

INTERCOM

HARRIS

PUBLISHED BY AND FOR THE EMPLOYEES OF GATES

COMMUNICATION
TECHNOLOGY

A DIVISION OF HARRIS-INTERTYPE CORPORATION

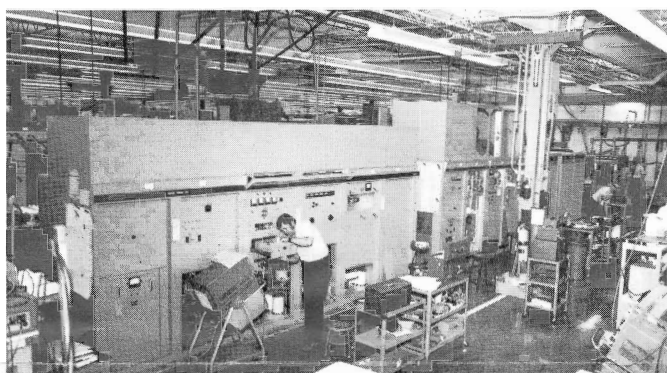
VOLUME 5

QUINCY, ILLINOIS

JULY, 1973

ALL SHIPMENT RECORDS BROKEN IN JUNE, 1973

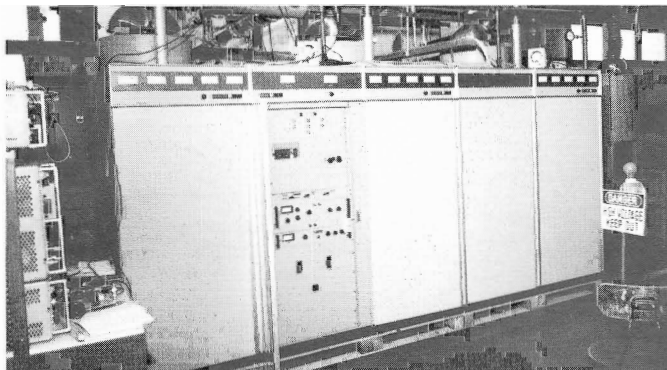
Amid a flurry of activity Gates employees set about to manufacture, test and ship the largest bulk of various types of transmitters in the Company's history. All departments were at peak production as the month of June progressed. Fifty some new employees mixed with the tried and tested personnel to unite in the concentrated effort needed to achieve this goal. 30th Street seemed to bulge at the seams as the pictures below indicate.



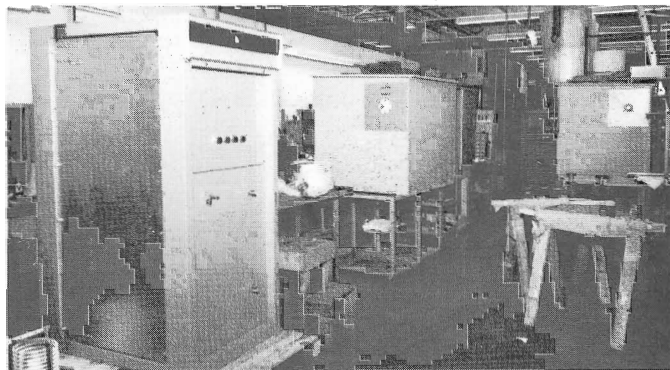
VP-100 transmitter for Radio Jornal, Rio de Janeiro, Brazil. SW-100 transmitter for Romania. MW-50 transmitter for KOB, Albuquerque, New Mexico.



