



# INTERCOM

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PUBLISHED FOR EMPLOYEES OF THE BROADCAST PRODUCTS DIVISION

QUINCY, ILLINOIS



## 1977 HARRIS FAMILY PICNIC

Festivities for the Annual Harris Family Picnic took place this year in South Park on June 29th. The picnic was complimented by beautiful weather and good food and entertainment for all.

During the dinner hour, the families were entertained by the Canton Gospel Singers, followed by the country and western band of Jack Paris from the Ottumwa, Iowa area. During the musical entertainment, bingo was played in the small shelter house, and this year both men and women competed in the horse shoe throwing competition.

The kiddies were enchanted by the magic show presented by Jim Colvin in the large shelter house, and Happy the Clown adorned the picnic with her smile and animal balloons. Quincy Peoples supplied children Fire Engine rides through the park, and to top off the picnic for the children, they entered the "moon walk" for a jumping good time!

Bob Vaughn was our master of ceremonies this year and he presented the door prizes for those that were in attendance.

All in all, it was another very successful picnic, and I know we'll all be looking forward to Harris Family Picnic 1978!







DON ANDERSON

## GUEST COLUMNIST

### MANAGEMENT INFORMATION SYSTEMS

During the past few months Data Processing at Broadcast Products has taken on the new name of Management Information Systems, or MIS for short. The primary reason for this change is the involvement of the MIS group in activities where information is being exchanged and processed, in addition to the regular functions of Data Processing. This involvement becomes necessary as more departments within the Division use the same data base of information.

In the early '60s the Tab Department, as it was then called, performed several card processing activities such as sorting, collating, and merging to produce 'computer' printed reports. All data bases and files were in the form of cards and had the '80 columns per card' limitation. This type of processing aided clerical activities, but was very cumbersome.

In the late sixties and early seventies, the term Data Processing was applied to the computer department. Cards were replaced by disks and tape files and reports were produced much faster without the burden of shuffling cards. Computer systems were still being developed as separate entities (i.e. functional departments each had their own set of information). This caused many problems as each department was not always working with the same data base. During the last few years this problem has been alleviated with the introduction of "common data base" and "integrated systems". What this really means is that one department is responsible for the accuracy of all data information and this information is passed on to whatever departments are authorized to receive it.

This data/integrated system concept is being utilized for ma-

jor development projects now underway at Broadcast Products. In Manufacturing new systems are being developed to replace our current MERS and stock status programs. These changes will provide accurate inventory information along with accurate lists of material needed to produce products planned for future production. Another system is being developed to provide information on the detailed operations needed for each of our shop orders. These new systems are all built around the same data base of information.

In addition, several new systems are being studied at the present time to improve customer order processing, financial reporting and overall word processing at HBP.

In general, the new systems that will be developed will utilize the cathode ray terminals (CRTs) to speed response time (from days to seconds) and also to reduce expensive paper consumption.

The use of the new systems will place more demand on the computer we are currently using through a direct leased telephone connection with Melbourne, Florida. We are now completing a study to determine our computer requirements for the next three to five years.

As all of us are coming into more and more contact with computers, both in business and in our personal lives, the key point we must keep in mind is the computer is a **TOOL** that works for us. We should not blindly accept computer generated data without fully understanding how it was prepared and processed. Knowledge of computer programming is not required for understanding. Simply ask a knowledgeable person how the data is generated. Only after you understand this can you be sure the computer is really functioning properly.

The success of a new systems developed for our Division is directly dependent on your understanding of what the system should be doing for you to better do your job. The level of your participation will vary depending on your specific responsibility, but it is very important that each of us understands the information with which we are working, whether it be our daily time sheets or a report we use in our job functions. Understanding and communicating are the keys to successful use of the computer.

If you have any questions concerning MIS activities at BPD, feel free to contact me or any of the MIS personnel.

## PATENT AWARD LUNCHEON

A patent award luncheon was held July 14, 1977 at the Quincy Country Club for employees of the division who have recently had patents awarded or applications for patents filed at the U.S. Patent Office.

Harris Broadcast Products Division patents are vital in maintaining our position as a world leader in broadcast and communications. Patents exclude or regulate competitor's usage of our new inventions in the market place, and thus, are an invaluable tool in maintaining our industry position as a technology leader.

