

# INTERCOM

**HARRIS**

PUBLISHED BY AND FOR THE EMPLOYEES OF GATES

COMMUNICATION  
TECHNOLOGY

A DIVISION OF HARRIS-INTERTYPE CORPORATION

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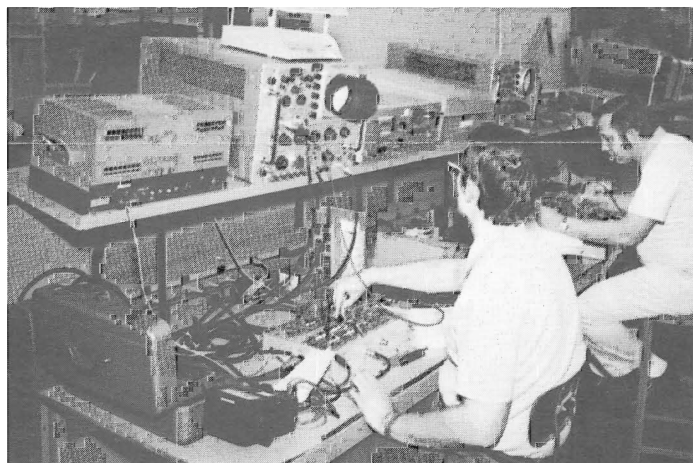
## COLOR CAMERA TEST AREA IN OPERATION

A new department created by the acquisition of the General Electric television product line last year was the camera test lab now known as Department 34 with Steve Hemming as the Supervisor. This department tests all printed circuit boards, sub-assemblies and performs final test of color cameras and video systems. This new broad Gates product line includes live color cameras, color film cameras, television switchers, multiplexers and several smaller television accessories.

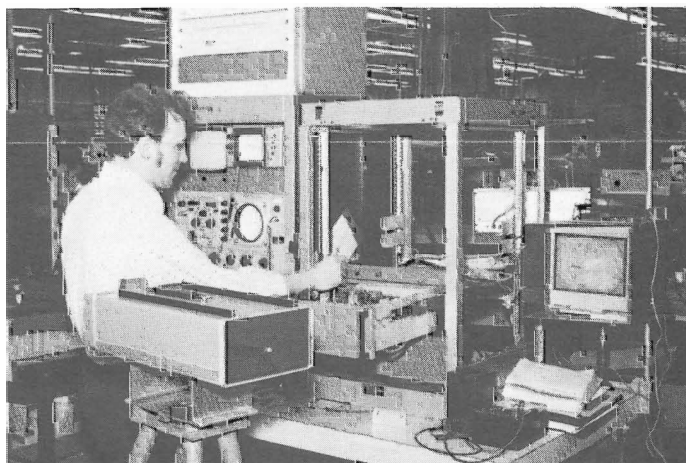
Modern test equipment, test fixtures, and test stations including work benches and chairs were acquired from G. E. and moved from Syracuse to Quincy in November of 1972. The test lab was then set

up and put into operation during late November, and early December under the direction of Production Engineering. At that time the first technicians were selected and they began training on the printed circuit boards and sub-assemblies required for the first Gates color cameras. At this time the first production of color cameras manufactured by Gates, Model TE-201, have been tested and shipped.

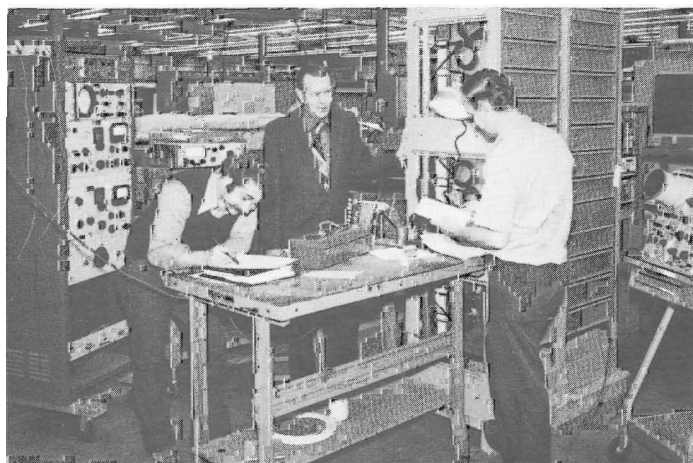
The technicians presently working in the camera test lab are: Lane Anderson, George Owens, Mike Pratt and Mike Sullivan. These technicians are being trained by production engineers Bill Craigie and Art Wymer.



