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BROAD CUSTOMER INTEREST IN TV TRANSMITTERS AND MW-5 AM AT HOUSTON NAB CONVENTION

Several new products and an attractive display, second largest in size and quantity of equipment, drew crowds of broadcasters to the Gates booth at the Houston NAB Convention. This year's equipment exhibition was held in the Albert Thomas Convention Center in Houston, Texas from March 17 through March 20. A continuous flow of television customers reflected a very high interest in Gates TV transmitters and in the superb performance of our new television demodulator. The new 5 kW AM transmitter, Model MW-5, unveiled at show was the star attraction of the radio product area and should produce some fine order volume in the months ahead.



Tom Schoanover shows accessibility of exciter in BT-60U transmitter to Isaac Bonder, recent purchaser of complete UHF package for WBTB, new channel 68 station in New Jersey.



Vern Russell (left) listens attentively as Vern Killion relates features of Gates new TV demodulator to Leo Domeier (center) Chief Engineer WTCN, Minneapolis, Minn.



Art Silver (right) shakes hands with Dudley Bullock chief engineer WHWH, Princeton, New Jersey to thank him for MW-5 order, while WHWH Owner/president, Herb Hobler, looks on.



Gene Edwards and Jose Acosta (right) with Manuel Collazo, Technical Director WIPR, San Juan, Puerto Rico (center) stand in front of a 40 kW FM transmitter similar to that being installed at WIPR, Inc. Salvador Suav, Director and Juan Romon Rivera C.E., of WIPM-TV Mayaguez, Puerto Rico are at left in picture.



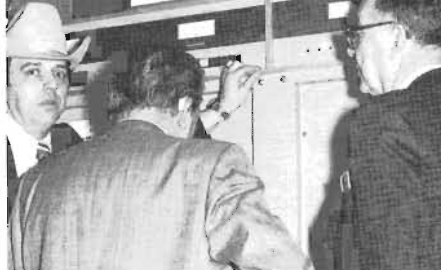
London England wearing Texas cowboy hat poses with Clyde Haenle, Vice-President of Avco Broadcasting Corp., Cincinnati, Ohio.



Robert Clark (left) and Antonio Granda owner of Teleamazonas' Channel 4, Quito, Ecuador shown with Larry Cervon and Tex Haertig during discussion of 5 kW TV transmitter order for a new channel 6 station.



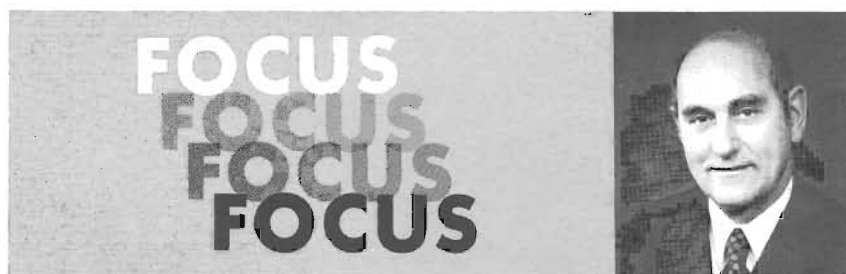
The camera catches the attention of Samuel J. Hepburn, chief engineer, Broadcasting Corporation of The Bahamas during his conversation with Joe Guerrero.



Dave Orienti points out MW-5 transmitter features to Clem Castle (center) and John Henninger of Storer Broadcasting Company, Miami, Florida.



Bob Hallenbeck reviews plans for new audio equipment with Bill Bingham, consulting engineer (left); Warren F. Haas, President (right); and Frank Penny, Vice-President WEBO AM & FM Owego, New York.



THE CHALLENGE BEFORE US

Seldom in our 52 year history have we been faced with so many challenges and so many opportunities all at one time. Our Division performance this fiscal year and next will depend on how we handle these in the months ahead.

The challenges arise because we have the largest backlog and heaviest production schedule in our history. This has placed great and unusual demands on every level of our organization.

Our capacity and manpower is adequate now to handle this higher volume, but it requires great creativity and flexibility throughout the company. As the mix of our incoming orders change, our production schedules may have to be revised so that we are building what the customer wants, and not what we thought he would want. We must be more creative in using to the fullest our huge inventory of parts, tools and supplies—and in applying these resources most effectively to the productions now on the line so that they can be completed on time.

