

HARRIS ALLIED BROADCASTER

SEPTEMBER '89

MONTHLY NEWSLETTER PUBLISHED BY & FOR OUR EMPLOYEES

VOL.2
ISSUE 4

People Pride & Partnership



Dick George, Richmond Print Shop



Doris Garkie, Quincy Engineering



Mary Lou Schoch, Quincy Gen. Adminis.



Lorri Potter, Richmond Accounting



Harry Scrifres, Quincy Repair Shop



John Bentley, Richmond Cust.Serv.

In Focus From Quincy . . .



T.E. Yingst
V.P./General Mgr.

Congratulations to the Harris/Allied Broadcast team for meeting the major part of the goals for FY-89. In the case of radio orders and sales, both Richmond and Quincy exceeded their goals. Television orders were slightly under plan while international orders were over plan for both locations. Overall we moved into FY-90 with a better backlog than experienced for the past few years and have substantially improved the market position of Harris/Allied. Harris/Allied is becoming recognized worldwide as one of the major leaders in the radio industry. Overall sales and profit exceeded plan.

Cost reductions in production and reduced price concessions in most areas accounted for the good gross margin achieved. The new products introduced during the year culminated with an excellent NAB show and a very positive Harris/Allied worldwide recognition. Needless to say, this was a busy and exciting year for all and also one of extreme satisfaction for the accomplishments in spite of the extraordinary effort by all

(cont'd. on page 3)



MARKETING/ADVERTISING

RICHMOND DOMESTIC MARKETING

As for the Domestic Marketing Department... one of us will be out of the office at all times! Catch us if you can.

Teresa had knee surgery August 1, is back to work and doing fine. Due to the swelling, she keeps a trash can or box handy to elevate the knee and reduce the pain. We're all glad to have her back so soon!

Kathy vacationed in Michigan the last week of July. She and daughter, Jodie, spent a leisurely week of sailing, boating, swimming and enjoying a visit with family. Jodie spent a lot of time ripping fish lips after feeding them worms from hooks—the fish were too little to keep. (Mom admits to doing most of the lip ripping, actually.)

Leesa just returned from a week with her husband and son in Myrtle Beach, SC. They rented a condo... sounds like fun—I want to go!

Dave and Leesa (along with Roy, Gene, Sandy and Quincy's Martha Rapp) went to New York in mid July to meet with our ad agency there, Media Scan (see story following)... and yes, Dave got Leesa on the subway!

As for myself, I am anxiously awaiting my vacation in October. Steve and I have a trip planned to Florida. We plan on going to Walt Disney MGM and taking a one day cruise to the Bahamas. The rest of the vacation will be spent eating raw oysters and other sea foods, such as key lime pie, etc.... and laying in the sun. I had a few days off in July and spent them with my sister who I hadn't seen in two years who came up from Tucson.

It will soon be a year since I took the position of sales liaison. I have learned a lot, but realize probably only a small portion of what I will learn. All of the sales people have been really helpful and patient with me, and I wanted a chance to say, 'THANK YOU,' to all of them!

—Donna Chase

New York... New York



Starting at the far left end of table, hidden by Dave Burns, is Sandy Harvey, Corp. Adv. Asst.; Dave, Domestic Mktg. Mgr.; Joe Shapiro, President, Media Scan; Kristi Sherman, Assoc. Art. Dir., Media Scan; Roy Ridge, President, Allied; Chris Doering, Vice-Pres./Copywriter, Media Scan; Martha Rapp (fully awake, really) Mgr.-RF Mktg. Comm., Quincy; Gene Schultz, Mgr. Corp. Mktg.; Suzanne Langle, Vice Pres. Media Scan; and not pictured, Carolyn Keelen, Art Dir., Media Scan and Leesa Crownover, Mktg. Admn.

RICHMOND CORP. MARKETING



Gene's BIG Kiss in the BIG Apple

Okay, Okay, so it wasn't all business in New York City... well, hey, ya gotta eat. And where else but Mama Leoni's. Perhaps it was the theatre atmosphere; perhaps it was the wine; perhaps it was the BIG city glamour; perhaps Gene is *exceptionally* fond of art;... or perhaps it was a combination of all these things. After all, Gene really doesn't get out that much.

We promised last issue to report on our New York venture to meet with Media Scan, so lest we lie, here goes... first, we met for approximately five hours Friday evening, followed by a 'sun up to sun down' meeting Saturday and another four hours Sunday morning before flight departures. We believe the qualified talents at Media Scan—Joe, Carolyn, Chris, Suzanne and Kristy—with their combined expertise, will help formulate marketing/advertising concepts to benefit the Harris/Allied image in the broadcast marketplace.

Of course, it was not all work and no play... we all know what that does... so we did take in some

sightseeing via tourguide Joe Shapiro, late Friday evening, including Wall Street, the garment district, United Nations building, and even the real lady herself, the Statue of Liberty (from a distance, but still sends a chill or two down the spine). New York is the BIG APPLE after all, and *anything goes*... take for instance the 'ladies of the evening'—just ask Gene who was face to... well, face to back side, to one 'scantily' clad. (He in fact was forced to remove his glasses in order to keep the old ticker going.) Saturday evening, after business was in order, we took in Times Square on foot, taking in the gruesome city smells, crowds and street vendors; dinner at Mama Leoni's; a quick refreshment at Sardi's and back to the hotel for a couple of hours sleep. Next morning more business was attended to. Dave volunteered to play tour guide to Leesa and Sandy... *forcing* them on the New York subway (not bad on Sunday mornings) and leading them through the lower eastern district where the man had the patience of a Saint as the girls weaved in and out of boutiques and shops. He even haggled a bit and purchased his wife a lovely hand-

painted leather handbag. And, seen firsthand by Dave and Roy, the latest Times Square innovation is: 'Public Urination ANYWHERE!' And as Dave says, "New York—a city of extreme contrasts, where it's difficult to detect which is growing faster—the number of limousines or bag people sleeping in doorways!"

Although the photo is unfortunately unavailable at this time, picture this if you can... Dave spotted a flea market almost next door to Media Scan. Throughout the day, from eight floors up, he kept an eye on *that certain item*—a 25 lb. green porcelain pedestal mixer—at one breaking point, he scurried over and purchased this "real thing" for a mere \$15 and hand carried it, complete with luggage tag attached, back home. (You can imagine what 25 lbs. of metal did to the airport detector!)

Everyone arrived home safe and sound, no muggings (at least nobody admitted to any), maybe just a bit weary from the hustle and bustle, but ready to get back to work on Monday and look forward to a very positive marketing endeavor with Media Scan.



Fair Billing...

