

# INTERCOM

**HARRIS**

PUBLISHED BY AND FOR THE EMPLOYEES OF GATES

COMMUNICATION  
TECHNOLOGY

A DIVISION OF HARRIS-INTERTYPE CORPORATION

VOLUME 3

QUINCY, ILLINOIS

MAY, 1974

## SERVICE DEPARTMENT CONDUCTS CUSTOMER SEMINAR ON TV TRANSMITTERS

Chief engineers and transmitter supervisors from the ABC-TV network flagship station in New York City, five Capital Cities Broadcasting Corp. TV stations, and two Canadian TV stations met recently in Quincy for a week-long VHF transmitter seminar sponsored by Gates.

All the men came from stations which have Gates VHF IF MODULATION television transmitters installed or on order. Purpose of the seminar was to assure optimum performance of the Gates transmitters by a thorough instructional program covering IF MODULATION theory, regular maintenance, and trouble-shooting.

Classroom sessions were conducted at the Fifth and Cherry St. TV Demonstration Studio by Jerry Powell of Gates TV Service Department during the first three days. This was followed on Thursday and Friday by "hands-on" experience in the TV Transmitter Test Lab at 30th St., under Powell and Roger Newell.

Also participating in the instructional program were Hans Bott and Dan Maase of TV Transmitter Engineering. At the conclusion of the week-long program, all participants received certificates of completion of the program.

Customers participating in the seminar came from WABC-TV, the ABC-TV flagship station in New York; from Capital Cities Broadcasting Corp. stations KTRK-TV, Houston, Texas; WKBW-TV, Buffalo, New York; WPVI-TV, Philadelphia, Pennsylvania; WTNH-TV, New Haven Connecticut; and WTVD-TV, Durham, North Carolina; and from Canadian stations CKCO-TV, Kitchener, Ontario; and CKSO-TV, Sudbury, Ontario.



Shown outside the Fifth and Cherry Street TV Demonstration Studio are: Back row, left to right: Jerry Powell, instructor; Lee Bowers, WTVD-TV; Ed Wall, WTVD-TV; Larry Curtis, WTNH-TV; Roy Fullen, CAP. CITIES; J. L. Hamilton, KTRK-TV; Bob Sutton, KTRK-TV; Donald Holland, WKBW-TV; Bob Niles, WKBW-TV; Irv Ross, WPVI-TV; Harry Nuss, WPVI-TV. Front row, left to right: Joe Brenner, CKCO-TV; E. Dell, CKSO-TV; Ralph Olsen, WABC-TV; Hy Miller, WABC-TV.



The fourteen men that comprised the group are shown in actual classroom session under the instruction of Jerry Powell.

## GATES TRAINING PROGRAMS IN PROGRESS

Currently, there are two training programs that are being sponsored by Gates for its employees. Thirteen people are taking the course in which they are learning the fundamentals of electronics. The course is being taught by Dale Bennett who is utilizing a Capital Radio Engineering Institute course. This class will complete its studies by the end of May.

Approximately 45 managers and supervisors are currently taking the American Management Association Supervisors Management Development course. This course is being conducted by Tom Bedford and will be completed in June.

Announcements concerning the start-up of a new basic electronics training class and a solid state electronics course for qualified technicians will be posted at a later date. Please check the bulletin boards frequently for information concerning these courses.



**FOCUS  
FOCUS  
FOCUS  
FOCUS**



## PROFITS AND COMPANY PROSPERITY

If a business isn't innovative and well managed it may wind up with a loss instead of a profit. When this happens the jobs of all employees are in jeopardy, because in every company profit is essential for the perpetuation of the business and for future growth.

Profit is what is left when the costs of a business or activity are deducted from its revenues. Profit is the engine that makes the economic machine go and grow.

Reportedly, a pattern of several years of unprofitable operation prompted Motorola to offer to sell its television set business to Matsushita Electric Industrial Company of Japan. Motorola is Quincy's largest employer -- about 3,500 people -- and very few suspected until that surprise announcement in early April that the business would be sold because Motorola could not operate it profitably.

Even more shocking was Motorola's announcement that if the sale of the TV set business was blocked by the U.S. Government, the business would be liquidated.