Jack Monahan received an award for his two television camera patents entitled "Automatic Digital Iris Correction" and "Automatic Centering". The following employees were presented awards for filing of patent applications: Joe Donovan for a "Low Windload Circularly Polarized Antenna", Fred Eames for "Sensitivity and Calibration Control for Television Camera Registration Systems", Dave Hershberger for a "Dynamic Transient Response Filter" and a "Digitally Synthesized Modulator", Geoff Mendenhall for an "Automatic Phase Controlled Pilot Signal Generator" and a "Multichannel Modulation System Including an Automatic Gain Shifter", Chuck Smiley and Bob Weirather for an "Automatic Cable Loss Compensator for use in a Television Camera System", and Chuck Smiley and Gene Yochum for a "Television Signal Horizontal Interval Timing Reconstruction System".

Under a new Harris Corporation policy, inventors or co-inventors are awarded \$100 at the time an application for a patent is filed and \$100 at the time that the patent is issued by the U.S. Patent Office. Any employee can disclose an invention or a novel manufacturing process to the division patent specialist,

Chuck Smiley, by filling out Patent Form 6. New ideas will be considered for patentability by the patent committee whose members are Gene Whicker, Dan Maase, Jim Combs, and the corporate attorney, Chuck Krawczyk.



Left to right: G. T. Whicker, D. F. Maase, B. G. Yochum, C. F. Smiley, A. V. Juetner, D. L. Hershberger, J. F. Monahan, J. L. Tucker, G. N. Mendenhall, R. R. Weirather and G. W. Collins.



## GENERAL MANAGER'S REPORT



G. T. WHICKER

Our 1976/77 fiscal year is over, and again the news is excellent. We had a record year in sales, shipments and profits, and exceeded our annual operating plan in all three areas by comfortable margins. With our fine performance over the past three years, I'm running out of ways to say "good job" to all of you who have helped make this possible - so, once again, a deeply felt "congratulations, and keep up the excellent work".

Our Fourth Quarter Operations Review was held August 2, with Dr. J. A. Boyd, President of Harris Corporation, and J. T. Hartley, Executive Vice President and acting Communications Group Executive, in attendance. Both Dr. Boyd and Mr. Hartley were enthusiastic about results at the Broadcast Products Division last fiscal year, and filled us in on how other Harris divisions did in 1976/77. It seems that, with one or two exceptions, each of Harris' 16 divisions met or exceeded their annual operating plans—so it looks like a record year for Harris as well as for Broadcast Products.

In the "Progress and Problems" section of our meeting we voted the division financial performance in 1976/77 as the number one progress item. Strong financial performance has been at the top of the progress list at 11 quarterly meetings out of 12 in the past three years—which is an indication of how well we have been doing in almost every area, as financial results are a mirror of overall performance.

I am particularly pleased at the second progress item, which is a turnaround in domestic sales. One year ago, the "flatness" of the domestic sales curve was listed as our number one problem, and at that time we set out in earnest to bring about an improvement. Now that the results for last year are in, we see that domestic sales hit a new high—which proves that problem items can become progress items when we all work together to bring it about.

Another progress item that has been near the top of the list for the past few quarters - in third

place this time - is manufacturing response time. As I have covered this in previous reports, I won't go into it too much, except to say that Manufacturing's performance in getting products off the line and out the door in a timely fashion has been a very important factor in our rapid growth.

Just as some of our progress items make repeat appearances, a few problem items seem to crop up regularly. Our number one problem now is in securing the technical people we need to sustain our growth. This has been a problem for some time, and is difficult to solve, as there is only a limited number of highly trained technicians and engineers available, and Harris has heavy competition for their services. However, we are focusing a lot of attention on this area, and expect improved results in the near future.

Our second problem item is a lack of standard systems and products for our international markets. As our major growth area over the next few years will be overseas, it is vital that we be able to respond to large international orders with standard equipment.

The third item on the problem side is one that I expect not to see on the list again. We have had some technical troubles with our medium wave transmitters in Iran, and this has caused some customer dissatisfaction. These problems are now in the process of being corrected and relations are again good. It is most important that we do everything possible to satisfy our customers, not only in Iran, but all over the world, with equipment that meets their expectations. There is no advertising as effective as a satisfied customer.