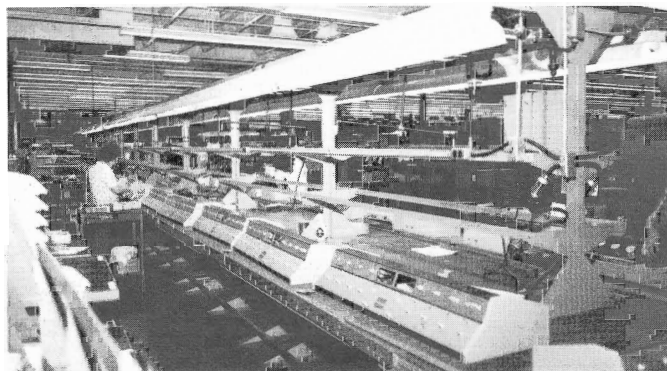
PE-400 Studio Cameras in final assembly three of which were shipped to KRTA-TV, Denver, Colorado in June.



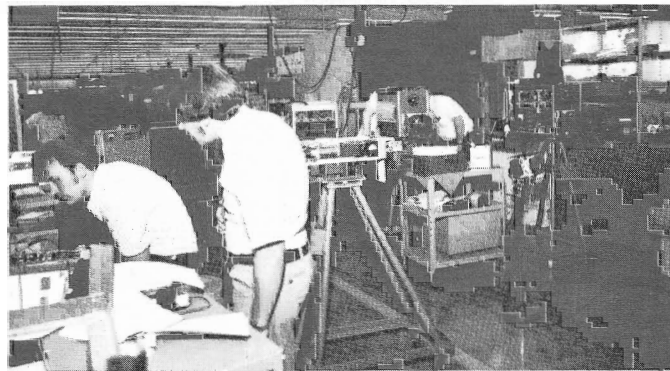
BT-60U manufactured for WTPA, Harrisburg, Pennsylvania.



100 kW phasor and antenna tuning unit for Radio Jornal.



Stereo 80 Consoles six of which were shipped to Radio Tupi, Rio de Janeiro.



TE-201 on left and PE-400 on right both in final test for June shipment.



FOCUS FOCUS FOCUS FOCUS

FISCAL 1972-73 — A REVIEW

By several measures Fiscal 1972-73 was a momentous year for the Gates Division. It was a year of expansion, growth, great activity and hard work.

Because of its long term impact, the acquisition of the GE television product line stands out as the most important event of the past year. This major move established Gates as one of the world's leading suppliers of television broadcasting equipment, and has greatly expanded the activities of our division.

Excellent teamwork and cooperation by all departments avoided a major disruption to our division operations during the acquisition and transfer of the GE operation from Syracuse to Quincy. Certainly the fine planning and skillful execution of all phases of the acquisition project was a major achievement. Very few organizations have moved a business of this scope without serious disruption to their existing operations, and the excellent companywide effort involved in the very smooth integration of the acquired GE product line deserves special commendation.

Measured by the Annual Operating Plan objectives, Fiscal 1972-73 was not an excellent year, as we fell short of our shipment and profit goals. Although we had record shipments—27% over last year—they were below AOP by 6% and profits were only about 80% of plan. The area of greatest overall division success was in new orders, which exceeded our goal by 16%. Also, we met our inventory turn objective and came very close on our collection cycle.

The year provided many significant accomplishments which have greatly strengthened the division, but probably those which would have the greatest long term impact are:

1. The expansion of our product line into color studio and film cameras, transmitting antennas, video switchers, and other television items acquired from General Electric.
2. Receipt of the Yugoslav television contract, which is the largest order ever received by Gates.
3. Substantial penetration of the U.S. television transmitter market, resulting in a market share of over 40%. Success included large contracts for VHF transmitters from the leading multi-station groups including Capitol Cities, AVCO, and the American Broadcasting Company.
4. The broad acceptance of the new MW-50 PDM transmitter, with orders from the country's top 50 kW stations, including those owned by the ABC and CBS networks.
5. A great improvement in overall direction of new product programs by the expansion of the project management function, and an increase in technical depth in the Engineering Department.
6. Further strengthening of division management and professional areas.

We had many tough problems to solve, but considering everything, 1972-73 was a good year for the division. Despite the slow new order level during the first half of the year, we had a dramatic turnaround in the last half.