Whether resulting from lack of creative merchandising, high costs or low volume, Motorola's problem was that profits in the TV set business were inadequate to compensate for the stockholders' risks or provide job security for employees.

Although not at all comparable to the Motorola situation, we have a profit crunch caused by our large backlog. This now consists of many orders accepted at firm prices six or more months ago when our costs were lower. We cannot increase prices on these orders even though it will cost us more to build the products. Therefore, these orders will be less profitable.

Our profits on orders in the backlog will be reduced by the increased cost of materials, inefficiency caused by the disruption to schedules due to the parts shortage, new added expense of expediting, high overtime, a larger support staff, and higher wages and salaries.

It's ironic then, that this fiscal year will have record orders and record shipments, but projected profit for the Division will be less than that of all but three of the previous nine years.

There is much that each of us can do in these last six weeks of the fiscal year to improve profits. Some are easy, such as controlling waste, avoiding breakage or rework, holding back absenteeism, less use of Xerox machines, avoiding all but essential long distance telephone calls, close attention to travel expense, sharper buying, using the parts inventory acquired from GE in Gates' products, and more efficient testing. Many more examples could be listed, but it all boils down to profit awareness on the part of every employee, and not doing anything which will add unnecessarily to company cost or expense.

Our Division has an unbroken record of profitable operation, but today, more than ever before, we must all be more aware of how each of us can add to or subtract from Division profit. I am sure that this awareness can be converted to cost control in every area and in every department. We all help ourselves when we help the company to increase its profitability, as that is the only way we can all prosper.

*Laurence J. Cerwoy*

Vice President-General Manager

## RAYMOND FRANKE DIES SUDDENLY



Ray Franke, a beloved friend of many Gates employees, died 4-28-74. He had been under doctor's care for some time but his untimely death came as a shock to his fellow employees.

Ray was best known for his delivery of the inter-office mail and his friendly and courteous attitude. Ray will be greatly missed by all who knew him at Gates. Our heartfelt condolences are expressed to his family in their hour of loss.

## THOMAS STAGGS DEAD AT 37

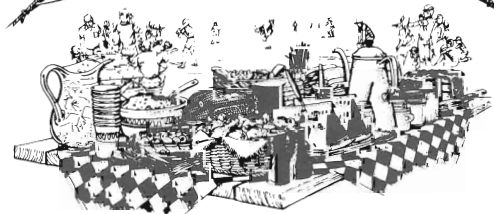
Gates employees received a second shock upon learning of the death of Tom Staggs 5-14-74. Tom came to Gates at the time of the GE acquisition in 1972.

Prior to that time he had been employed by GE as a Field Engineer, a position he also held with Gates until his promotion into TV Sales.

Mrs. Staggs and the four children plan on making their home in Texas. Our deepest sympathy is extended to this young family in their time of great loss.



**GATES FAMILY PICNIC  
JULY 17  
SOUTH PARK 5-9 P.M.**



**NEW NAME OFFICIAL  
EFFECTIVE MAY 15, 1974**



**HARRIS CORPORATION**  
Gates Broadcast Equipment Division



## TWO MW-5 TRANSMITTERS FOR TAFT BROADCASTING'S WKRC

On April 1, 1974, Gates 30th Street plant was visited by a group from the Taft Broadcasting Company, to witness the new MW-5 on test. After the successful test and a thorough discussion on phasor design, an order was placed for two MW-5's and associated equipment. New building and site in Cold Spring, Kentucky WKRC will be ready for this new equipment about July 15, 1974.



Shown during discussion of purchase plans are left to right, seated: Dorey France, Ray Owen and Bill Hansher, VP-Engineering all of Taft Broadcasting, Joe Engle and Charlie Patterson of Gates. Standing, Rolland Looer and the two pilots of the Taft Broadcasting Company.

## KTRK-TV, HOUSTON, TEXAS, NEW HOME FOR GATES LTD-50H

March, 1974 was the date of the acceptance test of KTRK-TV's LTD-50H. This is the fourth Gates transmitter to be delivered to Cap Cities stations throughout the U.S.A. 1st delivery was to WTNH, New Haven, Connecticut; 2nd to WKBW, Buffalo, New York; 3rd to WPVI, Philadelphia, Pennsylvania. A 5th transmitter will soon be sent to WTVD, Raleigh/Durham, North Carolina.