Our sales forecasting must be more accurate, more precise and carefully screened before it is translated into a production plan.

Sales Department personnel must be particularly careful to quote realistic delivery schedules to customers. This means adding a contingency to allow for parts shortages, delays in arrival of parts, rejected incoming materials, and just plain unkept delivery promises by vendors.

Our in-plant inspection, and our inspection of parts and materials coming in must be tightened up. Many of our vendors have had a quality slip-page—and this must not happen to our products, regardless of the urgency to complete schedules. Maintaining the consistent high quality of our products is vital to our continued growth.

We will have to defer some projects in Manufacturing, Engineering and elsewhere, which are not crucial to the current state of the business and which can be temporarily delayed without retarding our future growth. This releases personnel to assist in the challenge at hand.

We must further strengthen the organization so we have all of the necessary talents—all applied in unison—working together smoothly and effectively to meet the common objective. In keeping with this, we must be sure our new personnel are trained thoroughly, so they can do their jobs correctly from the beginning.

Those of us in supervisory, management and professional areas must exercise individual responsibility, avoid passing the buck, and abstain from criticism without a constructive suggestion to offer. We must concentrate on doing our individual job well.

The opportunities before us would take pages to enumerate because they are so plentiful. They are achievable and will be well worthwhile once we meet the challenge before us. This is primarily one of being flexible, of taking personal action to get things moving, and of extending help to another employee who may need a little assistance in getting his job done.

Our frustrations come from obstacles in the way of doing a job well. Let's each of us help remove these obstacles by concentrating on the job at hand.

Lawrence J. Carvey

Vice President-General Manager

GATES OVERSEAS REPRESENTATIVES AT NAB



Gates representative in Taiwan, Sam Hsu, one of several who came to the NAB, makes a point about a new transmitter project he is discussing with Dan Maase and Carl Fosmark in the Gates' booth.

NEW CORPORATE NAME WITH NEW GRAPHICS COMING



Stockholders are being asked to approve changing the corporate name to "Harris Corporation". If they do so as expected, May 15 is scheduled to be the effective date. Concurrently, a new graphic system including a standard logo, as in the above headline will be adopted.

Chairman Tullis points out that "Harris-Intertype" no longer describes our products for the communications industry. "Shortening our name to Harris Corporation is expected to provide overall continuity," he says, "while aiding corporate identification activities of the newer electronic divisions and maintaining our historic relationship with the printing and publishing industry." He notes that several electronic divisions have already adopted the name successfully: Harris Semiconductor, Harris Communication Systems and Harris Controls. Other considerations in favor of the name Harris Corporation are that it is easy to say, lends itself to good graphic design and presents no serious foreign language problems.

The new graphics will appear in Gates stationery, forms, advertising and product identification.



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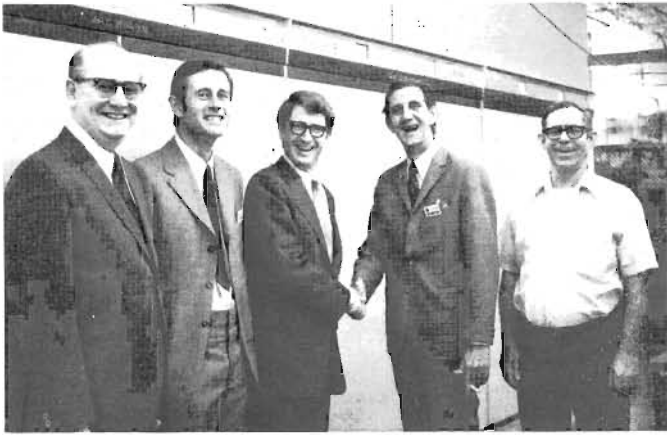
Betty Weber
Lois Butcher

