

GATES RADIO COMPANY, QUINCY, ILLINOIS, APRIL, 1959

Gates Displays Product Line at 37th Annual NAB Convention

During the week of March 15-18, over two thousand broadcasters inspected more than \$12,000,000 worth of radio and television broadcasting equipment at the Conrad Hilton Hotel in Chicago. The occasion was the 37th annual convention of the National Association of Broadcasters.

One of the high spots of the convention was the Gates exhibit, occupying more than 1,000 square feet of floor space. With the colorful new backdrop as the focal point, the exhibit featured twenty-eight different products, ranging from remote amplifiers to the BC-50B fifty kilowatt transmitter.

As you walked into the exhibition hall of the Conrad Hilton, you couldn't miss the giant Gates display. The first thing in view was the new backdrop. with its brilliant lights and beautiful pastel colors blending in with the full color photographs mounted on the center section. The four other sections of the backdrop featured an attractive arrangement of the smaller equipment, including the audio consoles, remote amplifiers, the Level Devil, new frequency monitor, remote control, and the new Spot Tape Recorder. To the left of the backdrop was the BC-50B fifty kilowatt transmitter, with an impressive sign on top reading: "An order for 6 Gates 50 KW transmitters has been placed by the United States Information Agency for use by the Voice of America-over 300,000 watts of power." Another sign listed the broadcast stations who have purchased the BC-50B. Facing the 50 kw transmitter were three five kilowatt transmitters for AM, FM and TV. Many broadcasters referred to this as "transmitter row."

Other items of interest in the exhibit area were the new turntables, the Nite Watch automatic programming system, the BC-1T transmitter, and the Dage television equipment.

The display of the new Spot Tape Recorder caused a great deal of excitement among broadcasters. In a follow-up story to the convention, **Broadcasting** magazine wrote:

"A new working tool—to make spot announcement handling as simple as push-button technology will per-



Above is the new exhibit backdrop purchased by the Company to be used at trade shows. From actual records, more people visited this display in Chicago than at any other show.



Pictured above on the right are the usual crowded conditions, seen at all times of the convention, around the new Spot Tape Recorder. Broadcasters actually operated this to witness its flexibility and its adaptability to their own station. The other items that attracted special attention were the Nite Watch Automatic Programming system, and the new CB500 urntables. All of these were in operation.

mit—greeted broadcasters at the NAB Convention last week. The newly developed equipment . . . was a wide, 13" belt tape with space for 101 spots shown by the Gates Radio Company." (The article goes on to describe the new equipment.)

Another highlight of the convention was a paper delivered by Jay Blakesley, Manager of Audio Sales, on the Spot Tape Recorder. Jay addressed the NAB Engineering Conference, and from all reports, he was responsible for creating much of the enthusiasm and interest shown in the new prodnet.

In terms of the number of customers visiting the Gates exhibit and the enthusiasm shown for the products displayed ,this was the most successful convention your company has ever attended.

Welcome to Our Spring Visitors



The salesmanship class of Culver-Stockton College spent Thursday, April 9 touring Quincy industry. They concluded the day visiting our 30th Street Plant. Even though this was rather complicated and technical for most of them, they were quite surprised with our operation and its scope. Professor A. N. Allen, pictured third from the right, made arrangements for the trip with Neal Harvey, second from the left.



On Monday, March 30 it was our pleasure to entertain Adams County High School Juniors on "Career Day." This annual day, sponsored by the Chamber of Commerce, is for the purpose of allowing the Juniors to observe their chosen career actually on the job. The students indicate their chosen career and are then assigned to companies which have this type of work. Our visitors were interested in mechanical and electrical engineering, secretarial, and machine shop work. Pictured from the left are John Beckgerd, Nibs Jochem, Ruth Snowhill, Faye Fuller, Howard Young, and Roger Veach on the right, who all helped entertain our guests.



The Keokuk, Iowa Engineering Club chose Gates as their Quincy industry to visit this year on their annual tour. After a chicken dinner at the Plaza, the group of 40 men adjourned to the 30th Street Plant where complete tours were conducted. After the tour, George Thompson, put on a stereophonic sound demonstration, which proved highly interesting to all. Those helping with the tour are the three pictured on the left and right, John Beckgerd, Howard Young, Dusty Rhodes, Rog Veach, Wally Kabrick, and Nibs Jochem.