Last issue I gave the spotlight to my oldest daughter, Michelle. This month it goes to my 10 year old, Melissa. She played softball for Eastside Optimist and made the All-Stars team which was held August 12... *in the pouring rain*. (And I thought that saying about 'neither sleet nor rain, etc., only applied to the U.S. Postal Service.) I'm proud to report that although the team was 'unkindly' beaten in this special game, Melissa ended the season by hitting the only home run of the game for her team.

Sandy is finished eating dust at the softball diamonds, but is keeping the 'meter' running to get her oldest back and forth from drill camp, band camp, flag crew practice, flute lessons and all that miscellaneous stuff, like movies, Pizza Huts, etc. There is never a dull moment when you have kids on the go—right Pat Holok?

Kids will certainly keep you on the go—like it or not. Gene is getting his youngest son, Scott, ready to head back to college. Scott just won the Liberty Country Club Golf Championship. He will return from Purdue, where he is on the Boilermaker golf team, to compete in the Richmond City Golf Tournament.



Money, Money, Money . . . There Never Seems to be Enough

Just for a moment let's assume the "pot runneth over." Here's what a few of our co-workers would do if they won the lottery:



Ray Slick
Richmond Technician

I would probably finish construction on my house a little quicker than at present (8 years now). I would start a shelter/home for wayward, homeless animals. I'd probably get into some type of philanthropy—to help people who have a genuine need. I might even consider replacing my old beat-up 1977 Ford van.



Roger Job
Quincy AM Team

I haven't thought about it a lot, but I'd probably retire early. I think that's what everyone would do, but the closer you get to retirement, you feel as if you don't want to do the things you always wanted to do."



Susan Hillard
Richmond Commercial Printing Composing

I'd pay off all of my bills, then go shopping for one solid week—here, there and everywhere! I'd get my hair done. Then I would help out some family members and friends. I'd invest some. I would not quit work, though, because I like what I'm doing. All I'd need is that one week off for the shopping. (Susan's nephew won \$100,000.00 from the purchase of a \$3.00 ticket!)



Jeannie Frisch
Quincy Engineering Services

I'd pay off all my bills and buy my Dad a new pickup truck, and remodel my house. That's a start.



Pat Holok
Richmond Corp. Admin. Secretary

The first thing I would do is pay off bills incurred over the years with having five children. If there would be an extravagance it would be to buy my husband a corvette. This has been a dream of his for a long time . . . but not quite feasible with a family the size of ours.



Bob Lease
Quincy TV Team

I'd give most of it away to family, friends, and charity.



Jack Riesen
Richmond Customer Service

First thing I'd take a nice long vacation—not sure where, but . . . far, far away! I'd start looking for some good investments. It's hard to conceive of having that much money suddenly, so it's hard to truly know what you would do.



Rose Behrens
Quincy Accounts Payable

Pay off my house, buy a boat and take a long term vacation.



Bill Genck
Quincy Service Parts

I would retire immediately and travel extensively, and take up the hobby of doing whatever I wanted to do whenever I wanted to do it.



Bob 'J.R.' Galyean
Richmond Credit Manager

I would buy a St. Bernard dog, assuming the keg of brandy around his neck was full. After consuming the brandy, I would then contemplate what to do with all that money.



Sandy Claus
Quincy Credit & Collections

I'd open a ceramic shop, build a new house and travel.



Donna Roth
Chicago Admin. Asst.

I'd quit work and move to Hawaii.



Jan Wilson
Quincy Cost Accounting/Pricing

Depends on how much it was for and if I could retire on it. I'd quit work, travel and see that both sets of our parents got what they wanted or needed, college fund for two sons and close the doors on the store and become a beach bum.



Bruce Johnson
Richmond Returns Specialist

I'd probably party hardy for a couple of days. Then I'd buy a nice home and maybe travel around with the wife and kids for a while. I play the (Ohio) lottery every Saturday and so far have hit 3 numbers. I'm getting close. Look out world if I hit it... that's all I can say!



Grayling Akers
Quincy Traffic Dept.

Well, I would retire from Harris. Probably go into some type of carpentry work owning my own business and fish a lot.



Judy Spell
Georgia Radio Studio Sales

First thing would be to pay off all my bills. I would look for a good investment counselor to invest much of it. I would give part of it to my two sisters and my mother, or buy her a house, and then put some aside for my two daughters' college educations (one plans to be a lawyer). I would give part of it to my church and some other charities.



Paul Buckman
Quincy Office Services

I'd retire, travel and I'd invest for my children's college education.



SALES

ATLANTA...

WELL... Here in the south... Nothing exciting, interesting or fun has happened to us lately. **Judy** and her daughters have been on vacation in the FAR north. **Joyce** and **David** have vacation plans to travel to the other side of the world—West Virginia. Our famous **Mr. Timm** will be vacationing during the national sales meeting. **Mark** is still recuperating from surgery and the DRUGS.

That is ALL from the South!

CHICAGO...

Chicago radio studio salesperson, **John Grayson**, asks the question: "Where does the word 'SPIFF' come from?" Most of us know what the word means in terms of potential dollars, but what does the word really mean? Is it an acronym? Is it a nickname? Please send your replies to Sandy in Richmond or to Martha in Quincy. We'll look forward to your replies in next month's issue.

Home Remodeling Johnnie Attaway's Way (redundant)

Johnnie's gotten the most popular customer award at the local Builder's Square for six months running. Not to suggest our hero's home remodeling project has been dragging, but, hey, like they say, "If you want it done in 30 minutes, hire Bob Vila."

We hope to have pictures for the next issue of the Broadcaster. We're waiting for all the dust to settle so we can get a clear shot.

DALLAS...

Dallas Dog Days

(Guide on How to Survive August)

At the **Hurley** household, not man nor beast venture outside. Notice... I did not say woman. A line, commonly referred to by Pat as "Mom," does all the shopping, errand running, etc. The "beast" commonly called "Zig" commandeers the couch and lazily watches "Lassie" reruns. "Himself," usually known as the "Mighty Hurl," constructs his B-4A in the Hurley living room. Entertainment at the ranch consists of kidnapping unknowing acquaintances and discussing in *MINUTE* detail the care and construction of the B-4A. For dessert, you can sit in it. Pat's dream is to get this vehicle flying and he and Mom can run off to the "Carib" and not leave a forwarding address. "Holy copter, Batman!!!"

At Tom's, commonly known as TKL/TICKEL'S estate, summer survival consists of floating in the pool and alternately consuming beers, margaritas and tequila shooters. The cats, answering to 'Puzzle' and 'Alley,' soak up the sun poolside and then retreat to the air conditioned living room to catch a little 'catnap.' Lisa, known as "Isa," keeps cool by envisioning summer remodeling projects to over enhance the splendor of the 'Lewis Manor.' This occurrence alone is enough to reduce Tickle's temperature to below centigrade. Tickle still manages to get in an occasional round of golf (using his new persimmon woods). This is squeezed into spare time when Tickle isn't dutifully following Isa on her many softball tournaments. "Holy activity, Batman!!!"

