



GATES

STUDIO REVIEW



GATES RADIO COMPANY, QUINCY, ILLINOIS, JUNE, 1957

Fiscal Year Ends With 19.69% Increase

GATES

RADIO COMPANY

Sales Growth Last Decade



From Mr. Gates' letter of June 7 we all heard the good news of how we had come so close to our '56-'57 quota of a 20% increase. The above chart shows just how close we did come and also how our '57-'58 quota is another 15% increase. The area at the bottom of the bars shows government sales, and this was not forecast for the new year.

This chart shows our continued steady growth in the right direction. This happens only with everyone's fine cooperation and efforts. It's a pleasure to set new highs, etc. and like the old saying, "Success is like potato salad—when you share it, you have a picnic."

Miscellaneous News



Congratulations are in order for the Claude Turner family. They are parents of a baby daughter, Gayle Marie, born April 27. Proud Pop is located in our sheet metal department, and Mom was formerly in the cable shop. The Turners have three other children.

* * * * *

Where Are We From?

A recent industrial survey called for a listing of towns represented in our entire employee group. We knew that our people come from all directions but it was quite a surprise to find just how large a percentage comes from the outlying areas.

Twenty-eight people drive in every

35th Anniversary Issue Of Sales Studio Review To Be Mailed To Homes

In just a few days the first issue of the Sales Studio Review will be mailed to all homes. This 32 page brochure highlights our 35th anniversary and all the many things that have happened during the years. It is complete with pictures and stories of our company's history.

Plans for this new sales brochure call for it's being printed on a quarterly basis.

Watch for your copy of the 35th anniversary issue.

day from eleven Missouri communities.

Thirty-eight people come in from sixteen different Illinois communities.

Fifteen people are listed on rural routes in Quincy, with the balance of 256 coming from the City of Quincy.

We're happy that we're so well represented throughout the area.



June 17 was a busy morning because that was the time chosen by both Bill Atkinson and Paul Gregg as the day to start their new work with Gates. Bill joined Stan Ponte and his crew in the AM Section of the engineering department.



Engineering is an old field to Bill because he has been at it for at least 20 years. This included experience in broadcasting as well as the military. For the past several years he has been chief engineer of KCMC-TV, Texarkana, Texas.

Bill, Mary and Bill, Jr. have moved into their new home at 1229 South 16th and are fast becoming citizens of Quincy.

Welcome to the Atkinsons.

* * * * *

Paul Gregg comes from California and will be headquartered in San Francisco to handle his duties of sales engineer in Northern California, Nevada, and Western Oregon. However, the midwest is home for Paul because he grew up and went to school in Menomonie, Wisconsin.



Radio work is also "old stuff" to Paul because it all started in 1941 after graduation from high school and like most fellows in the profession, it probably began before then. For the past 11 years he has been chief engineer of KWBR in Oakland, California.

Paul, Mrs. Gregg and their 3 daughters live in Orinda, a suburb of Oakland. We're happy to have the Greggs as members of the Gates family.

* * * * *

Engineering
Robert Nelson
David Wentura

→ Quality **PLUS** makes **GATES** a **MUST** →



HI HAMS — for those who aren't acquainted with the code used to operate on the ham networks — that's what the dots and dashes above say — HI HAMS.

Our company was honored Sunday, June 2 when approximately 150 amateur radio operators visited our new plant in a special open house. The hams, their families and friends were in Quincy to

attend the Hamfest sponsored by the Western Illinois Amateur Radio Club. This all day event was held at Eagles Alps and there were over 500 people in attendance from the Tri-State area.

It was a pleasure to have our plant on the itinerary of the day's activities. We sincerely hope our visitors enjoyed their time with us as much as we enjoyed having them. Please come and see us again sometime!



Ten years ago on June 1, our sales manager, Larry Cervone, joined the company as a sales engineer in the New York area. Later when the New York sales office was opened, Larry took over the responsibilities of this as well as area sales manager for the northeastern territory. On his 6th anniversary, he was promoted and moved to Quincy as general sales manager.



During these past 4 years Larry has been greatly responsible for increased action in all of our sales activities, including additional personnel, stock carrying branches, international activities, Quincy sales office, industrial sales, etc. He also has been an active member of the Executive Sales Club of Quincy.

Larry tells us he doesn't have much spare time because of the pressing demands of his job, but when there is time, he and Louise enjoy water sports, especially that part of resting on the beach in the sun. Now all spare time is being spent in directing the building of their new home in East Lincoln Hills.

