

INTERCOM

HARRIS

PUBLISHED BY AND FOR THE EMPLOYEES OF GATES

COMMUNICATION
TECHNOLOGY

A DIVISION OF HARRIS-INTERTYPE CORPORATION

VOLUME 3

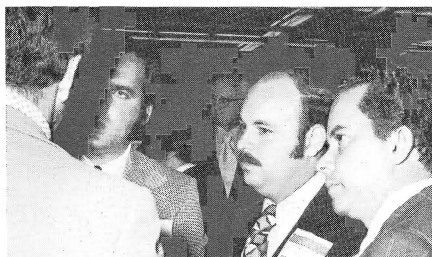
QUINCY, ILLINOIS

MARCH-APRIL, 1973

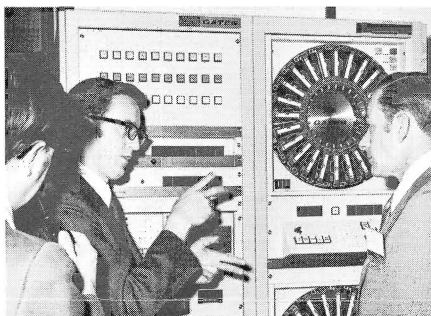
BROADCASTERS VISITING GATES' HUGE NAB DISPLAY IN BUYING MOOD

Gates' greatly expanded line of radio and TV broadcasting equipment was shown in the largest exhibit in Gates' history at the NAB show held March 25 through March 28, 1973 in Washington, D.C. Equipment valued at over one million dollars greeted the thousands of customers who visited the huge Gates' display. Gates left no doubt in the Customers' minds of it's leadership in the radio and television broadcast equipment field.

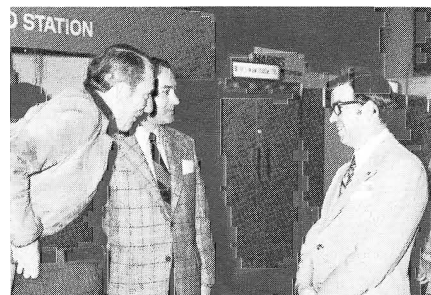
More orders were signed by Gates' Sales Engineers at the 1973 NAB than ever before, making this one of the most successful conventions ever.



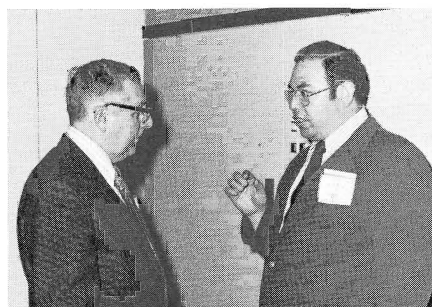
Camera catches Jose Acosta (center) Sales Representative for Gates in Puerto Rico in group with Grafton Olivera (left) Technical Director & Ass't Gen. Mgr. WIPR-AM/FM/TV, San Juan, Puerto Rico and Manuel Collazo, Ass't Chief Engineer WIPR-AM/FM/TV, San Juan, Puerto Rico.



Wally Kabrick (left) looks on as John Burtle explains the operation of the Gates' Automated Radio Station to Ken Wooddell, (right) VP-Gen. Mgr. WLBH-AM/FM, Mattoon, Illinois.



Joe Engle (center) and Wally Kabrick (right) pictured with Ray Kandel, President of KYVA-AM, Gallup, New Mexico and KTUC-AM, Tucson, Arizona, make up a congenial threesome.



Ed Policastri, (left) Chief Engineer, WPRO-AM/FM, Providence, Rhode Island, listens as Art Silver goes into detail on the fine points of the BC-5H 5kW AM Transmitter.



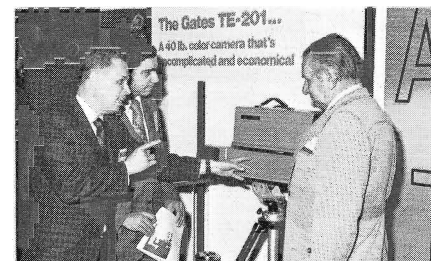
Harris-Intertype President, J. A. Boyd (left) visited Gates' NAB display and is shown with L. J. Cervon and D. A. Thurston, (right) Pres.-General Manager, WMNB, North Adams, Massachusetts.