Next stop... the **Davis** household. Here we find Pat (Not commonly known as Patty), keeping her fingers crossed that her three teenage children are not keeping cool by alternately consuming beers, margaritas or redecorating. Arriving home for lunch Pat can be found stepping over teenagers, still in pajamas and devouring breakfast foods while watching their favorite soaps. What's wrong with this picture? By the time she eats her lunch, empties the dishwasher, puts in some laundry, waters her plants, and lets out the hound... the 'children' have started their daily competition: who can eat first; who can eat the most; who can eat the last cookie. Poptarts are traded on the Davis stock exchange and colas and potato chips are raced to the finish. "Holy chaos, Batman!!!"

RICHMOND...

Guess what? It's vacation time around here!

Dennis Mackey took the first week of July off and stayed at home to enjoy his new toy, the 'Mudbone Rail.' Pictures to follow next issue.

Scott Beeler took the same week and went to Kings Island, The Beach (water park) and the Cin-

cinnati zoo. He saw the newest addition and their new \$800,000.00 rhinoceros. It is one of only two in captivity. The other is in the St. Louis zoo. Scott is buying a new house and should be moved in by the end of August. He's been golfing a lot this summer... ask Tom Lewis how he fared when he ventured out to the Elks Country Club while in Richmond.

Dave Gill took a couple of days off and drove his new van to Winston Salem, NC. He tried out a wave runner for the first time and said he had a great time. He must like water because he is taking off for a couple more days in August to go water skiing.

Chuck Maines left for Florida the last week of July to help move his parents back to Richmond, but also spent a couple of days at the beach and visiting family.

Bob Groome vacationed in Florida the second week of August. And, the Groome family now has 'his and hers' Mazda RX7s. The police department has been alerted... so slow it down Bob and Ann!

Rumor has it that **Jeff Nordstrom** returned from his vacation to find his drawers filled with foam packing chips. Rumor also has it that **Jamey** was caught driving his toy truck into Roy's office.

As for me, I took the second week of July off and stayed close to Richmond and enjoyed the local fair. **Sara Rhodes** filled in for me while I was gone. She also filled in for **Teresa McCord** while she was out to have knee surgery. From your friendly sales reporter... reporting only what I think I hear—**Marilyn Campbell**.

RADIO SALES NEWS...

Radio Sales is expanding, baby wise, that is. **Tami Fleischman** is due late October.

Don Taylor became a second-time grandfather late last week. Congratulations, Don!

Fred Brown thought he was on vacation but with **Chuck Rockhill's** help he biked (as in motorcycle) his way to call on a customer in Wisconsin. Is that dedication to sales or what?

Rumor has it that **Ron Frillman** and **Roy Ridge** lunched at Quincy's famous Elder's on Friday, August 4th, and that when the waitress attempted to deliver their burgers, Roy's burger slipped off the plate and was intercepted by Ron's quick hands, cheese side up no less.

Dick Fry is vacationing with his in-laws in wonderful Pittsburgh and we're wondering if he'll ever come back.

Ed Pryor is driving in new wheels these days, terrorizing the competition.

Daryl Buechting and his wife, **Linda**, visited Bean-Town recently and Daryl brought us back some special souvenir rocks.

TV-RF...

How sweet it is—and many happy returns!

Congratulations to **Richard** and **Geraldine Chalk**, who celebrated their 20th anniversary in August with a trip to New York. Proud parents of three, the couple opted to leave the little "Chalk-ettes" at home! Congratulations to **Richard** and **Tom Schoonover** on another Very Important Matter—the sale of a Platinum™ Series VHF solid-state transmitter, HT 45LS, to **WAVE-TV**, Louisville, KY, in July!

If you're not into garage sales, we know someone who is. Or at least was. **Gaylen** and **Marcia Evans** hosted a big one recently, and it was even featured on **WGEM-TV's** news! It probably was as necessary as it was newsworthy. After an incredible house hunt where the Evans' thoroughly grasped the depths to which home decorators are capable of extending bad taste, the couple found the house of their dreams. A good thing too, since they'd already sold the home in which they were residing. With four kids, that presents a problem.

How does the mom of an extremely active 15-year-old spend her summer? For **Jackie Humphrey**, the answer is "recuperating." Daughter **Stacey** just returned from a trek to Jamaica, where she spent part of the time doing missionary work at a foster home for underprivileged kids, and the rest having fun in the sun. And how does **Jackie** recuperate? Attending husband **Claude** and **Stacey's** softball games, of course.

And then there's **Martyn** and **Vicki Horspool**. It was off to England for two weeks—a homecoming for **Martyn**. Then back to work—as usual. The Horspools got back to Quincy on Saturday, and early Monday **Martyn** was enroute to Rio with **E.L. Corujo!** As they say... blame it on Rio.



SATELLITE

Black and White Photographs Cannot Reveal Paradise



Cancun, Mexico... that is!

The trip was too short and they didn't drink the water but **Anne** and **Curt Dillman's** 20th anniversary trip celebration to Cancun was one for the records.

News Update From Anne...

We are having a drawing for an all-expense-paid-trip around the Allied parking lot in the 'Puce Goose.' For those of you who might be a bit confused or even completely miffed... the 'Puce Goose' is the almost purple ambulance that **Jerry Weddle** drives. Back to the trip... it will consist of three laps around the corporate parking lot while listening to Jerry's jokes. To enter, simply send your name and address on the back of a \$5.00 bill and send to Jerry, c/o Satellite dept. Drawings will be held daily, weekly, or as demand requires.

Jamey's new radio-controlled 4 X 4 pick up toy happened to appear in Roy's office one evening recently. Roy conducted an informal "who does this toy belong to and why is it in my office" questioning. **Jamey**, denied knowing the toy was there or how—the problem with this story was the fact that **Jamey** was holding the remote control at the time of questioning! Rumor has it **Jeff** was up to his tricks.

Jeff's report about he and his wife's cruise is to come next time around—that is if she didn't make him walk the plank or something.



HARRIS TRAINING CENTER



**United States
Telecommunications
Training Institute**

Harris Hosts 20 Third World Broadcasters at USTTI



A total of 20 broadcasters from 17 developing nations attended "Broadcast Transmitter Operation and Maintenance," a two-week, free training program offered by Harris Broadcast Division under the auspices of the U.S. Telecommunications Training Institute (USTTI).

Participants were from the Bahamas, Belize, Brunei Darussalem, Egypt, Ethiopia, Ghana, India, Kenya, Morocco, Oman, Pakistan, St. Lucia, Singapore, Sierra Leone, Tanzania, Thailand, and Uganda.

