

INTERCOM

HARRIS

PUBLISHED BY AND FOR THE EMPLOYEES OF GATES

COMMUNICATION
TECHNOLOGY

A DIVISION OF HARRIS-INTERTYPE CORPORATION

VOLUME 7

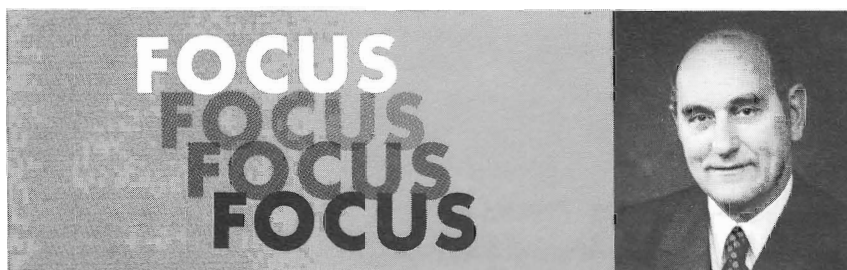
QUINCY, ILLINOIS

DECEMBER, 1973

GATES

Wishes you all the Joy of the Holiday Season





THE SHAPE OF OUR BUSINESS IN 1974

There are indications that 1974 may be a period of economic challenge for business and industry in general.

For most of the past year our production schedules have been heavy and this should continue during the winter. Nevertheless, predictions of a slowdown in the overall economy due to material shortages, the energy crisis and political turmoil require a cautious approach. This means that our business situation during 1974 must bear careful watching.

The unsettling factors in the economy may not affect us as dramatically as companies in consumer goods because of the longer cycle which our products require from order to shipment. Currently we have a high backlog, and the Iran contract will add to it. Nevertheless, we must carefully monitor new order levels so we can meet changing conditions as they occur.

Even though shipments have been at record levels, Division profitability has not been satisfactory. The investment in our business in new machinery, product development and higher inventory level has increased greatly, but we have not realized a commensurate return on this larger investment.

Competition in both the radio and television markets has always been keen and will be even more so in the year ahead. It will be very difficult for us to increase prices to make up for the higher cost of materials and increased cost of doing business. To be successful on the large radio and television orders requires that we bid on very close profit margins. Thus, the pressure is great to hold the line on prices, and any softness in the economy in 1974 will intensify this price competition.

Our challenge here is to become even more efficient in the manufacturing process, more skillful and productive in selling time, and to engineer technically superior products of economical design and operation.

There certainly will be growth opportunities for Gates during 1974, particularly in the television product area and in overseas markets. Growth comes through the continuing design and introduction of newer and better products. A substantial number of new products now in development will be introduced in 1974, beginning with the NAB Convention and continuing through the year. These will cover a broad range and should strengthen our position in radio, automation and television.

During 1974 we intend to make substantial gains in our continuing program to obtain a larger share of the domestic television equipment market. An indication of progress is our current success in obtaining television antenna orders, and we plan to intensify our activities in this area even further during the next year.

A very favorable situation exists in the overseas market which should result in a continuing high level of orders for radio products. Opportunities in the export market are abundant and we expect to pursue these aggressively.

Although our long term outlook is extremely bright, the challenge of 1974 will require particular attention to cost control and efficiency in operation. Keeping our products competitively priced requires the full cooperation of all Gates' employees in finding new and better ways of doing things and a keen sense of urgency toward getting each job done efficiently, on time, and done well.

As 1974 approaches I am confident that all employees of the Gates Division will meet the challenge before us with dedication and skill.

Lawrence J. Cerwoy

GATES CONSOLES IN CHILE



Two Gates consoles were recently installed at Universidad Tecnica Federico Santa Maria in Valparaiso, which operates since 1937 the first university radio station licensed in Chile. Their studios employ a Dualux II shown in photo and a Stereo-Statesman.

THREE WAY TIE FOR GEORGE S. DIVELY DIVISION PERFORMANCE AWARD FOR 1972-73

Three divisions—Harris Semiconductor, Harris Web Press and RF Communications—tied for first place in the competition for George S. Dively Division Performance Award for fiscal 1972-73. All three produced outstanding results and were so close to each other that the panel of judges could not break the tie. Thus, second and third place trophies were not awarded this year.