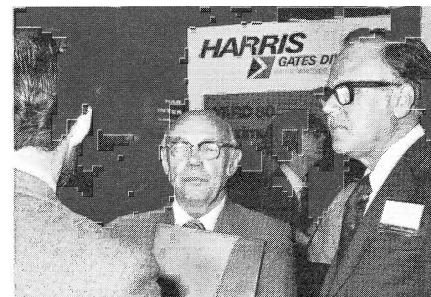
Telmo Alves (left) Gates' Latin American Sales Mgr. and Egidio Van Der Broeke, Technical Director, TV-Radio Nacional De Brasilia, Brasilia, Brazil discuss some technical points of Gates' products.



It's smiles all around as London England; (left) Paul Huhndorff, VP-operations KPRC-TV, Houston, Texas; Lew Page and Larry Cervon pose in front of the 36kW dual VHF TV Transmitter featured in the Gates' booth.

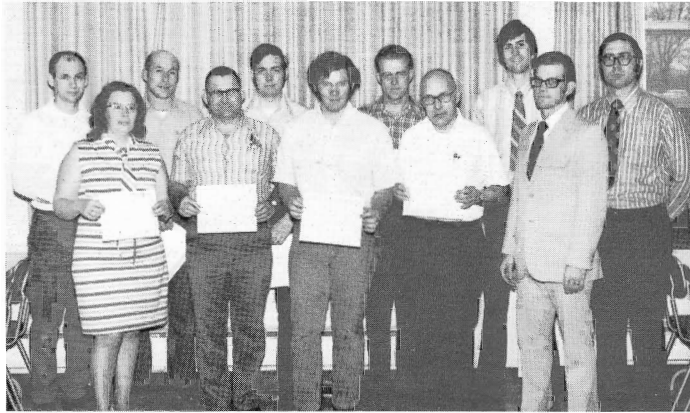


Merle Arnold (left) points out one of the many features of the Gates' new TE-201 Color Camera to Jake Angelo, (center) Director of Engineering and Raymond Moyer, President of South-east Texas Educational Television Service.



Gates' VP-Sales Gene Edwards (right) shown at NAB convention with Don Kassner (center) VP-Engineering, Cy N. Bahakel Broadcasting Stations, Charlotte, North Carolina.

ELECTRONICS TRAINING COURSE COMPLETED



Left to right, front row: Freda Campbell, Ed Lowary, Randy Hollander, Carol Waddell and Tom Bedford. Back: Curt George, Leroy Jones, Bob Beever, Howard Junk, Chuck Smiley and Bob Weirather.

A nine week basic electronic training course was completed on March 14, 1973. The eight participants completed approximately 18 hours of instruction covering basic electronic subjects and concluded with a two-part comprehensive examination. Two Gates engineers, Chuck Smiley and Bob Weirather, were instrumental in developing the course as well as instructing. Other instructors were Ron Ancell, Dan Dening, Hassan Ghandour, Tom Jordan, Hilmer Swanson, Tony Uyttendaele, and Joe Wiggin.

The results of this pilot program will provide the groundwork for continued company sponsored classes in electronics and math, from beginning to advanced courses. They will be available to all interested and qualified Gates personnel. Continuing sessions will probably begin in September. More information will be available later.

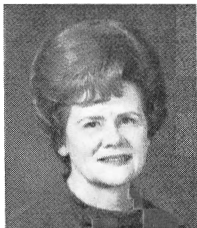
SERVICE AWARDS



20 Years
Ed Wilder
Radio Sales



5 Years
David Carlson
Mech. Dev. Engrg.



5 Years
Ruth Owens
Gen. Adm.



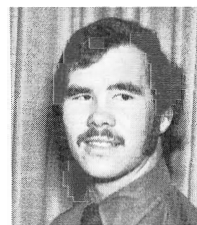
1 Year
Yvonne Dudding
Prod. Mkt.