Shown during final testing of LTD-50H from left to right: Mike Finley, Gates; Jiliha Milton, KTRK-TV; Dan Maase, and Roger Newell, Gates; Bob Sutton, KTRK-TV and Dan Smith, VP-Engineering Capital Cities Broadcasting Company.

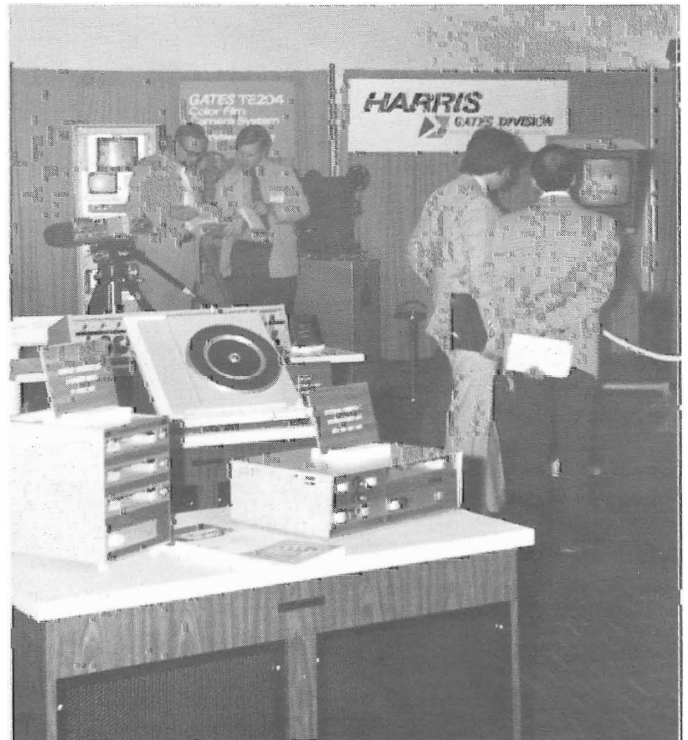
## GATES COLOR CAMERAS DEMONSTRATED AT CABLE TV CONVENTION

Gates Model TE-201C Live Studio Color Camera and the Model TE-204 Color Film Camera System were the spotlight of the Gates display at the National Cable Television Association Convention at the Conrad Hilton Hotel in Chicago April 21-24.



Gates NCTA display during live demonstration of Gates Model TE-201C Live Color Camera. Gene Edwards (right) is an interested observer.

The Gates display featured Gates manufactured video and audio equipment for the origination of color television programs by cable television systems. The audio display included the Gates Criterion Compact III, Criterion Compact II, Stereo Yard and CB-1200 Turntable.



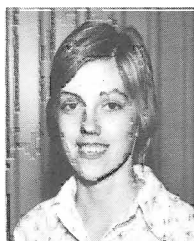
Roger Burns explains the Model TE-204 to a customer while others watch a live demonstration of the Model TE-201C.



# Welcome New Employees



Linda Rabe  
Stock



Virginia Howe  
Stock



Rita Viar  
Stock



Kathy Lewis  
Stock



Linda Hoaglin  
Stock



William Ramsey  
P.C. Fab.



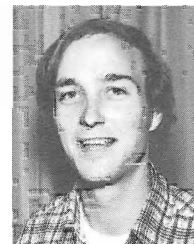
Patsy Griffin  
P.C. Assy.



Janis Miller  
Transmitter Assy.



Barbara Upschulte  
Transmitter Assy.



J. Tenison Malone  
Final Test



Diana Benjamin  
Cables



Micheal Preis  
Plant Adm.



James Morton  
Industrial Engrg.



Frances Fierge  
Production Ctrl.



Pat Russell  
Material Ctrl.



John Thomas  
Inspection



Dick Schrader  
Inspection



Connie Heck  
Engrg. Records



Candi Freiburg  
Order Processing



Peggy Shackleton  
Order Processing



Deborah Mann  
Order Processing



Kathy Ketchum  
Accounting

## HARRIS CORPORATION

Gates Broadcast Equipment Division

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