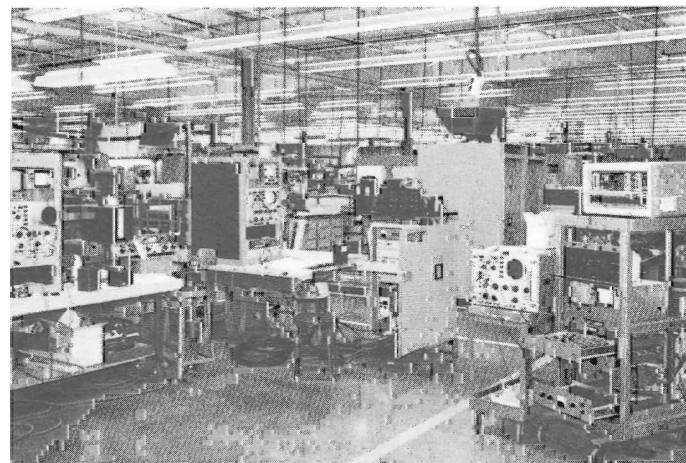
Mike Pratt (left) and Lane Anderson are shown testing printed circuit boards for Gates TE 201C color camera.



George Owens is shown making an adjustment in the control unit prior to system test of a TE 201C color camera shown without the view finder.



Mike Sullivan (left) is shown during final system test of TS-301 television switcher for WFAA, Dallas, Texas. Project Engineer, Fred Eames (center) and Curt George, Wireman, discuss outcome of final test.



A PE 245 color film camera (center) is undergoing final system set-up in preparation for the NAB show display. On the right is a camera control unit for the PE-400 live color camera that is also destined for the NAB.





# FOCUS FOCUS FOCUS FOCUS

## AT THE THREE QUARTER MARK

Operating results of the Division for the first eight months of our fiscal year are below expectations. A summary of our overall business situation today is almost exactly as was determined in our Mid-Year Review which we held with corporate officers in late January.

At the three quarter mark orders, shipments and profits are all behind our Annual Operating Plan objectives. Orders for TV products are behind plan, although orders for radio products are on target and reflect excellent sales of AM and FM transmitters. Incoming orders from the export market have been the highest ever for a comparable period.

The main reason we are not making AOP goals is lack of sufficient shipment volume in television products and radio automation. This was caused by a softness in new orders which began last fall, resulting in a lower backlog, which reduced shipment volume and produced less profits.

Although our performance in operating results has been weak, overall Division effort was outstanding this fiscal year in acquiring the GE TV product line. An efficient and smooth job was done in recruiting personnel, and in transferring the assets from Syracuse to Quincy. The Gates' TV product line has been broadened by the addition of antennas, cameras, and other video products, and we have now established ourselves as one of the world's major supplier of both radio and television broadcasting equipment.

On the positive side, too, is our increase in AM/FM transmitter market share, assisted by fine sales of the MW-50, 50 kW AM transmitter, and several other new transmitters.

Other progress areas include the expanded technical skills which have been added to our Engineering Department, the improvement in manufacturing cost for VHF and UHF TV transmitters, and even greater overall customer acceptance of our radio products as indicated by the significant decline in field problems and customer returns.

The outlook for the balance of 1973 depends primarily on our ability to improve our new order level, to maintain good control on expenses, to respond more quickly in processing and shipping customers' orders, and to maintain high overall efficiency in every department.

Although our performance in Fiscal 1972-73 to date has been adversely affected by a low order level, a turn-around is in sight. New orders in January and February have been the best of any two months this fiscal year, and our export market continues to be particularly strong.

The year to date has been a most challenging one, and many have put forth extra effort to meet the many responsibilities associated with the GE acquisition. The task of establishing business relations with new TV customers and of obtaining new business in the broader TV market has been difficult. However, much progress has been made in establishing a strong base for Fiscal 1973-74.

In summary, the period ahead presents a challenge to make the last quarter of this fiscal year an outstanding one. Much lost ground can be recovered by a smashing quarter, and with everybody's determination and attention to this task, Fiscal 1972-73 can be recorded as the year which started weak but ended strong.

*Lawrence J. Cerwoy*

Vice President-General Manager

## MW-50 TRANSMITTER AND DIPLEXER GOING TO BRAZIL



Mr. Jose Mauro, Executive Vice President of Radio Tupi and Radio Tamoio, Rio De Janeiro is at the control of the Stereo Statesman Console during a visit to our International Sales Department in New York. Joe Guerrero (right) and Telmo Alves participated in negotiations with our Brazil representative which resulted in a large contract. Gates will supply MW-50, BC-10H and FM-3H3 transmitters, together with studio gear and a duplexed phasing system.