Building and Redecorating Program Almost Completed

For the past 5 or 6 months, our company has been busy at the job of building an additional 2200 square feet of office space and rebuilding and redecorating all other office and engineering areas. The new space was provided by adding a second story over the general office. Since the general office was surrounded by two-story buildings, it was relatively simple to anchor roof beams in the adjoining walls, put on a new roof, tear out the old roof over the one-story section, put in a new floor, and panel the walls.

The new upstairs addition houses the sales, credit, customer order, mailing and filing departments. The production department is situated where the old outside ramp was formerly located.

One of the big purposes of all this rebuilding and revamping was to provide practically all of building 3 for engineering use. In the upstairs section we find the engineering development department, while the southern end of the area has divider walls to provide private and semi-private offices for engineers.

North of engineering development we find the advertising department, located in completely redecorated quarters. Downstairs are two more large rooms with offices for electrical and mechanical engineers. The standards and drafting sections fill in the balance of the space of building 3.

The general office now houses accounting, purchasing and personnel.

Out in our lobby we find several major improvements already completed with more to come. The new aluminum front door complete with marquee gives an entirely different appearance to our front entrance. Tile floor covering has been ordered for the stair treads. Plans are also completed for a new modern railing along the stairway. The lobby will be finished with the addition of new furniture and floor covering.

This has been a major project—far beyond the usual painting and cleaning. Major changes include the addition of new air conditioners, complete with steam coils, in the sales and general offices, divider walls to provide private and semi-private offices for 40 administrative and engineering personnel, installation of panelled walls, acoustical ceiling tile, tile floors, and new lights. Certainly all of this makes far more pleasant and efficient working conditions, which are so important to us all.

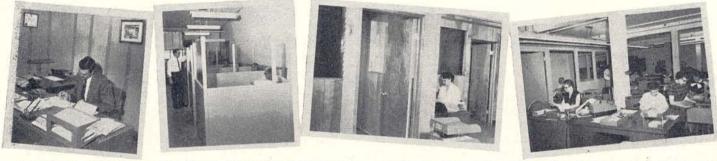
During all this dust, dirt, mess and inconvenience, everyone came through as a good sport. Thanks to all of you for your patience.

Let's Tour Our New Facilities . . .



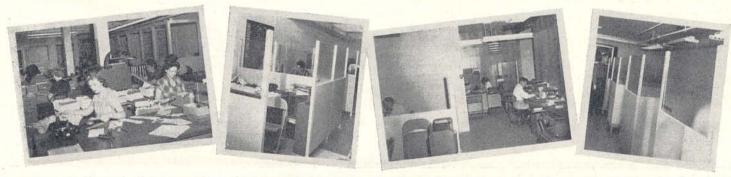
Welcome! Our new aluminum front door and marquee make an impressive entrance. Coming up from the lobby, let's stop in the new sales area with pre-finished birch panelling on the walls and Hauserman dividers to provide semi-private offices. On the left is the new private office

for sales manager, Larry Cervone. Toward the north end of the room we find our Prexy checking up on a credit matter—in the last picture we see the Customer Order Department with Credit offices in the background. Now—let's step into Building 3 and see what we find there.



Moving into Building 3, advertising manager, John Price and his staff have a new home with panelled walls, improved lighting, etc. Toward the front of Building 3, high frequency manager, Bill Hoyt, is talking to some of his engineers in their new offices. This area also houses the new office for our director of engineering, Nibs Jochem.

Next, we find our executive offices with new panelling and windows — and a gal — Faye Fuller, secretary to Mr. McEwen. Accounting personnel is downstairs, with private offices for comptroller, A. S. Petzoldt and assistant comptroller, Larry Larimore. This area also houses purchasing and personnel with new semi-private offices.