Looking ahead, the 1973-74 fiscal year offers a tremendous opportunity to be the finest in the company's history. Our division has the highest backlog ever, and we believe that new orders from both the domestic and overseas markets will continue to be favorable in the months ahead. This should result in more growth, much of which should be provided by our expanded television product line.

There is every reason to be confident of the future, and our continued success rests on the determination of each of us to do our very best. The total of our individual effort is the ingredient which makes Gates a leadership organization.

Lawrence J. Cerwoy

GATES ENGINEER DEAD AT 28



Dan Dening

Employees throughout the Company were saddened by the death of Dan Dening. Dan had been under a doctor's care for some time. He joined Gates Engineering

group in July of 1966 and became very active not only in the affairs of Gates, but in different organizations in the Quincy area. Dan will be missed by all who knew him as a gentleman among men.

PATENT AWARDS RECEIVED BY GATES ENGINEERS



Hans Bott

We are pleased to announce that Hans Bott has received an Original Letter Of Patent in the U.S. for his development of the "Frequency Control Circuit." Hans has over

30 patents to his credit in the U.S. and other countries.



Hilmer Swanson



Leon Stanger

Hilmer Swanson and Leon Stanger have received Letters of Patent in Canada for their previous U.S. patents on the "High Efficiency Transmitter" and the "Envelope Delay Compensation Circuit".

Congratulations to these three men for their efforts in improving the state-of-the-art and in continuing the Gates tradition of "World Leader in Broadcast Communications".

GATES SPONSORED BLOOD COLLECTION DECLARED SUCCESSFUL

160 pints of blood donated. "Thanks" to all who participated.



Edited By Personnel Dept.

Contributing Reporters:

Jeanie Genenbacher
Ruth Ann Skirvin

Betty Weber
Lois Butcher



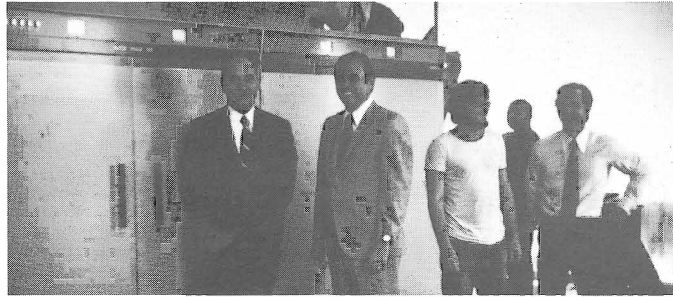
GATES DIVISION PART OF NEW H-I COMMUNICATIONS GROUP HEADED BY WILLIAM J. STOLZE

At the July 13, 1973 Board of Directors meeting, William J. Stolze was elected a Corporate Vice-President. This followed his appointment in June to the new post of Vice President-Group Executive, Communications Group with management responsibility for the Gates Division, Composition Division and RF Communications.

Mr. Stolze was one of the founders of RF Communications, acquired by Harris in 1969. Formerly President of RF Communications, he became Chairman of that division in 1969 and will continue to head RF Communications.

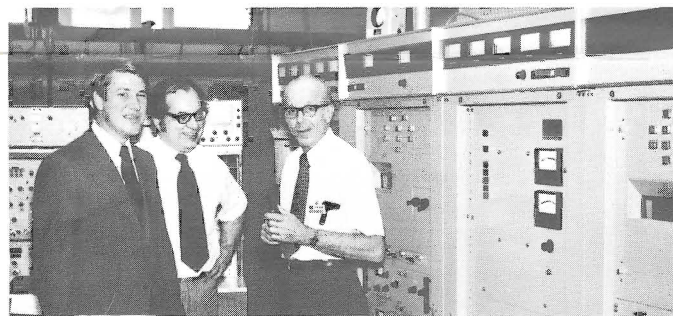
Before participating in the formation of RF Communications in 1961, Mr. Stolze served in various engineering and management capacities at RCA Laboratories and General Dynamics Corp. He has a BSEE from Polytechnic Institute of Brooklyn and a SM degree in Industrial Management from MIT.