Next stop, 15 years.

Quite often we have company twins and two of them in the 5-year bracket are Marie Carter and Marjorie Stone. Both arrived on June 2, 1952. Another unusual fact is that they both started in assembly department 1900 and have stayed there for the entire 5 years.



They both kidded about no other department wanting them, but the facts are that department 1900 needs their good work and efforts.

Marie is another of our proud grandmothers with 2 grandchildren. Her two sons are following careers in the Air Force and next year her daughter will graduate from Ewing High School.

In addition to helping her husband, Orville, on the farm, she has many other outside interests which include school and P. T. A., church, civic work, fishing, gardening, etc. She says that she is asked to help on practically all projects in the Ewing community.

Marjorie makes her home with her mother, brother and sister, and says that the extra time just isn't long enough for her to do all the things she likes. Besides her work at the United Brethren Church, she spends



a great deal of time reading and has accumulated quite a library of fiction books.

Collecting recordings is another hobby and her special favorite is Ira Stamphill, who writes and sings religious music. Watching baseball is also high on her list and if there is any time left, she likes to cook.

Congratulations, to Marie and Marjorie on the first 5.

* * * *

More company twins. Olive Evans and Harold Milbert joined the 5-year service group on June 16. They started in the same department and have done such good work that they are still



there. When they joined the machine shop it was in rather cramped quarters at 2nd and Hampshire, but now for four years they have enjoyed the new plant.

Olie keeps busy beyond 5 p.m. with many outside activities. For several

years she has been a steady member of the Gates Bowling League. Needlework of all kinds is also included on her list.

Now she and Phil are busy remodeling their home at 420 North 11th.

Congratulations, Olie.

Harry tells us he is one of the St. Louis Cardinals strongest rooters. Naturally with the present standings,



he is very happy and is always glad when the Saturday game of the week includes Stan Musial and crew. If there is any extra time, Harry can be found fishing and hunting. By the way, he also swings

a mean paddle in the noon-time ping pong games at the 30th Street Plant.

Like all dads, Harry's chief interest is his family, made up of Henrietta and their son and daughter, students at Quincy High School and St. Mary's Grade School.

Best wishes, Harry.

* * * *

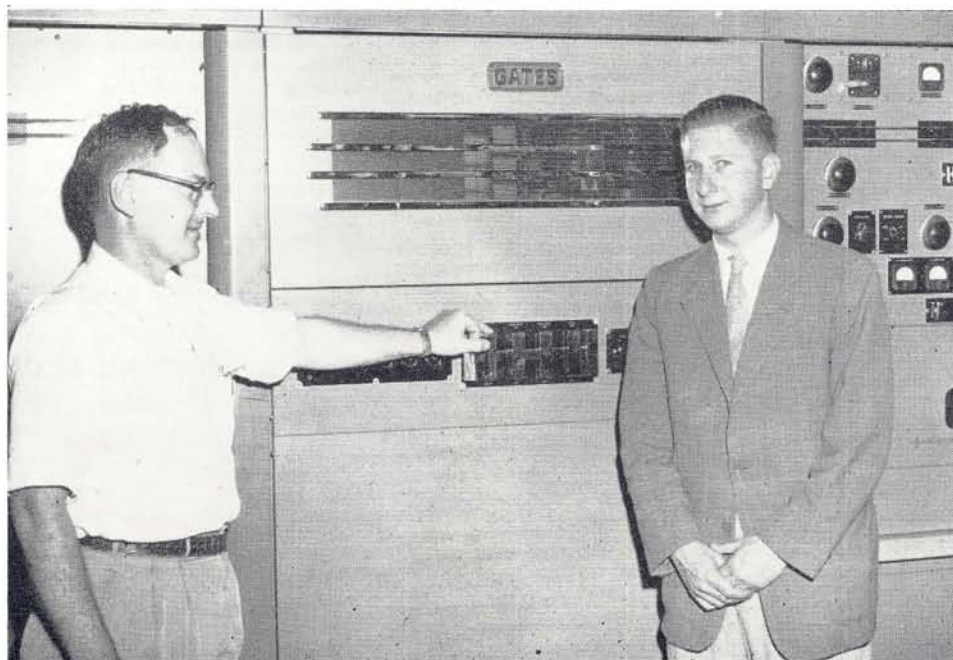
1-Year

London England Bertha Kruse
Claude Turner, Jr. Ralph Manlove

THE STAFF

Edited by the Personnel Department.
News Reporters: Ruth Wilkey, Virgil Hall, Dee Pusey, Alvina Rice, Esther Enlow, Mary Ellen Rupp, Gerry Bonness, Elva Watts, George Hanawalt, and Dotty Lahmon.
Artist: Clair Frost
Photographer: Bob Fisher.