In closing, I would like to compliment Burt Buy and his people for the really outstanding job they did in moving us to our new administration building. The entire operation was well planned and well executed, so that everything went smoothly, with a minimum of confusion. Now that most of the division is concentrated at 30th Street, I think we will find that the convenience of this arrangement is going to help us enormously in our daily operations. Thank you for your cooperation during the move—and let's continue working together to make the new fiscal year another record breaker.



## MONTREUX-SHOWCASE FOR HARRIS



One of the highlights of the International Television Symposium and Technical Exhibition was Harris' TC-80 camera, with Triax. The TC-80 was located on a fifth floor balcony of the Montreux Palace Hotel, overlooking Lake Geneva, and fed pictures to a monitor in the Harris booth, at the exhibition hall across the street.

The 10th International Television Symposium and Technical Exhibition was held June 3 through June 10 this year in Montreux, Switzerland, and included a large equipment display by the Broadcast Products Division.

This symposium/exhibition, which is held every two years in Montreux, is one of the most important broadcast conventions in the world, and is attended by government officials, technical directors and engineers from countries all around the globe. Actually, it is very similar to our annual NAB convention, except that it concentrates on television, and is international in its makeup. This year, at the technical meetings, noted TV experts reported on the latest worldwide developments and trends in the industry, and every major TV equipment manufacturer was represented in the exhibit hall, including Harris, RCA, Ampex, Thompson-CSF, Siemens, Philips, Marconi, Sony, Ikegami, etc.

With the recent rapid growth in our international sales, and the enormous potential remaining for sales in the international market, this biennial meeting has become increasingly important to us as a showcase for our products. As you can see by the manufacturers represented, the competition is heavy, so that it is vital that we present technically superior equipment in an attention-getting manner.

At the 1977 show we did just that, and were in the forefront with a new BT-5H2 IF Modulation television transmitter; a new UHF-TV visual exciter; three TC-80 cameras; and an SC-90 program automation system. Traffic in the Harris booth was very good, and our own equipment attracted a lot of interest from potential major customers. In fact, the Russian delegation visited us twice—returning a second time for a closer inspection of our BT-5H2, and to learn more about the Harris Satellite Communications equipment that was also on display in our area.

We had one live TC-80, with Triax, of a fifth floor balcony of the Montreux Palace Hotel, across the street from the Maison Des Congres exhibit hall, and fed some beautiful pictures of Lake Geneva and French Alps to a monitor in our booth. Although some companies had cameras on the roof of the exhibit hall, none of these operated as far away from their control units as our TC-80. We employed a professional cameraman from London to handle this TC-80, and the results were excellent.

In our booth we had another live TC-80 covering our NAB camera set, which we had shipped over from the United States. And a third TC-80, non-operational, was on display for customers to inspect the internal structure and the camera con-

trol unit. Although "Montreux" is a television show, many of the TV engineers and technical directors attending handle radio broadcast operations, too, so our operational SC-90 program automation system was another center of interest.

We delivered a paper - "SAW Filter Application in a TV Transmitter" - at one of the technical sessions, and had a second paper - "Use of a Bi Mode Switcher to Improve UHF Transmitter Efficiency" - published in the Official Symposium Proceedings. At a conference of this size and international scope, having two papers included in the program is quite an honor for Harris. One of the interesting facets of the technical sessions is that as a paper is given in English, the official Symposium language, it is simultaneously translated into French and German by interpreters, and earphones are provided for those that require a translation.

From the crowds at our exhibit, and the interest shown in our equipment, it was obvious that we made many new friends in Montreux, and renewed acquaintances with numerous current customers. Our International Sales people did an excellent job of selling Harris in the international market, and the support from Engineering and Marketing was outstanding.

This was our fourth appearance at the International Television Symposium and Technical Exhibition—and our most successful. The equipment displayed, and the professionalism of our people will go a long way toward making Harris a "household" name with broadcasters around the world.



A Harris SC-90 program automation system was in operation during the entire Montreux convention, and created a lot of interest among the technical directors and engineers from around the world who attended the show.



## CUSTOMER TRAINING SEMINARS

The service department is continuing the expansion of customer-oriented training activity. By the conclusion of the upcoming fiscal year, the development of comprehensive and concise technical training seminars will be completed for all major equipment items in the following categories: AM and FM radio transmitters, television transmitters, broadcast automation equipment and television video products.