These awards are based on overall division performance—both short and long term—as measured by the year's actual profits, share of market trend, annual growth rate over the last three years and tangible progress on product development and management development. The method of measurement used is based primarily on facts as interpreted by the top General Office line and staff executives as a group.

Congratulations to the Harris Semiconductor, Harris Web Press and RF Communications organizations on their achievements this past year. Their contributions were largely instrumental in the year's improvement for the Corporation as a whole.



Edited By Personnel Dept.

Contributing Reporters:

Jeanie Genenbacher
Ruth Ann Skirvin

Betty Weber
Lois Butcher

TWO GATES 50 kW TRANSMITTERS FOR WLS-TV INSTALLED IN CHICAGO'S NEW SEARS BUILDING

American Broadcasting Company's Chicago station WLS-TV will use two Gates BTD-50 H1, 50 kW transmitters together with a complex RF switching system in it's new Sears Building installation. The equipment is now being installed and WLS-TV, Channel 7 expects to be transmitting from the world's tallest building in early January, 1974. Each BTD-50 H1 includes two 25 kW transmitters operating in parallel with a Gates Dualtran RF Switcher. The contract from ABC for the WLS transmitters was one of the largest ever received from a U.S. customer. The two Gates transmitters will be "at home" on the tallest building in the world, The Sears Plaza and WLS, a well-known friend in both Radio and TV transmission, will bring even better coverage to the

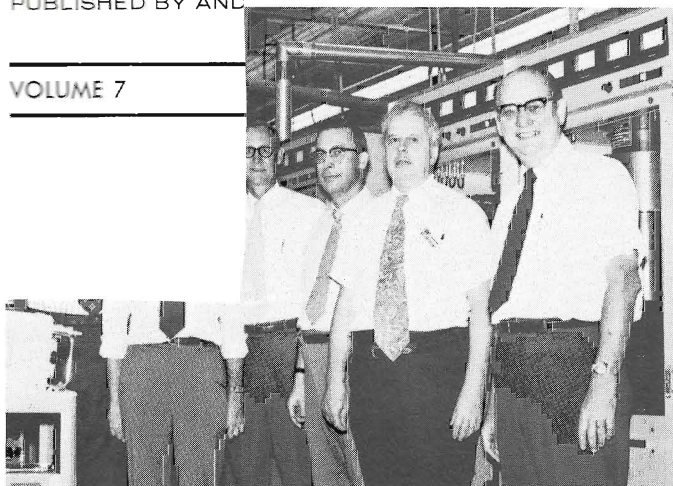
Chicago area.

Howard Young, Gates Program Manager had responsibility for both the manufacturing and installation phase of this major project. Installation supervision and check-out of the transmitters has been handled by Wayne Nelson and Jerry Powell.

Gates has now supplied 11 VHF television transmitters to ABC owned TV stations; 6 are at KGO, San Francisco; 4 at WLS, Chicago; and a 35 kW at WABC, New York. Gates VHF television transmitters are now located in two of the tallest buildings in the world as the Empire State Building is the site of WABC's transmitting plant.

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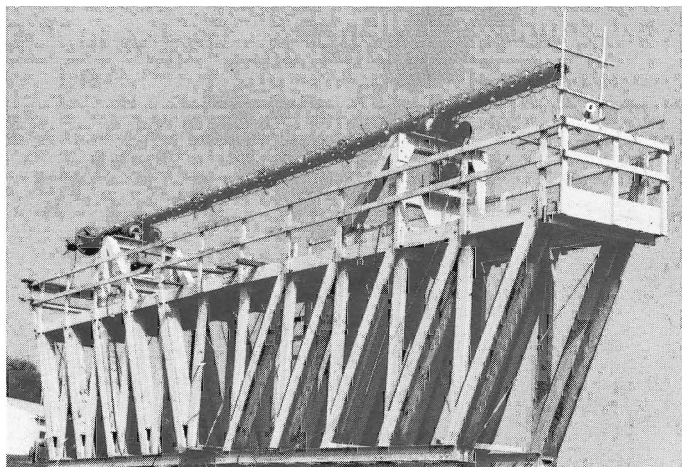
ABC personnel participated in the factory acceptance test of the WLS television transmitting system, and took time out of the busy schedule for the above photo (left to right): Joe Kresnicka, Director of Engineering WLS-TV; Roger Newell, Gates; Ivan Wrablick, Transmitter Chief WLS-TV; Wayne Nelson, Gates; Fred Zellner, Manager of RF Engineering ABC Network and Howard Young, Gates.