100 KW SHORT WAVE TRANSMITTER FOR SWAZILAND

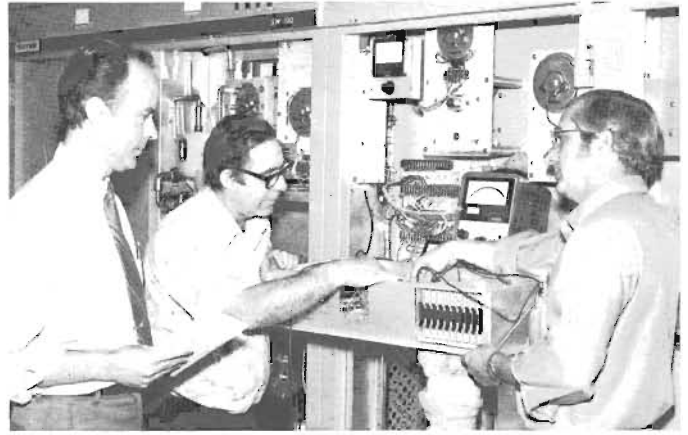
An important March shipment was a 100 kW Short Wave Transmitter Model SW-100 which is on it's way to Swaziland, a new country bordering on South Africa and Mozambique. This contract, which also includes a log periodic antenna, was obtained for Gates by K. Baker and

Associates, Gates representatives in South Africa, who will install the transmitter and antenna at Sand Lane, Swaziland.

The SW-100 will be used by Swazi Music Radio, which is expanding it's programming service to reach more listeners in South Africa.



Howard Young (left) is shown with John Page of Baker Associates, while Carl Fosmark shakes hands with Stan Gobbi, chief engineer of Swazi Radio during the visit of this customer and sales representative last year. Lyndle Dark is of the right.



Roger Newell (left) is shown with Lyndle Dark and Dick Wellmon as they check out the SW-100 transmitter before shipment to Swaziland.

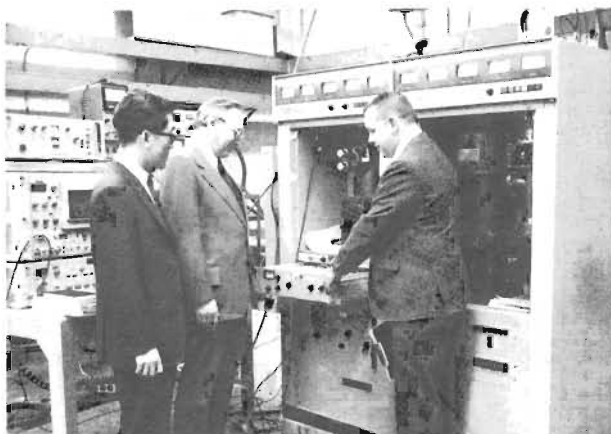
MW-50 FOR CARACAS

Prior to shipment in January, '74, Ing. Nelson E. Belfort, President of Cadena Radiofonica Nacional, Caracas, Venezuela returned to Quincy to observe final test of the MW-50 transmitter. This 50 kW will be used by Radio Mundial for it's power increase from 10 kW to 50 kW on 550 kHz and will cover the metropolitan Caracas area. Manuel Gonzalez, Gates representative in Venezuela obtained this order in October and in November Jim Barry went to Venezuela to finalize payment arrangements. The transmitter was shipped 90 days later.



From left to right: Roger Newell, Lyndle Dark, Ing. Nelson E. Belfort, and Pete Foxx pictured during testing of MW-50.

TV TRANSMITTER FOR CANADIAN BROADCAST COMPANY



Vern Killion demonstrates the servicing convenience of the slide out excitors in the BT-1300H VHF television transmitter. Shown with Vern during the final test of the transmitter for the Canadian Broadcast Company (from left to right) W. C. Kwong, Headquarters Engineer CBC, Montreal; and Jack Heaney, Regional Supervisor CBC, Newfoundland.