Partial implementation of this training expansion has already taken place with the development and on-going

scheduling of MW-5 and MW-50 seminar.

The course topics cover pertinent considerations that result in an optimized Pulse Duration Modulation (PDM) transmitting system; that is, a system that exhibits properly functioning individual units or components as well as properly integrated system characteristics. A thorough conceptual and circuit analysis of the Pulse Duration Modulation technique is one of the topics discussed.



April 26-29 MW-50 Transmitter Seminar, from left to right: Tom Yingst, Elmac (Guest lecturer); George Korb, Varian; James Ranney, WCKY, Cincinnati; John Krizek, WBBM, Chicago; Steve Janci, Elmac; Donald Buckner, WBBM, Chicago; Donald Weeks, CFNB, Fredrickton, New Brunswick; Dan Miller, WNOE, New Orleans; Rex Sandidge, Harris Corporation; Bill Ott, KMOX, St. Louis; Richard Sanchez, KGBS, Los Angeles.



June 28 - July 1 MW-5 Transmitter Seminar from left to right: Palmer Boland, WAAX, Gadsden, Alabama; Terry Grieger, WGBF, Evansville, Indiana; Kieth Ericson, KOSI, Aurora, Colorado; John Kennedy, Harris Corporation; Mike Bock, Harris Corporation; Jeff Miller, WJLS, Beckley, West Virginia; Bob Senne, WEAU, Evanston, Illinois; Gordon Daley, WNAM, Neenah, Wisconsin; Rex Sandidge, Harris Corporation; William Pulliam, WTAR, Norfolk, Virginia.

## TC-50'S INSTALLATION AT BELEM, BRAZIL



Jim Brown assists in the installation of two TC-50 Cameras at TV Marajoara in Belem, Brazil. To Jim's right is Dr. Roberto Jares Martins, the Director of the station and to his left two of the station's engineers.

TV Marajoara (Channel 2) is a member of the Diarios Associados, a Brazilian group considered to be in some areas bigger than our own CBS and ABC combined.

This installation has the unique distinction of being the first station outside of the U.S.A. to buy and install our TC-50 cameras.

In operation since mid-May, these cameras have captured the admiration and respect of everyone around them.

Our customer's unsolicited words of praise will soon be proudly displayed on a forthcoming station profile.



# Welcome New Employees



Steve Agnew  
Radio Service Intl.



Janice Albert  
Service Parts



Greg Alster  
Video Products



John Baird, Jr.  
Ind. Engrg.



Johnita Bangert  
Plant Engrg.



Jerry Barnes  
Static Flr. Assy.



Bonita Bell  
Service Parts



Fred Berlinger  
Ind. Engrg.



Janice Briscoe  
Order Administrator



Rodney Brown  
Inspection



Carl Butler  
Plant Engrg.



Richard Carroll  
Headquarter Sales



Pauline Childress  
Cable Assembly



Susan Clement  
General Accounting



Philip Covert  
Audio Test



John Crabtree  
PC Board Fab.



Ralph Crossan  
Shipping



David Daniels  
Shipping



Ricky Disseler  
Static Flr. Assy.



Fred Fleischman  
Stock



Janice Floyd  
Office Services



Sharon Gardner  
Cable Assembly



Phil Gibbs  
International Sales



Glenn Gibleon  
Stock



Angela Gittings  
International Sales



Donna Glover  
Drafting



Stan Gobbi  
International Sales



Eugene Goers  
Static Flr. Assy.



Dennis Gottman  
Plant Engrg.



Cheryl Green  
Audio Assembly



Lloyd Grimes  
Quality Assurance



Heidi Hand  
Drafting



William Harland  
Headquarter Sales



Walter Harris  
Transmitter Test



JoAnn Harvey  
Cable Assembly



Bill Hays  
Shipping



Don Hendrian, Jr.  
Stock



Dave Hertling  
TV Trans. Adm.



Wanda Hill  
PC Board Assy.



Jean Hoener  
Cable Assembly



Steve Howe  
Sheet Metal



Eleanor Hubble  
Engineering Adm.



Robert Huseman  
Tool Room/Model Shop



Dan Johannes  
Purchasing



Linda Juette  
Trans. Conv. Assy.