The Sears Tower with its black aluminum skin stands out like a giant among Chicago's tallest buildings. Home for the Gates transmitters is the 102nd floor of the 110 stories that make up this skyscraper.

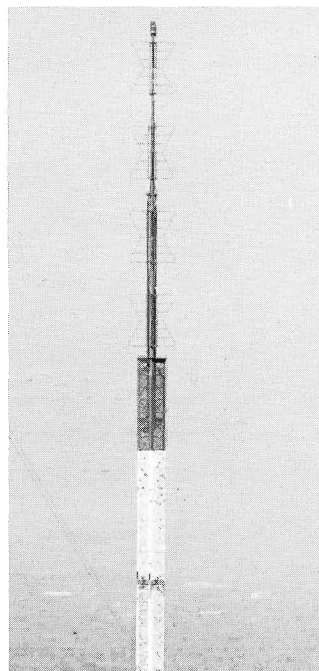
GATES DELIVERS TV ANTENNAS FOR WISCONSIN ETV AND STATIONS WSIX AND WDCN, NASHVILLE

Wisconsin ETV UHF Antenna On Test Site



Gates Helical UHF Antenna fed by a BT-55U, 55kW transmitter is bringing Educational Television to Southwestern Wisconsin. A new ETV station in La Crosse, Wisconsin, WHLA-TV-Channel 31 went on the air December 1, 1973. The antenna is shown undergoing performance tests at the Gates antenna test range in Syracuse, New York. A similar installation WHWC Colfax went on the air earlier with a BT-55U transmitter and helical UHF antenna transmitting on Channel 28.

WDCN/WSIX-TV Antenna Erected



Two of the first television antennas to be manufactured by Gates at the Syracuse Antenna Facility are in use in a stacked antenna installation at Nashville, Tennessee. WSIX-TV's Channel 2 Batwing Antenna sits on top of WDCN-TV's Channel 8 Zig-Zag Antenna. This unique arrangement permits both stations to share a common tower at an optimum transmitting site and minimizes installation and operational costs.

NEW WSNL-TV WITH GATES UHF TRANSMITTER SERVES THREE MILLION PEOPLE ON LONG ISLAND, NEW YORK

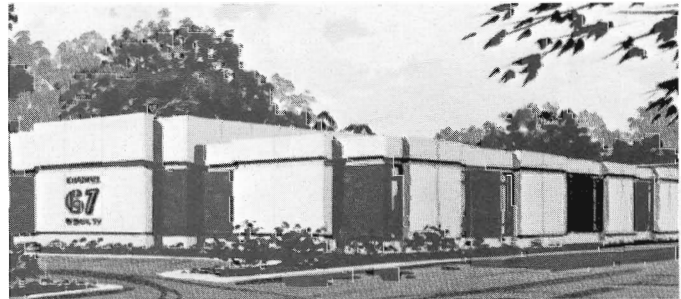
Edward Karl, C.E. WSNL-TV, was a recent visitor at 30th Street for the acceptance test of the BT-55U Transmitter now on the air at WSNL-TV Central Islip, Long Island. This new Channel 67 UHF station is the first and only commercial television station on Long Island.

Now on the air with the BT-55U, WSNL has ordered another amplifier and equipment which will increase transmitter power to 110 kW.



Shown above are: (left to right) Howard Young, Lew Page, Edward Karl and Roger Newell.

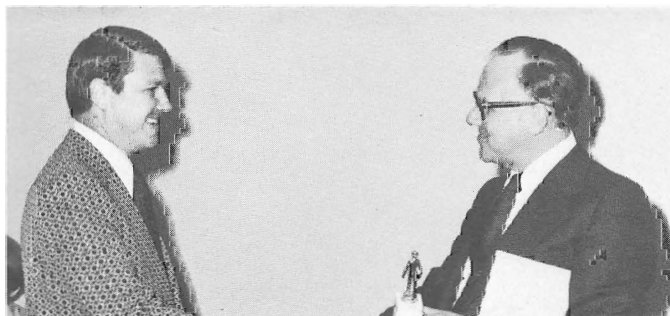
The Gates 55,000 watt UHF transmitter is installed in this ultra-modern color television complex at the intersection of the Long Island Expressway and the Veterans Memorial Highway, almost at the center of the 150 mile long isle. This new Channel 67 station is serving Nassau and Suffolk counties, the ninth largest marketing area in the United States, with 3,000,000 people residing in about 750,000 households.