Mr. E. Lucchesi, Technical Director of Radio Tupi and Radio Tamoio, looks at a map of Rio De Janeiro to point out to Bob Bush the location of the new transmitting plant which will house the MW-50, BC-10H. Gates is supplying what may be the world's first duplexed phasing system for this large installation.



During his visit to Quincy Mr. Lucchesi became familiar with the MW-50 transmitter which was demonstrated to him by Lyndle Dark (right) and Roger Newell. Howard Young arranged for this technical orientation on the new PDM transmitter, which is important to our customer.

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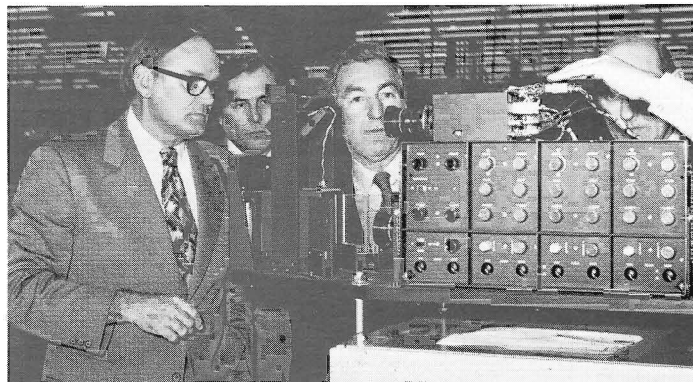


## DR. J. A. BOYD IN QUINCY FOR MID YEAR REVIEW

During their visit to Quincy on Wednesday, January 31 for the Mid Year Review, H-I President, Dr. J. A. Boyd and Group VP, H. E. O'Kelley spent some time in the color camera test area. After this inspection they continued their tour of the 30th Street plant.



Dr. Boyd was impressed by the TE-201 color camera demonstrated for him by Bill Craigie (left) and Steve Hemming (center). Jim Eaton, Mr. O'Kelley, Gene Whicker and Larry Cervon made up the group.



Explanation of the operation of the PE-245 color film camera received keen attention from Mr. O'Kelley (left) and Dr. Boyd as well as from Gene Whicker and Larry Cervon.

## LONG TERM SERVICE AWARDS



Shown above is part of the large group that congratulated Gilbert on his 25 years of service. They are from left to right: Bob Fluent, Larry Cervon, H. E. O'Kelley, Dr. Boyd, Charlie Huth and Jim Eaton.

Gates' Mid Year Review Dinner Meeting was the setting for the presentation of a twenty-five year service award to Gilbert (Gib) Allen. Gib's service to the Company can best be described by the words that are repeated many times in his personnel file. Loyalty, dedication, enthusiasm and good results pretty much tell his story.

Gilbert started with Gates on January 26, 1948 in the Sheet Metal Department where he worked until he was called into the Army in December of 1950. Gib returned to the Company in December of 1952 after being presented the Bronze Star w/Oak Leaf Cluster and The Purple Heart for his duty in Korea. Shortly after his return to work he was transferred to the Shipping Department and then on to the Stock Area, where he was promoted to foreman. As Foreman he was in charge of the move of the Stock Area to the 30th Street plant in 1966 and more recently in 1972 to Ellington Road.

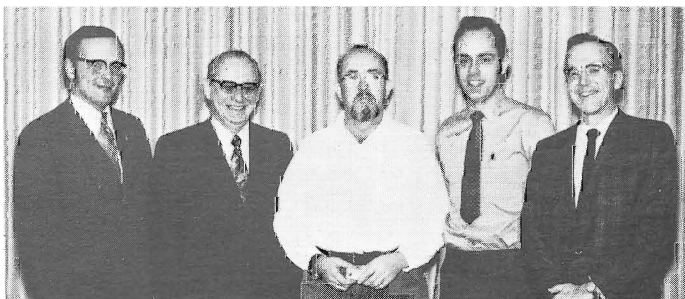
## TWO EMPLOYEES RECEIVE 20 YEAR AWARDS

Marilyn Steighorst started with the Company in January, 1953. In her 20 years she has spent a good deal of her time in various assembly areas. She was also very instrumental in setting up inspection procedures at the time the roller conveyor line was established. Her vast knowledge of Company products, her ability and her attitude have made her a dependable, conscientious employee.

Neal Middendorf's 20 years with the Company also began in January, 1953. He too has worked in many areas for Gates. His eagerness to do a good job has been noted many times in his personnel file. Neal has completed courses both within and outside the Company to further his knowledge and ability. Due to his various job assignments, he can be found about any place Gates products are being assembled.