Visitor From Chile



During the week of June 3, Mr. Ernesto Saavedra of Chile visited our plant and office to study advanced engineering techniques and to examine the latest broadcasting and communications equipment.

"Ernie" as we got to know him, was nominated by the Chilean government for a United Nations fellowship. He is employed by the Empresa Nacional de Electricidad, but he makes his services available to other entities on a loan basis. We're always happy to have guests from other countries and this was an unusually pleasant experience for all of us.

Pictured above with Ernie is foreman, Dusty Rhodes.

Young Visitors

A few weeks ago, Marylu McEwen, daughter of our executive vice-president, L. I. McEwen, arranged a special trip for her 5th Grade Class at Adams School. This trip brought them to our 30th & Broadway plant where Howard Young, plant manager, John Beckgerd foreman of the sheet metal and allied departments, and Virgil Hall, assistant foreman of the sheet metal department, took the youngsters and their teacher, Miss Nellie Whitefield, on a tour.

Evidently quite a lot was learned by the students for they each wrote the company a letter telling of their experience. We don't have room to print all letters but felt everyone would like to read this one written by Kathy Wittler, daughter of Audrey Wittler, who is located in our purchasing department.

"Thank you very much for making it possible for our class to see Gates. As we went in we saw sheets of metal. One machine that interested me was the turret punch press which can punch any shape out of 85 holes. The most interesting I thought was the brake which bends any kind of metal. One thing it bends is called a collar. As we went on I saw a spot welder welding together some steel. I made sure not to look at the flame because it would make my eyes hurt afterwards. Next we came to the finishing area where they used the grinder and vibrator. When we came to the degreaser our guide told us that it took the oil off of the metal. Then we came to the waterfall which took the lint and dirt from the metal. Then it is painted and set to dry. The painting rooms are right by the waterfall spray room and is also a place to paint. If the men are going to be in there awhile they put on masks. Near here is a place where a man uses a silk screen. The silk screen is a machine where a man uses a wooden thing with ink on it, rubs it against the silk screen and it comes out stenciled.

Around the area there are red lines which mean you could not smoke. There is paint thinner in the paint and it is highly explosive. The oven is where the stenciled metal is baked. It is different than any other one because it is heated with 53 lights at 250 watts each. They make turntables also, each cost \$185.00. The base of the turntables are made of aluminum. After cutting the metal they sell the shavings to people who melt it so they can use it again.

Now we see the frame of the biggest transmitter in the United States. I learned that there are 5,000 wires in one transmitter. I also found out you sent a transmitter to Antarctica.

Near the end of the visit I noticed there were some men washing windows. Is that paint they were washing off? I asked our guide why they had it on, and he said it kept the glare out. I didn't know there were 3 Gates Radio buildings in Quincy until yesterday.

I thought those brooms were very clever. Thank you for giving your

time and for answering our questions. I think we all enjoyed the refreshments and most everything else. Thank you again.

Sincerely yours,
Kathy Wittler"

Thank you, Kathy, and all of your classmates, for all of the wonderful letters you wrote us. We enjoyed your visit a lot.

Visitor From England



On Thursday, May 23 it was our pleasure to have Mr. Robert Telford of London, England as our guest for the day. Mr. Telford is General Works Manager of the Marconi Group of companies in England. In this position he is responsible for production in their four plants with total personnel close to 10,000 people. This company is affiliated indirectly with the Canadian Marconi Company, our Canadian representative. Mr. Telford is a very interesting individual and he was quite surprised with our production and the many improvements that have been introduced.

We're always happy to welcome visitors from other companies and especially those from other countries. Pictured above with Mr. Telford is Bob Bonness, foreman of assembly department 1900, and plant manager, Howard Young.

→ Quality **PLUS** makes **GATES** a **MUST** →



GATES RADIO COMPANY
Quincy, Illinois, U. S. A.

BULK RATE
U. S. Postage
PAID
Quincy, Illinois
PERMIT No. 122