VP-100 ON AIR IN RIO DE JANEIRO



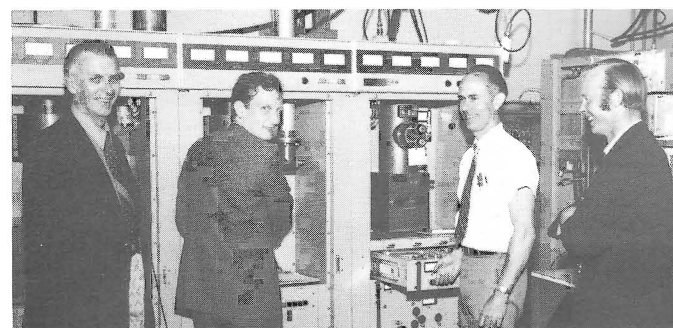
On a recent trip to Brazil, Larry Cervon and Gene Whicker looked in on the VP-100 transmitter being installed at Radio Nacional. Bob Bush checked out the 100 kW transmitter which is now on the air. Gates' Brazil representative, Abrahao Younis, is at the right and Luis Cesar, Chief Engineer, is second from right. Gates Area Manager, Telmo Alves, took the photo.

BT-60 TV TRANSMITTER MAKES DEBUT



Mr. Charles Baker, (right) Chief Engineer WTPA-TV, Harrisburg, Pennsylvania, was on hand to witness acceptance tests of the first transmitter of this size, which differs from the BT-55U by incorporating the use of two visual amplifier tubes. Tom Schoonover (left) and Jim Aurand discuss the added capabilities of this transmitter with Mr. Baker (right).

TV TRANSMITTER DEMONSTRATED TO NORWAY ENGINEERS



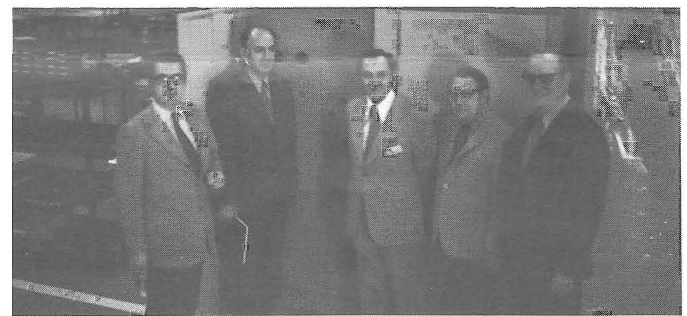
After seeing our BT-1300 transmitter at the Montreux TV Symposium in Switzerland, Mr. T. Langeggen of the Norwegian Tele-communication Administration (second from left) came to Quincy to witness performance of the BT-18H. The Gates representative for Norway, Mr. Olav Ulltveit-Moe (right) looks on with Roger Newell and Lew Page (left) as Mr. Langeggen tunes transmitter.

TE-201 COLOR CAMERA DISPLAYED AT MONTREUX



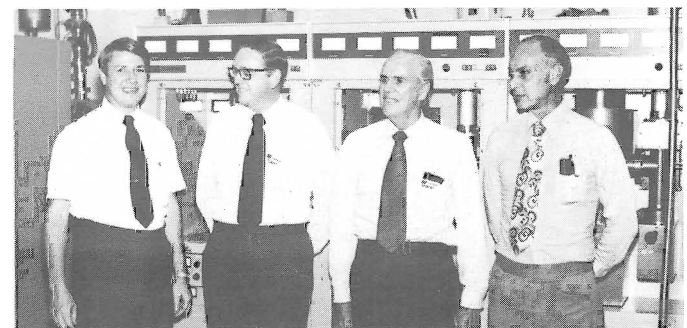
The Gates display at the International TV Symposium in Montreux, Switzerland, featured our BT-1300 transmitter operating on a CCIR Band III channel. Two TE-201 color cameras were demonstrated on the PAL system. Gene Edwards, Hans Bott and Larry Cervon are shown with the TE-201, which was used at the show to demonstrate outdoor pickup. Ed Gagnon and Howard Wallace set up our display.