1 Year
Telmo Alves
Intl. Sales



1 Year
Dennis Semerad
Drafting



1 Year
Michael Creely
Drafting



1 Year
Janet Lewis
Radio Sales Adm.

FREQUENCY DEVIATION PATENT AWARDED



Dan Dening is all smiles as he receives recognition for his first patent from Gene Whicker. Ed Westenhaver (left) and Bob Fluent look on. This patent, granted for Dan's invention of a new frequency deviation generator circuit, involves the unique use of the latest integrated circuit technology as applied to broadcast frequency monitors. Congratulations, Dan!

NEW EMPLOYEES



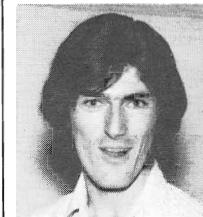
Judith Lovicka
Intl. Sales



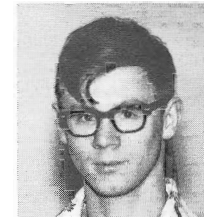
David York
Radio Auto. Engrg.



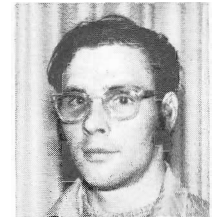
Kim Stamboldjiev
Drafting



Gary Carpenter
Stock



Joe McCleskey
Stock



Marty Long
Fabrication



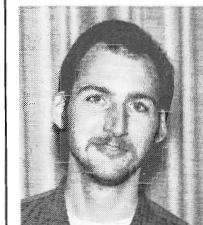
Darla Bowen
Order Processing



Barbara Fletcher
Credit



Shirley Reese
Accounting



Gary Newton
Fabrication



Nancy Becks
Industrial Engrg.



Dorothy Tate
Production Ctrl.



FOCUS FOCUS FOCUS FOCUS

AN OVERVIEW OF OUR BUSINESS

We are now in the final stages of developing a written plan setting out our business goals and objectives for the five year period, 1973 to 1978. In developing this plan, a broad overall perspective of Gates' current position in the industry and in its past accomplishments is obtained. At this point in time then, it seems appropriate to reflect on exactly where we are and where we are going.

In general, our Division is engaged in the design, manufacture, and worldwide marketing of high quality electronics equipment for radio and television broadcasting. Gates is the largest U.S. supplier of radio broadcasting equipment, and we have maintained better than a 40% share of the U.S. AM/FM transmitter market for the past five years. The market outside of the U.S. has always been important to our business, and export volume averaged well over 15% of our shipments during the past five years.

After attaining a strong leadership position in radio broadcast equipment, we developed a line of VHF and UHF television transmitters, introduced in 1969-70, which has resulted in important new sales volume for the Division. Today Gates' share of the U.S. television transmitter market is in excess of 25% and is increasing.

In 1972-73 Gates' long term intent of becoming a broad line supplier of television broadcasting equipment was realized by the acquisition of the General Electric television product line which provided us with antennas, color cameras, and other related television items.

Sales for the acquired TV products developed slowly, but an upward trend has now begun. A flat current market for TV products, caused by abnormally high purchases of equipment during the 1965-70 station colorization period, is an important factor in the slower than expected pace of new television orders booked in this fiscal year.

With this background then, Gates' primary objective in the next five years will be to rapidly expand its share of market in television broadcast product line shipments and concurrently to maintain a leadership position in radio broadcast equipment.

About a 50% increase in volume by 1978 would not be an unrealistic goal. This can be achieved by a doubling of television equipment shipments and a modest shipment gain in radio broadcast products.

To achieve our business objectives in the next five years should not require any major changes in overall business strategy. It is our intention to concentrate our activities in broadening the TV line and in introducing several new products for the radio industry.

During the period ahead the thrust of our operations must continue to be toward those activities which have permitted Gates to grow to its leadership position with sound financial management and profitability.