The BT-55U transmitter was checked out by Mike O'Brien who was on hand November 18th, the day the station went on the air.

TOM SCHOONOVER WINS TWO SALES AWARDS FOR 1972-73

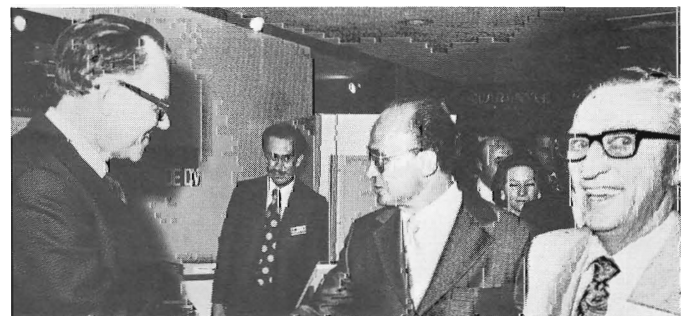
Tom Schoonover won both the TV Transmitter Championship and the TV Sales Achievement trophies awarded for 1972-73 sales performance. Tom is TV District Sales Manager covering the northeastern U.S. and has his office in our New York City Service Center. During the 1972-73 fiscal year, Tom sold 13 out of 19 TV transmitters sold in his district for a 68% batting average. To win the TV Sales Achievement Award his performance added up to 27 out of a possible 27 points for the year. In 1967-68, while a Radio Sales Engineer, Tom also won both the Transmitter and Sales Achievement Awards.



Tom Schoonover receives congratulations and trophy from Gene Edwards for the second "Grand Slam" in his sales career with Gates.

EQUIPMENT DISPLAYED AT BROADCASTERS CONVENTION IN MEXICO

Gates Products were viewed by Mexican radio and TV station owners, managers and engineers while on display at the Camara Nacional De La Industria De Radio Y Television Convention in Mexico City. Ing. Ernesto Ruesga, Harris Intertype de Mexico Sales Manager of Communications, coordinated the design and construction of the display that featured Gates BC-1H AM Transmitter, FM 2.5 H3 Transmitter, Gatesway 80 Console, Criterion 80 Cartridge Tape Equipment and a Dual Cycloid FM Antenna.



Mexico's President, Luis Echeverria, a visitor to Gates display, is greeted by Gene Edwards as Ernesto Ruesga (center) and Harry Quayle look on.

COLOR TV CAMERA PATENT AWARDS

Three Gates Engineers received awards for patents which should enhance further development of our color television cameras. The patent awarded to Max Diehl "Vertical Aperture Correction Circuit" will provide a sharper picture. Tom Jordan's patent "Video Shading Modulator" will provide a simple stable method of correcting optical and pickup tube degradation. Nallaswamy Srinivasan's patent "Logic Control for Video Processing In Program Switchers" employs a unique logic approach whereby the signals are processed in parallel. All these patents improve the quality of the TV picture.



Shown above: Gene Whicker, Max Diehl, Nallaswamy Srinivasan, Tom Jordan and Larry Cervon.

EARL RYTHER RETIRES AFTER 21 YEARS

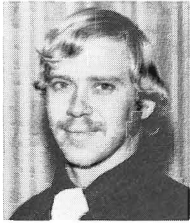
Earl joined Gates in 1952 and three years later was promoted to foreman of the packing and shipping department. At time of his retirement, his many friends from Gates, and many of his friends from local shipping companies participated in a farewell party. This large gathering was tribute to Earl's fine performance and to his ability in handling a difficult job so well.

Earl, we wish you many happy years of retirement.



Earl is shown above with representatives of the various shipping agencies in the area.

Welcome



Donald Runde
Production Ctrl.



Gerald Melching
Fabrication



Robert Groce
Fabrication



Edward Young
Radio Service



Richard Parcel
Fabrication



Marcia Tournear
Prt. Ckrt. Bd. Assy.



Robert Dobbs
Data Processing



William Harwell
Drafting



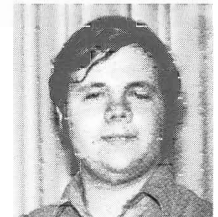
Barbara Garner
Prt. Ckrt. Bd. Assy.