VISITORS FROM RADIO CADENA NACIONAL, COLOMBIA



Mr. Rodrigo Izasa, President of RCN, Medellin, Colombia (center) and Mr. Gustavo Orozco, Technical Adviser to RCN (second from left), were in Quincy recently to look over our BC-10H transmitter. They are shown with Howard Young, Bob Bush and Telmo Alves (left) from our International Sales Department who accompanied our overseas visitors to Quincy.

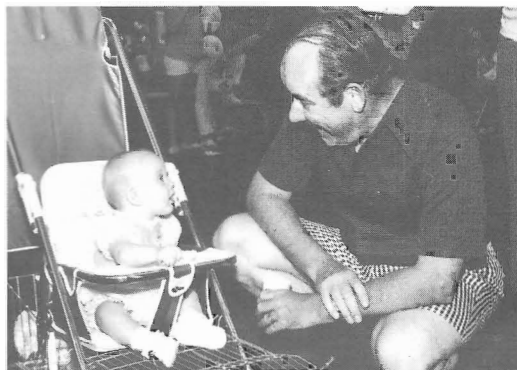
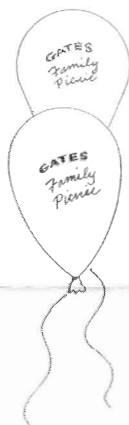
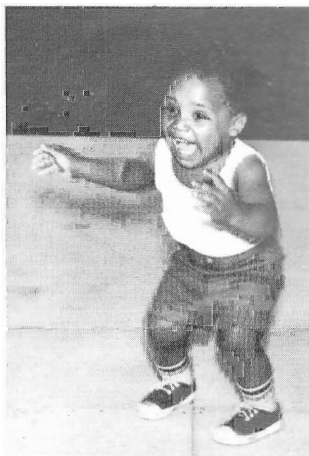
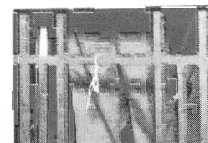
CAPITAL CITIES BROADCASTING EXECUTIVES WITNESS BT-18H TESTS



It is smiles all around after the factory tests of two BT-18H transmitters that are to be installed at WKBW-TV in Buffalo, New York. On hand for the tests were from left to right: Gates' Tom Schoonover; Bob Niles, Chief Engineer WKBW-TV; Dan Smith, Vice-President, Capital Cities Corporation, and Roy Fullen, Ass't Director of Engineering, Capital Cities Corporation.

GATES EMPLOYEES HAVE PICNIC

A total of 1,700 employees and their families enjoyed the largest Gates company picnic in the history of the Company Tuesday night, July 10, in South Park. In addition to the ham and chicken dinner, musical entertainment, fish ponds and kiddie rides were enjoyed.



Welcome



Althea Henry
N.Y. Serv. Cntr.



Chris Schager
TV Sales Adm.



Manfred M. Haertig
Intl. Sales



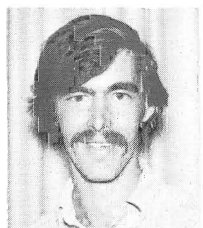
Donna Barnard
Support Assy.



Richard Cady
Floor Assy.



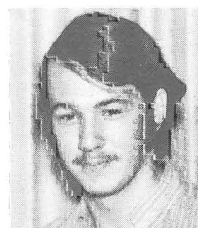
JoAnn Rembert
Houston Serv. Cntr.



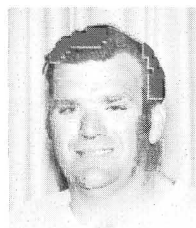
Stanley Harris
Fabrication



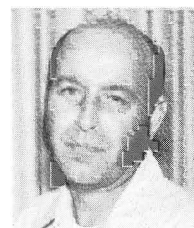
Dwayne Goodwin
Stock



Robert Harvey
Floor Assy.