During the program, taught by Harris Broadcast Training Center Instructors Dave Kobe, Clarence (Doc) Daugherty and Dana Myers, participants studied the latest in broadcast transmitter technology.

Bridging the Gap

USTTI began offering tuition-free training to qualified telecommunications and broadcast professionals from the developing world in 1982, and Harris Broadcast Division became a participant the following year.

The need for hands-on and management training in telecommunications for the Third World was recognized during the U.S. government's preparation for the 1982 International

Telecommunication Union Plenipotentiary Conference in Nairobi, Kenya. The U.S. Ambassador to the ITU Conference, Michael R. Gardner, heard repeatedly from Third World telecommunication and broadcast leaders that the gap between developed and developing nations was increasing and, if developing nations were to enter the information age, training was urgently required.

From the beginning, USTTI has worked to meet three goals:

- **Humanitarian:** Recognizing that telecommunications is the actual pipeline for information which leads to economic, cultural and social improvements, USTTI programs provide individuals with skills needed to upgrade, maintain and expand communication systems.

- **Political:** Not only do USTTI programs offer training in the most modern methods and technology to help Third World governments operate more efficiently, but USTTI participants gain greater understanding of the United States and its positions on various international communication issues.

- **Commercial:** Through USTTI sponsorship, U.S. corporations make a long-term investment in developing future markets for equipment and ser-

vices in the Third World.

Focus on New Technology

Dave Kobe, manager of Harris' Broadcast Technology Training Center, notes that the company's patented digital modulation AM and solid-state VHF technologies attracted special interest.

Harris' digital modulator, introduced in 1987 in the DX Series of AM transmitters, improves reliability and ease of operation, but can cut a radio station's transmitter power bill by a third or more, and the new Platinum™ Series solid-state VHF TV transmitter line is designed to eliminate off-air conditions through built-in reliability.

Beyond the Classroom

While our USTTI students were here the Harris instructors also made sure they were well entertained in U.S. fashion. They toured Hannibal, Missouri and the Mark Twain Cave; enjoyed an evening dinner cruise on the Mark Twain Riverboat. Saturday, August 5th, Steve Spradlin organized a picnic at Waverling Park frying burgers and playing volleyball. Steve said they were quite good. Sunday, August 6th, Steve took them bowling. Most of them had never bowled before so they benefitted from the alleys with padded rails (so did the other patrons), but a good time was enjoyed by all and luckily no injuries. Later the students went to Canton, Missouri to take in a dinner/play.

INNOVATIONS

❑ **The FF-1725 Freedom Phone.** Made by Southwestern Bell, it has been rated the leader in cordless phones by a leading consumer magazine. It breaks the "mediocre-sound" barrier of cordless phones, combining the outstanding speech quality and convenience features with amazingly crisp, clean sound within a range of 1000 feet. The base unit serves as a free-standing speakerphone with its own dialpad—you get two phones in one. Take or make calls around your home—even next door! Plus it features an 18-number memory, intercom, paging, automatic redial, hold button and 10 channel selection. A personalized security code protects line from outside access. Free 5-yr. service plan included—retail \$179.95.

❑ **38,000 Hour Lightbulb!** This superior Power Miser uses an exclusive microcontrol switch to extend bulb life nearly 40 times longer with virtually no loss of brightness. You can get 38,000 continuous hours of brilliant light along with a 24% saving in energy consumption from a common 100-watt, 1-way bulb rated for 1,000 hours. UL listed, manufacturer's 8-yr. warranty: set of six retail for \$19.95, or 12 for \$29.95.



QUINCY...



Steve Cane, AM/Studio Assembly and Test, and Hugh Hart, International Sales, with Sun Yao and Chen Xiaowei, assistant engineers from the Shanghai Radio and Television Bureau.

Harris Sells DX-10 to Mainland China

During the week of July 24-July 28, two assistant engineers from the Shanghai Radio and Television Bureau were in Quincy for complete training on the bureau's new DX-10—the first ordered for mainland China.

The engineers, Sun Yao and Chen Xiaowei, are in charge of the installation, commissioning and maintenance of the transmitter.

Harris' sale to Shanghai Radio and Television Bureau resulted from a sales lead during the 1988 National Association of Broadcasters Convention at Las Vegas. The order was placed in December.

SALES NEWS:

The International Sales department is really excited about the increased emphasis/support that has been placed on international sales, and the positive changes that have occurred within the last year. We would like to take this opportunity and acknowledge/share a few of these changes...

1. The marriage of Harris-Allied was fantastic — a very positive change!
2. Harris-Allied advertising has become more global.
3. Increased Allied activities in the African market that has not been there before.
4. Working closely with the Sector Division and their appointment of a dedicated person to support international sales.
5. New order proposal system.
6. Expanding the physical size of the department both secretarial and support (PMO).
7. We are now seeing increased activities in southeast Asia and (hopefully) this is the thin end of the wedge.
8. The large volume of "request for quotes" which could not have been handled properly without the assistance of Allied.

Keeping the above factors in mind, we look forward to the tremendous growth in international sales within the next three to four years.

RICHMOND...

Peter Koenig, Systems Engineer, attended the Amitra conference in Guanajuato, Mexico held August 11 and 12 with Bob Weirather, Director of Marketing for Harris Broadcast. Bob Weirather gave a technical presentation on digital AM transmitter technology. Unofficially, this was a presentation of DX transmitter technology, without specific reference to Harris as required by Amitra rules.

On a lighter side...

Debbie Hilbert celebrated her 16th wedding anniversary on August 4th. (She was a child bride too!!) The evening was spent at the same place as her birthday last month... the ball park! Not to worry, she has dibs on a prime rib dinner as soon as tourney season is over.

Gail Thatcher has been aerobicizing and vocalizing. It was a struggle in the heat of this summer, but she's been able to keep up with her aerobics class to a certain degree (85° F). Also, she has attended several of the Allied softball games. Although the team didn't go far in the tournament, it was an exciting season! She was probably one of their more vocal fans at times. (I think there are a couple of umpires who will remember her!) Now that the season's over, Gail is planning on taking a vacation in September.

Jim Bradshaw, Indiana's newest Hoosier, has sold his home in Quincy and has bought a home in rural Hagerstown. His Saturday mornings have now been reserved for cutting 2.5 acres of lawn. Jim is also looking forward to his vacation in September when he and wife, Alma, will be travelling to Germany. Long-awaited R & R after weekly commuting between Quincy and Richmond, in addition to the relocation.

Valerie Duffy is looking forward (? ugh) to having not one but two teenage sons come the end of August. The infamous international parts person has her hands full with both sons now being as tall (or taller) than Mom (at 5'6"). Youngest son, Michael competed with the Centerville swim team during the summer, collecting many ribbons for his efforts in backstroke and freestyle. Chris is presently trying to convince Mom to let him play football (She'd rather he play his trombone at the games).