Karl Jesness  
Radio Service Intl.



Bill Kammerer  
Program Mgmt.



Janet Kaufmann  
Cable Assembly



Jean Keil  
Personnel



Ron Kusienki  
Purchasing



Virginia Laaker  
PC Board Fab.



David Lepper  
Plant Engrg.



Anna McDonald  
Stock



John Major  
Service Adm.



Randy Mathews  
PC Board Fab.



John Mayenzet  
Test Equip. Maint.



Charles Mayes  
Inspection



Alan Meyer  
Static Flr. Assy.



Sharon Minor  
PC Board Assy.



Marsha Morrall  
Cable Assembly



Mike Murray  
TV Trans. Adm.



Greg Nichols  
Sheet Metal



Tracy Nichols  
Budgeting



Walter Orr  
Inspection



Justine Peters  
Purchasing



Steve Peterson  
Camera Test



Gene Powers  
Plant Engrg.



Chris Purdy  
Cable Assembly



Malcolm Ramsay  
International Sales



William Resch  
TV Trans. Adm.



Jim Rice  
Automation Test



Mike Rice  
Plant Engrg.



Joyce Robertson  
Cable Assembly



Thomas Rosback  
Quality Engineering



Rick Rose  
Purchasing



Kim Rosevold  
Service Parts



Charles Scheufele  
Plant Engrg.



Bill Schodroski  
Production Plng.



Mary Schwada  
Order Adm.



Mary Lou Smith  
Personnel



Brenda Steele  
PC Board Assy.



Steve Steinbach  
Plant Engineering



Paul Trybul  
Purchasing



Kitty Wagner  
Plant Engineering



Ted Wahlmann  
Systems Engrg.



Danny Welsh  
Sheet Metal



Mark Wernowsky  
Plant Engineering



James West  
Test Engineering



Lynda Whitehill  
Program Management



Tim Wiewel  
Machine Shop



Don Yarnes  
Systems Engineering



Debi Wright  
Office Services



Cindy Xanders  
Office Services



## HARRIS PROMOTIONS



John Delissio



Jerry Haines



Tom Bedford

Three of our employees have recently received promotions to other Harris Divisions. John F. Delissio has been appointed Vice-President of Marketing with Harris Satellite Communication Division. John joined BPD in 1974 as Director International Sales and became Director Domestic Sales in 1976.

G. M. (Jerry) Haines joined Harris in 1974 as auditor in the Corporate Financial Department. He came to HBP in May of '75 as Director of Accounting. In February of 1977 he was promoted to the position of Assistant Controller with the Data Communication Division, Nashua operation.

F. T. (Tom) Bedford has been promoted to the position of

Manager, Personnel Administration with Harris Satellite Communication. Tom joined HBP in 1972 as Employment Supervisor and was promoted to Manager of Employment Development in 1975. He completed a special assignment in Marketing Organization and assisted in the start-up of the Personnel operation at Data Communication, in Nashua, New Hampshire. His most recent assignment at HBP has been as Compensation Manager.

We offer our congratulations and wish much success to these three men and look forward to the strengthening of our association with their Harris divisions.

## EMPLOYEES WITH NEW COMPANY RESPONSIBILITIES....

The following is a list of employees who have accepted new responsibilities with the Company since April 1, 1977.

We know you will join us in congratulating both hourly and salary employees who are growing with Harris.