William Muse
Ind. Engrg.



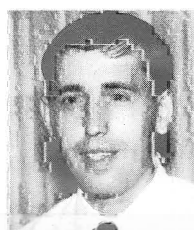
John Moore
Prtd. Cir. Bds.



Gary Jansen
Fabrication



Clarence Calhoun
Floor Assy.



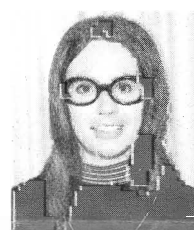
Larry Wiseman
Drafting



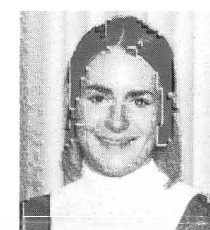
Vicki Akers
Engrg. Records



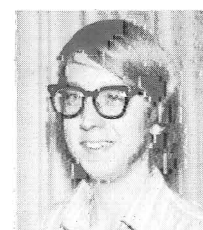
Betty Sparks
Support Assy.



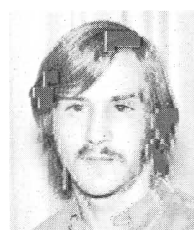
Roselyn Burrows
Conveyor Assy.



Sandy Kern
Personnel Dept.



Richard Schmidt
Floor Assy.



Merle Roan
Stock



Marabeth Knowles
Fabrication



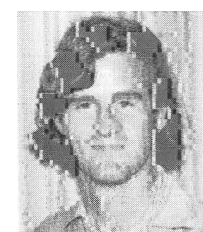
Delbert Barnard
Fabrication



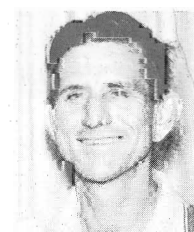
Cindy Maynard
Engrg. Records



Kendal Fuller
Drafting



Peter Brush
Final Test



Jackie Sanders
Fabrication



Richard Cole
Fabrication



Rhonda Lierle
Prtd. Cir. Bds.



John Logan
Fabrication



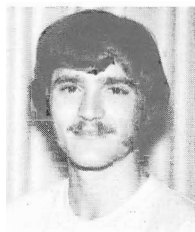
Carroll White
Fabrication

Welcome back from your vacation!

New Employees



Gary Bradbury
Shipping



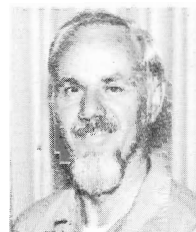
Alan Steele
Stock



Fred Riley
Radio Service



Larry York
Maintenance



Robert Fulton
Inspection



Daniel Kirtley
Drafting



Elvira Bover
Accounting



Mary Kaye Kovachevich
Purchasing



Phil Johnson
Mech. Development



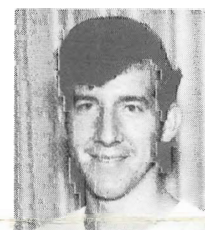
Leona Stark
Fabrication



Clyde Felter
Fabrication



Roger Cady
Fabrication



Mark Miller
Fabrication



Mary Gnuse
Radio Service



Joseph Speck
Fabrication



Kathryn Wellman
Lobby



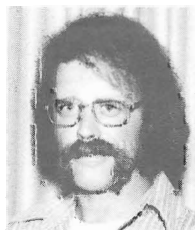
Kenneth McColez
Fabrication



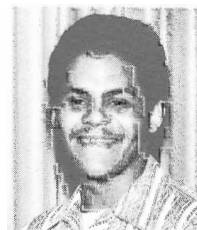
Maudine Ramsey
Conveyor Assy.



William Shaw
Final Test



Cecil Campfield
Final Test



Steve Davis
Camera Test



Robert Webster
Floor Assy.



Gene Gibson
Final Test



Karl Nicholas
Drafting

GATES DIVISION

HARRIS-INTERTYPE CORPORATION

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Return Requested



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