Joe Ziemer was on vacation August 2nd through 13th. While the boss is away...

...

Remember when charity was a virtue instead of a deduction?



Chris Duffy marching in the Richmond Rose Festival Parade for Centerville High School.



Zelma's darling 3-year old, Lironé, recently disassembled her kitchen table without any tools (i.e. screwdriver) while Mom was talking on the phone.

The following is a recent telephone conversation between Sara and a customer from Guatemala:

Sara: This is Sara. May I help you?
 Customer: (In very broken English) Hello Sara, I am Maria from Universidad De Guatemala. I want to know if you receive my card (letter).
 Sara: No, I'm sorry Maria, I have not seen it yet. What was it regarding?
 Customer: I want price of pipes.
 Sara: Excuse me?
 Customer: I want price of pipes.
 This part of the conversation went on for several minutes. Finally, Sara said as gently as she could:
 Sara: Maria, I'm sorry, but I really do not understand what you need.
 Taking a stab at the chance that "pipes" was one of the few words in her Spanish vocabulary, Sara asked:
 Sara: What is the word in Spanish?
 Customer: "Tubos."
 Sara: Oh, tubes!! (Why didn't she just say so!)

The customer giggled with relief, and they lived happily ever after.



ALLIED COMMERCIAL PRINTING



DON FASNACHT, Sales Manager

Don has been with Allied Commercial Printing three years. He came to Allied from Indiana University East where he was Assistant to the Chancellor nine years. Prior to I.U. East Don was with the Palladium-Item newspaper in Richmond ten years as a reporter, editor, and chief photographer. He holds a B.S. degree in history and political science from Miami University as well as an M.A. in journalism from Ball State University.

Don and wife, Carol, have four children: Brad age 18; Vicki, age 18; Stephen, age 16; and Linda, age 13. Outside of the commercial printing circle, Don instructs communications and business courses at I.U. East. He is active in the Richmond Community Schools Material Reviews Committee and was director of the Kiwanis Camp for Mentally Retarded for fourteen summers.

Upstairs...

The hot scorching days of summer are keeping the composing room really cook'n. It seems, though, that everyone has found an answer for keeping cool.

Everyone agrees sun tea in the morning served with plenty of ice and afternoon ice cream from the 'good humor man' is good for a start. The moment the ice cream bells are in earshot, the thoughts of cold refreshments send many scurrying for a delicious drumstick or a red, white and blue popsicle. It's been extremely hot down in the basement as well and **Darrin** has been seen crawling out from the misty heat to chase down that 'good humor man'. What a man won't do for the red, white and blue...popsicle, that is.

The heat must be affecting **Sandy** and **Gene** as well. Ever since they moved into the one-time upstairs apartment, peculiar events have taken place. One day in particular, Sandy didn't discover until 3 o'clock in the afternoon that she had on two different pairs of shoes. The shoes were similar in color which might explain the mixup...or could it be blamed on being overworked? But, fortunately, she did have on one right shoe and one left shoe. *Boy, it's hot up there!*

Another uncommon event happened when Gene came dashing out of his and Sandy's office rubbing his eyes and gasping for his breath. The first inclination was that Gene had been maced. Instead, Sandy had sprayed a 'dab' of perfume on before leaving for lunch. Gene has discovered there's nowhere to run in the composing room. *Boy, it's hot up there!*



KELLY STANTON-KNAPKE, Sales

Kelly joined Allied Commercial Printing July 1987. Prior to Allied she worked for Rosa's, Inc. She stays involved in several projects for the betterment of the community and is active in the arts.

Kelly and husband, Dave, have "one simply marvelous, gorgeous bouncing five month old baby boy, Klint." Kelly assures us that this child is not spoiled and "is never, never bragged upon." Another family member is Klint's puppy, Hoagie.

Dave and Kelly spend most of their spare time working on their rental properties and remodeling their own home. When time allows, they are out water skiing or just relaxing at their cottage on Norris Lake in Tennessee. They are also the proud owners of two Corvettes, which they each had before getting married. One is a '63 split window and the other a '66 convertible.

Melany stays cool, calm and collects flowers (mostly roses) sent to her by husband, Ed. No special occasion necessary. How about that for an appreciative husband—all others take note, please! Flowers warm the heart but Melany beats the heat by breezing along on the Compugraphic keyboard, keeping a tall glass of water close at hand, for the next dozen roses. *Boy, it's hot up there!*

Beth is a lot cooler this year than last. She's been pinch-hitting on the switchboard, taking incoming calls and, *hold the phone*, she's also paging people and sounding great over the intercom. Beth's cooler, of course, because all of this takes place on the main floor where it is cool and NOT in the composing room. *Boy, it's hot up there!*

Susan has been up to her eyeballs in hot coffee. She collects for the coffee fund and keeps everyone happy buying donuts with extra monies. Eating takes the mind off the heat, and it really works—just ask Debbie. By the way, Susan compliments everyone for being punctual with their contributions...you too Jim Jones. *Boy, it's hot up there!*

Debbie has brought in a fan from home, adding it to the one already in the room, creating her own wind tunnel. It certainly does circulate the air, and everything else—*hold on to your drumsticks!* Plus, Susan has sewn Velcro onto the seat of her slacks and her chair...she and her chair have parted ways before. *Boy, it's hot up there!*

Kim (Wise) Sharp's husband was named "August Airman of the Month" for the Air Force at Eacker A.F.B., Blytheville, AR.



ADMINISTRATION

QUINCY...

Dip, Sip and Sup?

July and August have been busy for **Tom Yingst**. After closing the books June 30, Tom and Cloma Yingst took a week's vacation in their motor home to the Cape Cod area. Tom returned to Quincy in time for preparation for a year-end review with **Guy Numann** and audit reviews with Ernst and Whinney.

The next week Tom was back in the skies enroute to two vendor meetings in California. Then another breather—this time a week's vacation to Niagara Falls, Canada. Vacation behind, Tom was back in action for an August packed full of items—management overview of the Annual Operating Plan for FY90, the FY89 Annual Review, Corporate financial reviews, Harris compliance reviews, etc., etc., etc....

Mary Lou Schoch spent her vacation assisting her daughter, Tammy Schlipman, with Sept. 2 wedding plans. Tammy married William Frey, a Springfield, Illinois native, at Salem Evangelical Church of Christ in Quincy. Mary Lou spent days looking for a new dress, attending bridal showers, and addressing wedding invitations....

Gene Edwards is certainly enjoying his four-day work weeks. The Edwards recently hosted a birthday party for Mrs. Edwards. Over 100 family members and friends attended the party at their home in Bella Vista, Arkansas.

Also, one weekend the Edwards attended a "Dip, Sip and Sup" party in Arkansas. Gene didn't exactly know what kind of party this was, but was willing to attend. When he arrived, he was relieved to find out it was a pool, cocktail and dinner party!...