NAME	JOB TITLE	EFFECTIVE DATE	NAME	JOB TITLE	EFFECTIVE DATE
Judy Stanbridge	Prod. Control Clerk	4- 1-77	Ken Carder	Expediting Supervisor	6- 1-77
Don Anderson	Manager, MIS	4- 1-77	Jeanne Tucker	Secretary	6- 1-77
Leroy Jones	Pricing Spec. Sr.	4- 1-77	Jean Keil	Secretary	6- 1-77
Virginia Jorgensen	Working Supvr. Material Control	4- 1-77	Bob Strode	Supervisor/Personnel Services	6- 1-77
Frank Cambria	Mgr./New York Service Center	4-16-77	Ernest Griswold	Supvr. Systems & Prgmg.	6- 1-77
Tom Warning	Customer Serv. Spec./Radio	4-16-77	Marcia Eickelschulte	Lead Key punch Operator	6- 1-77
Theresa Bless	Lead Office Clerk	5- 1-77	Hardin Stratman	Lead Engineer	6- 1-77
Carol Cobb	Accts. Payable Accountant	5- 1-77	Frank Blaha	Program Manager	6- 1-77
Jim Garrison	Assistant Program Mgr.	5- 1-77	Areva Hartwig	Methods Tech II	6- 1-77
Debbie Morrison	Mail Clerk	5- 1-77	David Strawman	Camera Demo Specialist	6- 1-77
Michele Tipton	NCR Machine Operator	5- 1-77	Barry Lloyd	Product Manager TV Products	6- 1-77
Lew Pifer	Field Serv. Engineer	5- 1-77	Ginny Butler	Working Supvr./Assembly	6- 6-77
Betty Fischer	Methods Tech II	5- 1-77	Imogene Shannon	Assembly Tech	6- 6-77
Roger Cave	Sr. Estimator	5- 1-77	Earl Malloy	Mechanical Assembler	6- 6-77
Jackie Fountain	Sheet Metal Opr./Multi-Funct.	5- 2-77	Steve Seckman	Assembly Tech	6- 6-77
Orie Pine	Tool, Die & Gauge Mkr.	5- 2-77	Yvonne Voth	Stock Clerk	6-13-77
Larry Eker	Test Engineer	5- 9-77	Helen Prisner	Stock Clerk	6-13-77
Jerry Long	Mach./Multi-Funct.	5- 9-77	Kathryn Roan	Stock Clerk	6-13-77
Steve Cane	Electronic Test Tech.	5- 9-77	Florine Riney	Stock Clerk	6-13-77
Larry Engle	Electronic Test Tech	5- 9-77	Virginia Howe	Stock Clerk	6-13-77
Richard Loos	Electronic Test Tech	5- 9-77	Floyd Schrader	QC Inspector	6-13-77
Rhonda Lierle	PCB Pmgr.-Drill Opr./Trainee	5-16-77	Esther Buck	Wrkg. Supvr./Assembly	6-13-77
Bob Hoteling	QC Inspector	5-16-77	Bob Sergeant	Sr. Technical Writer	6-16-77
Ken McColez	Machinist/Multi-Funct	5-16-77	Bob McDonough	Supvr. Audio Design	6-16-77
Cathy Richmiller	Accounts Payable Clerk	5-16-77	Lynda Whitehill	Secretary	6-16-77
Dennis Rockow	Mfg. Engineering Supervisor	5-16-77	Pat Jeffries	Manager/Prod. Scheduling	7- 1-77
Steve Hemming	Program Manager	5-16-77	Gerry Powell	Sr. Technical Support Engineer	7- 1-77
Ray Schafer	Program Manager	5-16-77	Debbie Wright	Steno-Secretary	7- 1-77
Debbie Best	Lead Office Clerk	5-16-77	Jim Keller	Design Draftsman	7- 1-77
Howard Young	Program Director	5-16-77	Wayne Fessler	Design Draftsman	7- 1-77
Janet Huddleston	Assembler/RC Line	5-18-77	Dan Ohnstad	Design Draftsman	7- 1-77
Rita Fischer	Assembler/RC Line	5-18-77	Betty Chapman	Stock Clerk	7- 4-77
Karen Evans	Assembler/RC Line	5-18-77	Curt Moore	Crater/Packer	7- 4-77
JoeAnn Brown	Stock Clerk	5-23-77	Jim Mathews	QC Inspector	7-11-77
Ken Schwenk	Manager/Domestic Sales	5-24-77	Mike Griesbaum	Elec Test Tech	7-18-77
Steve Meleney	Xmtr. Test Tech Trainee	5-30-77	Ken Holman	Elec Test Tech	7-18-77
Bill Kerkhoff	Engineering Technician	6- 1-77	Dick Taylor	Elec Test Tech	7-18-77
Jerrold Harvey	Engineering Technician	6- 1-77	Larry Penn	Elec Test Tech	7-18-77
Pat Humke	Methods Assistant	6- 1-77			



## ROLLAND LOOPER RECEIVES SPECIAL SALES AWARD



Rolland Looper, Senior Broadcast Sales Specialist, was recently presented with a special sales award for his outstanding contributions in helping clear over 2 million dollars in educational radio business in fiscal year 1976-77. Presenting this award to Rolland and his lovely wife, Margaret, are Gene Edwards, Vice-President-Marketing, Gene Whicker, Vice President and General Manager, and John Delissio, Director of Domestic Sales.

