a tizzy as she rolled a 706 actual.

OK men . . . Don't you think that is rubbing Women's Lib in a little hard. In all seriousness Ann, congratulations on the first 700 set ever bowled in league by a woman bowler in Quincy.

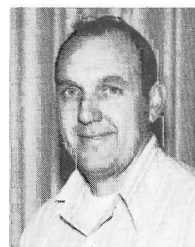
Welcome New Employees



Wm. J. B. Smith
TV Serv. & Repair



L. Dean Jones
Maintenance



Dale Willis
Maintenance



Kathy Lumley
Planning & Pricing



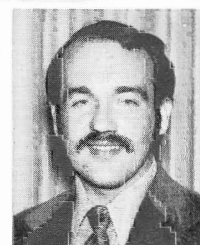
Angela Dixon
Product Marketing



Faye Forgy
Order Proc.



Sammie Tournear
Audio Assy.



David Bergstrasser
Data Processing

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