As we go through the accounting department, we find ourselves in the inventory card control division. Across the aisle the production office starts with offices for the production managers. In the main production department office, the old outside ramp area has been completely changed with birch panelling, acoustical tile ceiling, new lights and tile floor. On the left is the private office for plant manager, Howard Young. Down the hall, past the coffee room, is a new engineering area complete with a departmental library and private offices for 9 engineers.



Next we find audio engineering manager, Wally Kabrick, in his new office, with Ted Mathews. This area provides office space for 3 other engineers and the engineering conference room. Across the aisle are the mechanical engineers in their new offices. In the next room is Frank Schnier with

the engineering standards and breakdown section. Drafting was the last department to get settled, but they say the wait was worth it as they look around at the new fluorescent strip lights, tile floor and brightly painted walls. Now—let's have a cup of coffee!

Promotions

Because of a recent change in the sales department organization, three



men received promotions. Two new positions were established to provide a closer association with the sales engineers and also to gear us for more government sales. The first of these new positions

is Regional Sales Manager, which is being filled by Ed Wilder. He will be in charge of all sales engineers west of the Mississippi River with Quincy as his headquarters.

The second new position is that of Manager of Government Contracts,



filled by Bob Kuhl.
All of his efforts
and time will be
spent in increasing
government sales.
Bob will remain in
Quincy, but much
of his time will be
spent in Washington, D. C. and various government

installations.

The position of Sales Engineering Manager, vacated by Bob, is now being



filled by Gene Edwards. In this work Gene will coordinate and supervise the activities of the Product Managers and the Customer Service Department. The company is fortunate in having these

qualified men for these important positions. These new positions certainly provide more opportunities for growth and further expansion. Congratulations Ed, Bob and Gene.



Last issue baby boys headed the New Baby Parade—but this time the baby girls have turned the tables.

Daughters were born to Mr. and Mrs. Robert Nickerson, Mr. and Mrs. Howard Young, Mr. and Mrs. Paul Timpe, and Mr. and Mrs. Melvin Arns. Baby boys arrived in the homes of Mr. and Mrs. Robert Rowden and Mr. and Mrs. Joe Cole. Congratulations to everyone!



The latest addition to the audio section of the engineering department



is Ted Mathews, who arrived February 23. Since graduating from Purdue in electrical engineering, Ted has picked up some valuable experience to prepare him for his new work. He tells us he is inter-

ested in all sports including bowling, so he will probably be on one of the company teams next fall.

Welcome to Ted, Geneva, and their three little ones.

Washington, D. C. Elaine Davis Department 1400

Tom Kickler Jim Carpenter Vernon Swick Lester West

Office

Ruth Faler

Mary Beal



We wish to express our sincere sympathy to Mrs. Lila Nobis and family on the death of her mother, to Charles Koch and family on the death of his mother, to Reck Morgan and family on the death of his father, to Joe Woods and family on the death of his mother, to Anna Lee Casburn and family on the death of her grandmother, to Kathryn Roan and family on the death of Mr. Roan's father, and to Bob Rowden and family on the death of Mrs. Rowden's brother.



The tables have been turned! For years we have been honoring our peo-



ple receiving service pins, and Bob Fisher, our photographer, has been providing all the pictures. Now—it's his turn. On May 9, Bob will celebrate his 10th company anniversary. During these years, he

has been busy recording on film all company products, events, and personnel. The latest development in his department is his new color studio complete with lights, furniture, etc.

Bob, Maureen and their two children, Barbara Ann and Stevie are looking forward to June because their new home in Melodie Meadows is scheduled for completion by then.

Congratulations, Bob.

1-Year

Gwen Hodges

Edna Cramer

Congratulations to Reck Morgan for leading the company in the sale of



broadcast transmitters, both AM and FM for 1958. Reck ended up with an average of 87%, which is a real good record. The winner is determined by analyzing all grants for each territory

which established the number of opportunities there were to sell new AM and FM transmitters.

Joe Engle, Bill Neumann, and Paul Gregg followed in the next three positions.

Congratulations, Reck!

→ Quality PLUS ... makes FATES ... a MUST -

GATES RADIO COMPANY

A Subsidiary of Harris-Intertype Corporation Quincy, Illinois, U.S.A.

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