Rolland joined Harris in 1971 as Broadcast Sales Specialist. Over the past 6 years, Rolland's expertise in bidding has helped obtain many millions of dollars in new business for the Broadcast Products Division. Many of the bids which Rolland has worked on were bids where we were not the lowest bidder. Through the coordinated efforts of Rolland and our radio field sales force, Harris received the order because the customer was convinced that we had the best equipment value, even though our competitors may have had lower prices.

We all should appreciate the exceptional effort that Rolland has put forth in obtaining new business for the Broadcast Products Division.

## SALES DEPARTMENT PROMOTION



Kenneth R. Schwenk

E. O. Edwards, Vice President-Marketing HBPD announces the promotion of Kenneth R. Schwenk to the position of Director, Domestic Sales effective August 1, 1977. Ken joined HBPD one year ago and was promoted to Domestic Sales Manager on June 1, 1977. We congratulate Ken on his acceptance of his new responsibilities.

## HARRIS FACILITY MOVE



Quincy's Mayor, Dave Nuessen, stops to chat with Gene Whicker and Bob Fluent during his recent facility tour.

If you can recall the happenings you experienced on your last move - whether across town or across the country, multiply them by 800 then maybe you can appreciate the enormous undertaking that we have just recently experienced. The bulk of the move was handled with unbelievable efficiency. The two weeks of "plant shut-down" - July 18 through 30 were just enough time to move and set up for business all of the people at 2nd and Hampshire, except the Service Department and Data Processing; all the engineers from the Manufacturing Building and Building 9 and all of I.E., Purchasing, Material Control, Production Control, Copy Center and many manufacturing areas. John Inman and his crew were busy every minute of the day and many minutes far into the night - but on Monday morning August 1, 1977 some 800 employees were "back in business".

On Tuesday and Wednesday, July 12 and 13, all employees were given a tour of the new office building at 3200 Wismann before the move began. On Sunday, August 7, all employees, their families and friends were invited to view both the manufacturing building and the new office facility during Open House. The response was g-r-r-reat! The employee pride in our new "diggings" was very evident. This move was a long time in the making - but it has resulted in an efficient, productive means of doing business that can only get even better as days go by.

When we all get our phone numbers straight - find our few lost items - continue to clean house - know who sits where and remember where we parked our car in the large parking lot - then we can say "A Great Job Well Done".

Quincy's Mayor, Dave Nuessen, took a tour of our new facilities on August 11 to better acquaint himself with our complete operation and business potential. In the near future, we plan to have all the city and state elected officials tour our building to see for themselves our promise of a continuing expansion of business potential for the Quincy area.

Harris Helps Quincy.





## ANTENNA SITE CONSTRUCTION



Broadcast Products Division shipped its first circularly polarized antenna from the Antenna Test Site during the month of June. It was a six-bay unit (TAC-6H) with a directional horizontal pattern for KBYU-TV (CH 11), Provo, Utah.

Shown left, assembled is the crossed dipole and cavity assembly of the radome enclosed units on the mast. The antenna performance was excellent in all categories including impedance, patterns and axial ratio. With installation at KBYU near completion, significant improvements in coverage and picture quality should soon be a reality in the Provo and Salt Lake City areas.



Ready for shipment at the Harris Palmyra Antenna Test Site is one of the two five-bay UHF Helical TV Transmitting Antennas sold to NWG Broadcasting Company for their stations KIMA-TV Channel 29, Yakima, Washington and KEPR-TV Channel 19, Pasco, Washington.

These antennas are the first to use "electrically transparent" fiberglass climbing steps. The steps, required for access to the top-mounted beacon light, greatly reduce any detrimental effects on the antenna's radiation pattern.

With the new antennas and two new Harris BT-30U transmitters, both stations are planning to extend their coverage with improvement of the signal in the mountainous area of south central Washington.