Did you ever wonder why during the afternoons, **Debi Gehring** had that wind-blown hair look and many times was seen wiping dust off her shoes? She donated her vacation hours to "be a Mom," attending morning baseball games for her two sons, Quen and Blake. Between the two boys, it is estimated that there were some 30 games in a seven week period! Debi has been seen coaching 3rd base in ninety-degree weather in a business suit and high heels! A working woman and mom in action!

RICHMOND...



Doug Holok

To Model or to College?

That's the question being asked of Mom-Pat Holok, Corp. Admin. Sec. Modeling for the local newspaper recently, Pat's oldest of five, is seriously hoping for a football scholarship.

Last year he was All-conference wide receiver and All-state honorable mention. This year...



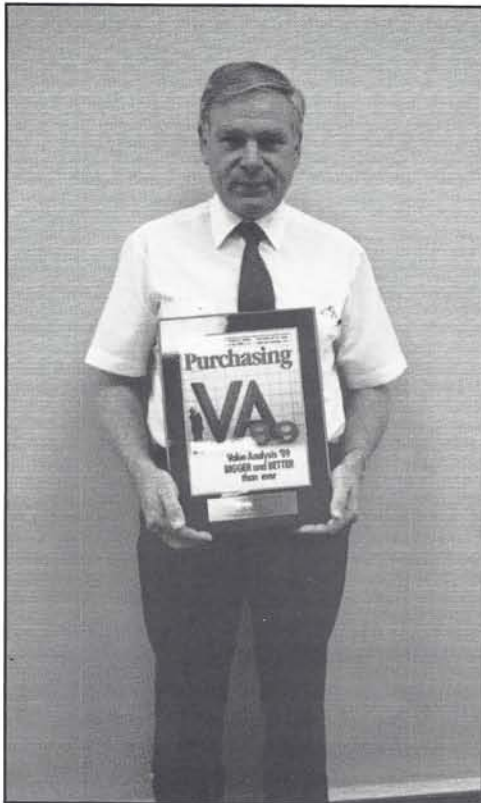
— CUSTOMER SERVICE —

• Purchasing • RA's • Inventory Control • Receiving
Mailroom • Shipping • Warehouse

QUINCY...

Purchasing

Dale Vandenboom a Finalist in Nationwide Value Analysis Contest



Dale Vandenboom, senior buyer for Harris Broadcast's Purchasing Department, received an honorable mention award in the 1989 Value Analysis contest sponsored by *Purchasing Magazine*.

Among nine finalists named in the June 1989 issue which recognizes top value analysis programs in the nation, Dale's entry was for a DX-10 transformer redesign effort which reduced transformer cost by 35 percent *without* impacting the quality or reliability.

Noting that Harris Broadcast's Purchasing Department works closely with Engineering on value analysis, Dale explains the program:

"While originally the DX-10 transformer hit cost targets, its price climbed to a point where it was exceeding original targets by 40 percent. Through value analysis, we were able to reduce transformer

costs without impacting specifications. All of the parameters established at the start of the DX-10 program remain in place."

Dale—a 30-year Harris employee who'd worked in assembly, industrial engineering and program management before joining the Purchasing staff three years ago—notes that value analysis is an ongoing function at the Broadcast Division. "We do a lot of this— but it's nice to get recognition," he says.

• • •

RICHMOND...

Purchasing

Cecile Gibson played in her first golf tournament of the summer - a couple's scramble - and tied for first place! The best part she says, "Beating my husband's team, especially after he was so sure he was going to win."

In the previous issue, we left **June Soper** digging in the dirt. It is now reported that it actually *paid* off. She was awarded a \$50 check for being the "Home of the Month" in her mobile home park. She was so proud that she went out and bought a new refrigerator and stove with her winnings. More to look forward to... Las Vegas is just around the corner (she'd better win **BIG** to cover the *slight* difference above).

• • •

Shipping

It's starting to get busy once again in 'Ye Ole Warehouse! **Bob and Norm** are busy constructing a deck while the rest of us are pulling and packing orders.

Darren Ross will be leaving us on August 25 for Anderson University. Good luck, Darren! (But, why so *#%* close to Richmond?) UCLA was his second choice.

Barry McKee is entered in the Pro Largeface Bass Tournament in Monroe, LA, October 3. The grand prize is a roundtrip ticket via United Airlines from Denver to Chicago with a stop in Des Moines, IA. - for roasted ears of corn.

Mike V., who is part owner of the 'Corner Liquor Store,' was presented a

plaque from the Richmond Area Chamber of Commerce for having the coldest beer and chips in town. Congrats, Mike!

Pete ('The Fly') Wehrley has been a real busy man these days. Packing orders during the day and after hours shampooing carpets for Rainblo (yes, the bubble gum manufacturer). He and his family spent a day at Kings Island recently. It was a nice time except for *one* bad experience... after devouring a 24" pizza the entire Wehrley clan took a ride on the dreaded *tea cups*... after pulling about five G's Pete let loose about eight cups of tomato sauce.

Elvin, as of this writing, is sick with the 'Preble County Fair Disease.' He will be baa-baa-back next issue.

Chris just started taking classes on fiction writing at Starr University. He's also been busy painting the center line on Centerville Road.

Final Softball Update... we bowed out of the tournament with a 12-5 loss to Belden South. Overall, it was a successful year. We finished with 11 wins, 6 losses-compared to only 3 victories last year. With the newest members this year, Barry McKee at third base and Marv Nickel at second, we were able to tighten up our infield and so played better.

MANUFACTURING NEWS

Materials & Purchasing

Dave Vandenboom has moved from Production Purchasing to Resale Purchasing, Dale will be in training with Ray Hallie for a period of time and then will take over Resale Purchasing for Broadcast.

The Masters International Shooting Tournament was held August 2nd - 5th at PASA Park in Barry, Illinois. Tom (Industrial Eng. Dept.) and wife, Joyce Losch (Materials Dept.), senior staff members at PASA (Pike-Adams Shooting Alliance), spent a week's vacation working at the Masters. They provided support on the Long Range Event. Their responsibilities were registration and scoring for the shooters. Over 250 shooters from the United States, Brazil, England, New Zealand and the Cayman Islands participated in this year's match. Despite the heat, it was very successful.

...More on page 12



ACCOUNTING

RICHMOND...

Here Are The Answers... You Guess The Question and who's asking them?

"The check is in the mail"
 "Call me back after lunch"
 "I'm deaf and I can't hear you"
 "I can't pay because my bull turned queer"
 "I never received your invoice"

You probably guessed right—the question is "Where is the money?" and the collectors are asking it every day of their working lives. Not an easy job. But, there are right and wrong ways to deal with it.