Service Awards



25 Years
Elva Watts
Floor Assy.



20 Years
Stan Whitman
Radio Sales



10 Years
Marie Lange
Audio Assy.



10 Years
Alleen Simmons
Cables



10 Years
Patsy Dean
Floor Assy.



10 Years
Ella Bowers
Stock



10 Years
Sandy Barnes
P.C. Board Fab.



10 Years
Neva Werneth
Cables



5 Years
Eldon Davidson
Data Processing



5 Years
Lucille Hall
Ind. Engineering



5 Years
Loy Archer
Radio Engr.



5 Years
Fred Haushalter
Mechanical Engr.



5 Years
Robert Beever
Radio Engr.



5 Years
Pat Browning
Production Ctrl.



5 Years
Ruthanne Twyman
Transmitter Assy.



5 Years
Steve Hemming
Camera Test



5 Years
Luther Patrick
Fabrication



5 Years
Marilyn Tournear
Radio Service



5 Years
Ruth Jones
Audio Assy.



5 Years
Gary Alexander
Final Test



1 Year
Madelyn Wade
Product Mgmt.



1 Year
Mike Sullivan
Radio Engr.



1 Year
Tom Newberry
Camera Test



1 Year
Dave Campbell
Mechanical Engr.



1 Year
Richard Sawicki
Radio Sales



1 Year
David York
Radio Engr.



1 Year
Gary Carpenter
Stock



1 Year
Jim Wagner
Production Ctrl.



1 Year
Darla Bowen
Order Processing



1 Year
Barbara Fletcher
Credit



1 Year
Shirley Reese
Accounting



1 Year
Chris Schagar
TV Sales



1 Year
Nancy Becks
Ind. Engineering



1 Year
Dorothy Tate
Production Ctrl.



1 Year
Joe McCleskey
Stock



1 Year
Marty Long
Fabrication

Welcome New Employees



Rolie Parker
Maintenance



Dan Belker
Shipping



Donald Quigg
Stock



Greg Jones
Stock



Joan Williams
Floor Assy.



Mary Lou Ringler
Audio Assy.



Cindy Miller
Transmitter Assy.



Barb Jansen
Cables



Rosemary Whittaker
Audio Assy.



Marcia Wisner
Audio Assy.



Marlene Crabtree
Audio Assy.



Kathy Chaplin
Audio Assy.



Adaline Hodgson
Audio Assy.



Suzanne Tipton
Cables



George Holt
Fabrication



Henry McElroy
Fabrication



Alonzo Fitzpatrick
Fabrication



James Spilker
Fabrication



Michael Power
Fabrication



Mary Thompson
Fabrication



Greg Meyer
Fabrication



Robert Green
Fabrication



Dan Ohnstad
Drafting



Maxine Johnson
Houston Service



Debbie Shepherd
PC Board Assy.



Melva Orf
Stock



Bonita Winfield
Stock



Wanda Johns
Cables



Herta Carter
Floor Assy.



Virgil Todd
Fabrication



Jerry Randolph
Fabrication



Bill Ellsworth
Indust. Engrg.

GATES QUARTER CENTURY CLUB HOLDS THIRD ANNUAL MEETING

A total of 39 members met on February 19, at the Quincy Country Club for a dinner meeting of the Quarter Century Club. An unexpected guest was WGEM's Joe Bonansinga who dropped by to greet the club membership. Following the dinner, Wally Kabrick presided over the business meeting in which the club chose: club song, "Silver Threads Among The Gold"; club flower, "Forget Me Not"; club bird, "The Pheonix"; and club motto, "Hang In There".



President Kabrick then called on the Nominating Committee for the selection of new officers. Names presented were: John Beckgerd, President; Carl Holtman, Secretary; and Faye Fuller, Treasurer. A motion was made and seconded to cast a unanimous ballot for the nominees. The motion carried.

Bob Fluent expressed greetings to the club members from Parker Gates who is vacationing in Florida.



ED GAGNON HEADS PROGRAM TO REDUCE GE INVENTORY



The important task of identifying the inventory purchased from GE is about completed. This program was handled by teams of specialists from the Engineering, Manufacturing, Sales and Financial Departments.

It's now important that the company use this large inventory in the best manner possible. Ed Gagnon has been given the assignment of Program Manager, GE Inventory with full authority for determining internal use, merchandising by special promotions and sale of this inventory.

Other personnel reporting to Ed Gagnon on this project are: Phil Reilly, George VanDeBoe and Fred Fleischman.

The successful and prompt disposal of the GE inventory will require the concentrated effort of this team of individuals and everybody's cooperation is needed in assisting them and in working with them on this important task.

GATES DIVISION

HARRIS-INTERTYPE CORPORATION

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