Shown congratulating Marilyn on receiving her 20 year award are from left to right: Jim Eaton, Howard Young, Bob Strode and Bob Fluent.



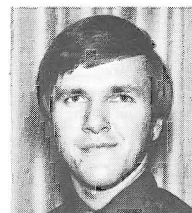
Extending best wishes for many continued years of service were from left to right: Bob Fluent, Howard Young, Pete Foxx and Jim Eaton.

Congratulations to both Marilyn and Neal.

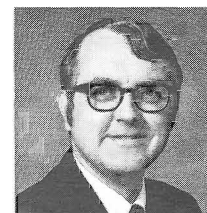
## Service Awards



5 Years  
Bob McDonough  
Audio Engrg.



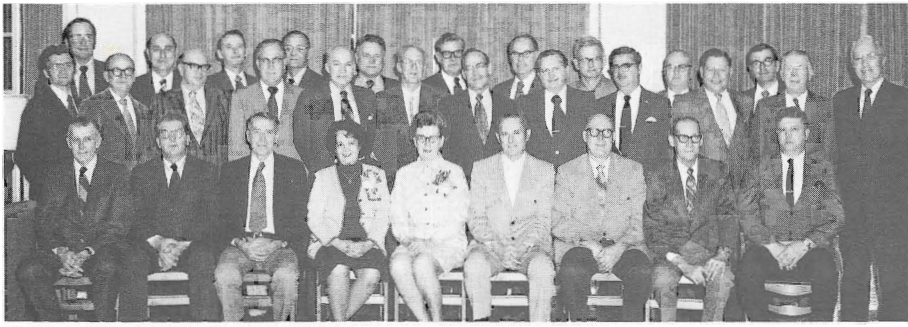
1 Year  
Larry Hainz  
Drafting



1 Year  
Raymond Ishmael  
Planning & Pricing



## QUARTER CENTURY CLUB ANNUAL MEETING



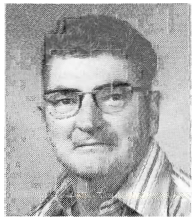
Pictured above from left to right, seated: L. Page, C. Frese, F. Bruening, F. Fuller, G. Dickhut, G. Foster, J. Beckgerd, F. Schnier, and D. Hamann. First row standing: D. McCabe, C. Bridgman, E. DeGroot, A. Myers, G. Thompson, L. Petery, C. Gray, W. Steinbach, D. Hubbard, C. Holtman, F. Wentura, and Rog Veach. Second row standing: R. Fluent, L. Cervon, J. Gibson, E. Hildebrandt, J. Painter, N. Jochem, J. Wiggin, J. Havermale, J. Rhodes, and W. Kabrick.

Those unable to be present for the picture included Gib Allen, Bob Bonness, Jim Comer, Ron Fisk, Ray Hudnut, Art VandenBoom, Cedric White, and Howard Young.

The second annual meeting of the Gates Quarter Century Club was held February 6, 1973 at the Quincy Country Club. New officers were unanimously elected as follows: Wally Kabrick, President; George Thompson, Vice President; and Gene Hildebrandt, Secretary-Treasurer. New members inducted into the club with the assistance of non-members Rog Veach and Bob Fluent, were Gib Allen, Charley Bridgman, Larry Cervon, Jim Comer, Ed DeGroot, Ron Fisk, Barney Frese, Jim Gibson, Gene Hildebrandt, Lew Page, Jack Painter, Cedric White, and Joe Wiggin.

The enjoyment had by all included a large dosage of reminiscing supplemented by an entertaining presentation of magical trickery by Leroy Bartholomew.

## Welcome New Employees



Ernie Woods  
Fabrication



Madelyn Wade  
Product Mang.



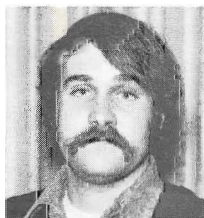
George Spellman  
Credit



James Brown  
TV Service



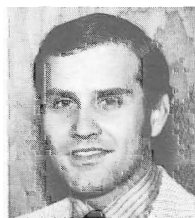
Peggy Shackleton  
Order Processing



Mike Sullivan  
Camera Test



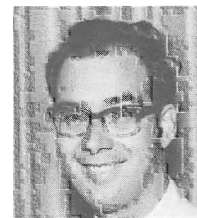
Lane Anderson  
Camera Test



Gerald Hanna  
Order Processing



Dave Campbell  
Mechanical Engrg.



Tom Newberry  
Final Test



Richard Sawicki  
Radio Sales

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