Some 85 percent of debtors' excuses are standard, time-honored dodges," says Bernard M. Page, a credit collection specialist. Probably the most popular is "the check is in the mail," and sometimes it really is. According to Page, "Most people want to pay debts. True deadbeats are a small percentage." Truth is, though, deadbeats can kill a business. Many companies have more money tied up in delinquent accounts than they make in profits. Perhaps the problem is in too little effort put into training telephone collectors.

Collectors need to verify what a debtor tells them. If they say "the check is in the mail," they should be asked for the check number and if the debtor is a business, they should be asked who signed the check. The excuse of not having received invoices can be rectified by sending a copy via fax. Some companies will pay up right away to avoid getting collections by fax due to the various hands that paperwork may have to go through.

Yet another excuse, says Page, because of cash-flow problems, is "You'll get it when I get it." Page suggests not to ask "how much can you pay," instead ask, "how much are you short?" This works on their pride and you'll get the answer that will least embarrass them—in other words, they'll probably fork over twice as much as compared to "how much can you pay."

When worse comes to worse and the debtor says, "go ahead and sue me," try this tactic suggested by Page: "In court, your debt becomes public information, and your other suppliers could learn of this suit. That information could produce an avalanche of suits against your company. Only you know whether you can withstand an avalanche. Thank you—and good luck!"

Bringing this closer to home and proving not all is grim for a collector... J.R. recently received a letter from Inter-mart, Inc., complimenting **Abby Vanderpool** for her "patience in straightening out our account." The letter from Tricia Fierro went on to say: "She (Abby) is definitely

an asset to your department." Abby certainly hears her share of debtors' excuses, but, says, "There are those customers that are a *delight* to work with."

Lorri P.... Between 4-H fair, softball and the pool, this summer has been a busy one for the Potter family. Emmi entered projects in the 4-H fair in ceramics and in basketry, receiving a Champion 1st Place on the ceramic! Her softball team placed 4th (not bad, considering 'Mom' had to coach 3rd base one game!) I actually enjoy the softball season... it's the one time during the year I can release my stress by yelling, jumping up and down and maybe even climbing a fence during a *winning* game. For vacation we went to Sea World. Attending Shamu the whale show the girls just had to sit in the second row, (the first six are 'splash zones'). I call the first six rows 'drench zones!'

Marilyn... Had some fun on a canoe trip—nobody came out dry! My daughter Anne and friend Liegh were with the family dog when they took their spill because the dog decided to take a swim. Anne (a member of the R.H.S. golf team) and my son, David, placed 2nd in the city golf tournament.

Lori W.... Went water skiing on Lake Cumberland and came back with an injured foot and crutches (lost a ski trying to imitate Evel Knievel).

Barb... Son, Ed Brewer, graduated as an M.D. from Louisiana State Medical School. He is completing his first year internship in Shreveport and will be transferring to Louisville in July 1990 for residency in anesthesiology at Humana Hospital.



Ed Brewer

Jan Webb, Accounts Payable Clerk, has announced her plans to retire from Allied. Jan started working at Allied in February 1975. Her quick wit and years of experience will be missed very much around Allied. We wish Jan and her husband the best in their retirement.

QUINCY...

MIS NEWS:

Implementation of a new order processing system for Quincy will begin this month. The old system was written in 1980 in an old programming language (REGAL) which is now obsolete. The old system also runs on an obsolete computer manufactured by the Data Communications Div. of Harris Corp. in Dallas. The new software was obtained from Cullinet Inc. and will run on the Division's IBM 4381 mainframe computer. Upon completion, (June 30, 1990) the new system will be linked with the Richmond computer to facilitate electronic data interchange to reduce re-keying of data between the two locations.

We are sorry to see Linda Azamian, Manager of Systems/Programming, leave the Quincy area due to her husband's new job in Texas. We will all miss her expertise and knowledge of AMAPS and are currently looking for a replacement.

...

MIS-SION ACCOMPLISHED!

And how did you spend Sunday, July 30?

For three Allied International staffers—Jim Bradshaw, Sara Coulter and Pete Koenig—and for Don Freeman, Quincy director of MIS, the answer was simple.

At work!

The purpose?

Don conducted a six-hour PC and proposal generation training session on the Harris-Lanier computer which will link Quincy and Richmond International sales.

The new system will greatly facilitate the proposal process for International sales. Schedule A's for Richmond and Quincy equipment and parts will be available via PC bulletin board, enabling Quincy and Richmond International staffers to easily pull needed information to generate complete proposals for international broadcasters.

"The obvious cooperation and dedication of Allied International staffers was really impressive," Don notes. "They could see how the system will improve the overall quality of proposals and facilitate the interchange between Quincy and Richmond. It's another example of how we are working together to be even more effective."

...

Sooner or later every teenager gets what is coming to him; he grows up and becomes a parent too.



ENGINEERING

ENGINEERING DEPARTMENT:

The following engineering employees were recognized for outstanding work for July at the All Engineering Meeting held on July 26, 1989. Their names were put into a drawing and this month Jim Pickard and David Rees won theatre tickets.

Kent Bunte - VHF TV Exciter.

Jim Pickard - Holland PTT Proposal.

George Reis - Taiwan 1 kW Solid State Proposal.

Hilmer Swanson - Finland Proposal & IEEE Paper.

Jeff Malec - Finland Proposal & IEEE Paper.

Todd Chiodini - Work on International Diplexers, WQQW Phasor, 7 ACU CS's, & IEEE Paper.

David Rees - Design of double wide ACU enclosure (Doghouse). Successful first time.

Fred Pantsios - IEEE Paper.

Fred Anderson - Mexico C.S.

Engineering Promotions recognized at same meeting:

Jeannie Frisch - Documentation Coordinator.

Doris Garkie - Administrative Assistant.

Engineering Special recognition:

Rod Simon - Culver-Stockton Business Administration Graduate. Graduated with proficiency in design technology.

RF Classes For Harris Engineers:

Dr. Santiago Navarro from Bradley University, Peoria, Illinois will teach an RF Class at Harris with the first session "Passive Components" beginning September 7th. The other two sessions to be scheduled later are "Communications Principles" and "Antennas, Propagation and Noise." The sessions will run approximately five weeks with classes meeting from 3:00 to 7:00 p.m. on Thursdays. These sessions will be taped for future use.

News about Engineering's Co-workers:

George Reis - Vacation to Europe:

George Reis, wife Kathy, son and his mother spent 16 days in July in Europe on a TWA Get-A-Way Tour. They landed in Amsterdam, Holland (spent two days there), went on to Cologne, Germany, Diedsheim (rural wine making country), Heidelberg and Munich. Tour continued to Oberammergan, Germany, Austria, Liechtenstein (stopover) and two days in Luzern, Switzerland. Continued on to Geneva, Switzerland and on to Paris, France for two days. From there went to Calais, France and then on to London, England spending two days there. George's favorite of the whole trip was the Bavaria Region in the Southern part of Germany and Oberammergan, Germany known for the famous Passion Play and wood carvings.