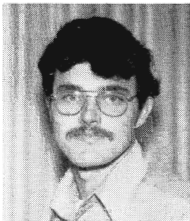
David Westenfeld
Floor Assy.



Norma Dale
Floor Assy.



Tom Grady
Floor Assy.



Steve Cane
Camera Test



Carol Heck
Prt. Ckrt. Bd. Assy.



Kay Seals
Prt. Ckrt. Bd. Assy.



Bonnie Neisen
Cables



Jacqueline Beaumont
Floor Assy.



Viola Valentik
Prt. Ckrt. Bd. Assy.



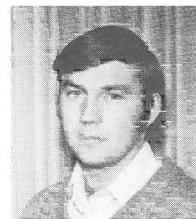
Helen Davis
Audio Assy.



Barbara Davis
Audio Assy.



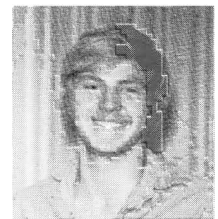
Curtis Moore
Stock



James Eickelschulte
Shipping



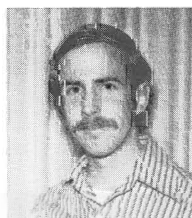
Ruth Hillebrenner
Inspection



Terry Chew
Floor Assy.



Ed Kolisar
Final Test



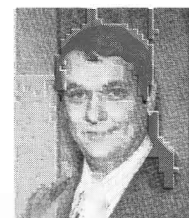
Bryan Tate
Final Test



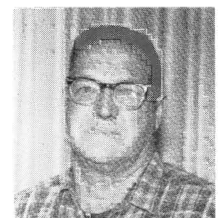
Kent Bunte
Floor Assy.



Barbara Randolph
Material Ctrl.



Billy Emery
Order Processing



Edmund Castle
Fabrication



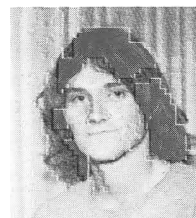
Linda Epps
Product Marketing



Bonnie Stanbridge
Office Services



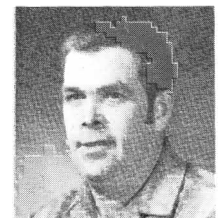
Marian Stark
Manufacturing Adm.



David Parcel
Fabrication



Ruth Marsh
Automation Assy.



Ron Gottman
Fabrication

New Employees



Don Winget
Order Processing



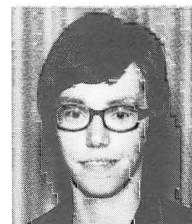
John Longdon
Fabrication



Barbara Cottrell
Material Control



Terry Boltz
Floor Assy.



Connie Wiseman
Audio Assy.



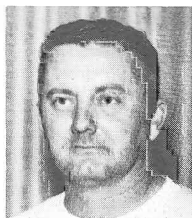
Gary Krigbaum
Camera Develop.



Joan Dunlap
Floor Assy.



Christine Purdy
Cables



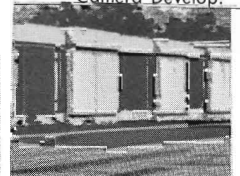
Art Nelson
Fabrication



Tom Krohn
Fabrication



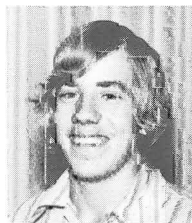
Carol Laeding
Cables



O'Brien who was on hand



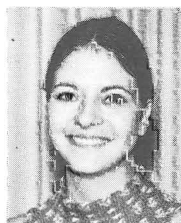
Marla Adair
Prt. Ckrt. Bd. Assy.



Mike Jansen
Floor Assy.



Martin White
Fabrication



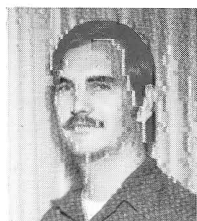
Pat Harker
Prt. Ckrt. Bd. Assy.



Vicki Howser
Prt. Ckrt. Bd. Assy.



Carol Kroner
Production Ctrl.



John Deemer
Final Test



Joseph Donovan
Fabrication



Linda McNutt
Prt. Ckrt. Bd. Assy.



Darlene Elledge
Floor Assy.



Pat Pratt
Transmitter Assy.



Bruce Epps
Floor Assy.

GATES DIVISION

HARRIS-INTERTYPE CORPORATION

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