Emphasis will be on even more creative product development, strengthened project management, efficient manufacturing and a strong, aggressive merchandising program.

With everybody's continued cooperation, the growth we are planning for in the next five years will be assured, as we will be building on a strong base established over a fifty-one year period of serving the broadcasting industry on a worldwide basis.

Lawrence J. Cerwoy

Vice President-General Manager

Gates' Employees Receive Commendations For Outstanding Performance

Ron Hubble, Department 14, has received the Blackhawk District's "Scouter of the Month" award for March. This award is in recognition of Ron's organization and leadership of Pack 7, sponsored by Dewey School. He has served as committee chairman since the pack was formed four years ago.



Ron Hubble

Through his guidance, the pack has grown to a total of 38 boys. The pack has an activity planned for each month during the summer, and through hard work on their part, they can "Pay their own way."

Congratulations Ron, on your fine accomplishments in this needed field of endeavor, and much success in future plans.



Bob Strode

Bob Strode, Department 10, has received a plaque honoring him as the "Manager of the Year" by the Quincy Management Club. This club is an affiliate

of the National Management Association, the largest professional association of its type in the world. The Association has 250 management chapters and about 70,000 members in all.

Bob will soon have a total of 25 years with Gates. He has worked in most all of the Gates' buildings including the "Ole Airport Facility", which should bring back some pleasant memories for the old timers, and some smiles for others.

Congratulations Bob, on this coveted award by your fellow management members and best wishes from your friends at Gates.



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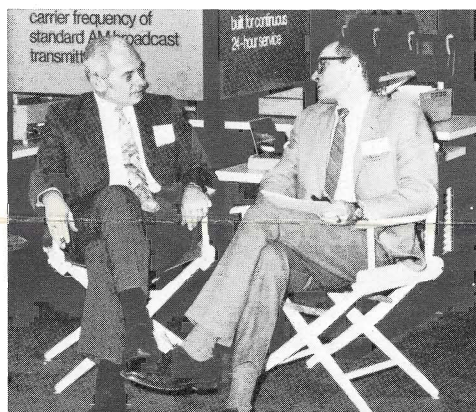
Jeanie Genenbacher
Ruth Ann Skirvin

Betty Weber
Lois Butcher

MORE HIGHLIGHTS FROM THE 1973 NAB SHOW



Two of the main attractions at Gates' 1973 NAB exhibit were the live Color Camera Studio (above left) with demonstrations every half hour, and a program automation system display (right) simulating on-the-air operation.



At left, Bill Ellis, Gates' Service Manager, and Dennis Snyder, Chief Engineer, KJOY-AM/FM, Burlington, Vermont discuss Gates' after-the-sale service. At right, Walt Rice indicates some of the finer points of a Gates AM Transmitter to W. W. Williams, Chief Engineer, KMMO-KMFL-FM, Marshall, Mo.



RETIREMENT FOR TWO GATES EMPLOYEES



W. Hays Walther



Dexter Wheelock

On March 23, 1973, Hays Walther retired from the Test Department. He joined Gates in 1957 and spent all 16 years in various test operations. Hays' vast knowledge of Gates products and dedication to his job has been invaluable through the years.

Hays and his wife, Helen, have purchased a gas station/general store in Buckville, Arkansas. He looks forward to all his friends coming down and visiting him and enjoying the unbelievable fishing and boating available in the area. We wish Hays the best of luck on his new venture and look forward to seeing him often.

After 11½ years in the Fabrication Department working on all types of welding duties, Dexter Wheelock decided to retire. Dexter's journeyman welding ability has contributed greatly to the quality of Gates products over the years. He and his wife, Mildred, who recently retired from Motorola, look forward to spending more free time together. Also, Dexter will continue to be involved in welding activities, primarily on aluminum boats.

We congratulate Dexter on the occasion of his retirement and wish him many enjoyable and fulfilling years ahead.

Anyone wishing to order A.R.R.L. Handbooks, contact Personnel Office.

GATES DIVISION

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