## ANOTHER FIRST FOR NIGERIA



On Friday, July 22, 1977, during the opening week of operation in the new building at 3200 Wismann, the first large contract valued in excess of \$600,000 was signed. Two representatives from the Broadcasting Corporation of OYO State in Nigeria were at the plant for the ceremony and during their visit they toured the complete Harris facilities. The photograph shows their visit to building 3. From left to right are: Ernest Credgington, Sales Director; Howard Young, Director of Program Management; Mr. O. Oladimeji, Head of Finance BCOS; Mr. O. Adeyinka, Director of Technical Services BCOS and Steve Hemming the Program Manager who will be responsible for the air-charter movement of the equipment and its turnkey installation in OYO State.

Prior to this contract for a 50 kW Shortwave transmitter, OYO State had purchased the 200 kW Mediumwave transmitting system which is shown in the background of the photo.

## INDONESIAN BUSINESSMAN VISITS HARRIS



Harris BPD recently enjoyed a visit by Mr. Hendro Sidharto of Jakarta, Indonesia. Shown with Mr. Hendro are John Boatman, left and Don Meier of Harris. Mr. Hendro is President/Director of P.T. Intermetronics in Jakarta. He and others formed Intermetronics not only to perform the installation and commissioning of equipment supplied under a recent contract between Harris BPD and Radio Republic of Indonesia (RRI), but also to provide employment opportunities and economic development in Indonesia by Indonesians. Intermetronics has since expanded their business into numerous other fields of endeavor in the Republic of Indonesia.

Prior to the forming of Intermetronics, Mr. Hendro was Technical Director of RRI and continues to serve in an advisory capacity to them.

Mr. Hendro and family will also visit Harris Satellite Communications and John Delissio in Melbourne, Florida.





Rolland Looper (left), Harris Corporation, and Bill Van Arsdall, General Manager, WTIM, Taylorville, Illinois, review the invoice for WTIM's new MW-1A, 1 kW AM Transmitter in the background.

## STATION BACK ON THE AIR

Thursday, June 23, station manager Bill Van Arsdall of WTIM-AM, Taylorville, Illinois, called the sales department of Harris Corporation, Broadcast Products Division with a problem.

It seems the plate transformer in WTIM's 25-year-old Harris (Gates) BC-1F transmitter had gone out, and the station did not have a backup unit. Harris salesman Rolland Looper said he would see what he could do to help the station out of its predicament.

At 5:15 the same afternoon Mr. Van Arsdall backed a rented moving van up to the Harris loading dock and took delivery of a new MW-1A, 1 kW solid-state AM transmitter, fully tested and tuned to WTIM's frequency. In a matter of minutes the transmitter was on its way to Taylorville; 160 miles away, where it was installed by 2:00 A.M. and on the air when sign-on time rolled around the next morning.

As for the 1952 model BC-1F...Mr. Van Arsdall plans to replace the faulty plate transformer and use it as a backup unit.

Looper does it again with Service that Sells!!

## HBPD...GOOD WORDS

### The Gift Of Life

The Harris co-sponsored blood collection turned up a hero in our own midst. The pint of blood that Dave Stumpf gave that day made his fourth (4th) full gallon. We are justly proud of you, Dave.



Dave Stumpf

### New Member To Board Of Directors

Betty McCarl has recently been appointed to the Board of Directors of the Junior Achievement of Quincy. Objectives of this group are: to encourage, promote, supervise and develop, on a non-profit basis an education program designed to give youth experience in industry and business.



Betty McCarl

### Computer Committee Formed

Jim Ogle is active member of a blue chip committee that has been formed to determine how a computer service could be used in working with the county budget. Others on the committee are: Keith Huff, Electric Wheel; Wally Gail, Moorman Manufacturing Company; Robert Smith, Gardner-Denver Company and Larry Ehmen, Chairman County Board.



Jim Ogle

### Ailing Transmitter

Rick Scott cures ills of MW-5 for WING in Dayton, Ohio. It didn't take long after Rick arrived on the scene to diagnose and cure the sick transmitter. Again, we prove that ability, knowledge and desire go together to provide Harris with another satisfied customer.



Rick Scott

## Plays Host

HBPD Service Department plays host to three men from England in their training school for AM, FM and Shortwave radio. All of this training while the department prepares to

move into its new facility at 28th and Ellington Road. Our three English "students" are: P. Wadsworth, Jack Elven, Harry Singh. Join us in saying "Hi".

**HARRIS CORPORATION** Broadcast Products Division  
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