G.J. (Jim) Keller - Vacation to Washington:

G.J. (Jim) Keller, wife Nancy and two children, Mathew and Melissa spent 24 days in July driving to Northwestern Washington State. Highlights were camping in National parks and forests, stops at the Badlands and Mt. Rushmore, South Dakota; Devils Tower Monument and Bighorn Mountain National Forest, Wyoming; Georgetown Lake and Glacier National Park, Montana; Spokane, Snowhomish, Olympic National Park, Mt. St. Helens Volcanic Monument, Mt. Ranier National Park and Yakima, Washington; Yellowstone National Park, Saratoga, Medicine

Bow National Forest, Wyoming and Kearney, Nebraska. Most enjoyed the cool dry mountain air, the colorful wildflowers everywhere and the opportunity for the whole family to experience the Northwest and Rockies.



Becky Milfs Competes in Ballet Danceamerica:

Becky Milfs, daughter of Dennis and Judy Milfs, competed on Friday, July 14th at the Theatre of Performing Arts in New Orleans in the Danceamerica 1989 National Finals in the Junior Small Group Ballet Section. The group placed fourth. Becky has danced with Kathy Burnett's Studio since she was three years old. Four years ago, she tried out for Junior Company which is part of the contingency of dancers who perform throughout the city year round for the Burnett Dance Center. They will be performing at the Riverfest and at Christmas time giving performances at schools around Quincy.



QUINCY...

TV TEAM NEWS:

In the dictionary Platinum is described as a tough, highly resistant to corrosion, bright, shiny metal. This is what the TV Team, Dept. 270, sees for our new solid state Platinum Series transmitters. A tough new reliable transmitter with high resistance to wear and damage, and a bright shiny future for Harris Corp.

Our first HT 30LS solid-state, made as a team, was shipped to WSB, Channel 2, Atlanta, Georgia on July 14th. The coordinators for this event were Dan Dunn and David Nickell. Every member of the TV Team worked long, hard hours to accomplish this challenge for Harris.

All are very glad it's gone but feel they made a very good, quality product. Dave said, "We beat on it hard and it survived the test."

We would also like to thank Peggy Nickell for waiting until the transmitter was tested and ready to ship before giving birth to her and Dave's new daughter born on July 12th. She has been named Cassandra Elizabeth and weighed 8 lbs. Everything was timed just right.

The transmitter is due to be on line the week of August 7th. Thanks to any and everyone who helped in any way to make this feat possible.

FABRICATION/SHEET METAL DEPT. NEWS:

The Sheet Metal Department has been busy working on many changes. We are making new punch and dye holders for the Wiedamatics. We are just starting to get the first workorders for the Spacer-Speak contract. We are running prove-outs now. Once we know we have a good part, we will take this part and engrave every operation that is needed to make a good part such as filing, sanding, CSK and tapping it. Jim Fountain and Roger Dietrich have been doing a fine job on this product. They will also make a file system by part numbers. We feel by having a sample to go by this will help out Quality and make our job easier.

On July 21st the Outstanding Softball Team from department 140 played the So-So team from Department 120. The outcome was not pretty. Department 140 won by a good margin for the second time in the last two years. But a good time was had by all. After the game we had a nice fish fry and potluck dinner with a few liquid refreshments. If another department wishes to try their luck against Department 140, just call and we will play!

Stanley Harris and the Fountain brothers, Jim and Jack, and the Dietrich brothers have been busy catching channel catfish and meanwhile Ron Clam-pitt has caught nothing but perch.

TEST, MANUFACTURING & INDUSTRIAL ENGINEERING DEPARTMENTS:

Wilma Huffman of Methods & Costing Dept. returned to work August 14th after having surgery. Co-workers gave her a hearty welcome back.

Kenny Robertson of Methods & Costing Dept. went to a hot air balloon show in Ottumwa, Iowa July 14-16. Very enjoyable. Will we be seeing Kenny up there one day? (See pg. 15).

FM TEAM NEWS:

Sammie Tournear of FM became grandma again on July 10th, 1989 for the second time. Her daughter, Robin, gave birth to a seven pound, 18½ inch baby boy. Robin and Matt Rose named their son "Jeremy Mathew Rose." Congratulations, Sammie!

Some of our team members participated in a softball game against Klaus Radio. The plays in the game were spectacular. Unfortunately, Klaus Radio won but the memories are unforgettable.

If you remember, ask Darla Koehler about her slide to first base. Whoops.

P.S. If you think of it, ask Bill Hughes what the "E" in his middle name stands for!

Have a good summer.

MACHINE SHOP/FINAL ASSEMBLY DEPT.:

All employees are attending or will attend a blueprint reading/basic drafting course.

Larry Moore became a first time grandfather on July 23rd. A son was born to his daughter, Sherry Zuspenn and husband Jim in Kansas City. Michael Keith weighed in at 8 lbs. 6½ oz. Proud grandparents have just returned from trip to Kansas City to spoil him.

AM TEAM NEWS:

The AM/Phasor Team has a new look. In order to provide space for an increase in production of DX-10/25/50 as well as phasors, the phasor cell has relocated to Building 3 on Ellington Road. Dave Drew, Albert Emerick and Leroy Jones were affected by the move. Although we miss their smiling faces everyday, they visit and we keep in touch by phone.

Sue Johnson has just returned from Tennessee. Sue said she traced her roots back to the hillbillies. Now we know why Sue doesn't like to keep her shoes on. You know what they say about barefoot and...?

Steve Lawrence completed the DX training seminar held by the Broadcast Training Center.

Sue Barnard yelled "Bingo" Friday night (August 4th) and walked away with \$400.



CANADA

What a Summer for Canada! We have had so many things happening up here we just do not know where to begin...

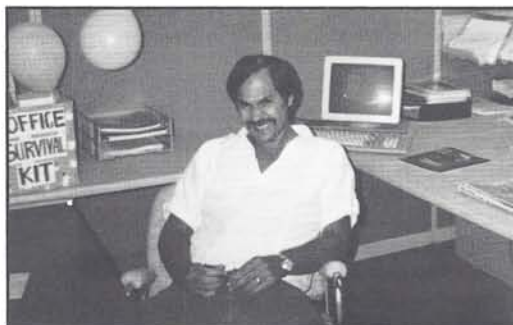


(Left) Barry begging for his last paycheck.

We would like to wish all the best to Barry Caswell who left the company to open his own business.

(Right) Bill's First Day At Allied... with that "What the hell am I doing?" look on his face.

Please join us in welcoming a new salesperson, Mr. Bill Schofield. Bill comes to us with an extensive background as a broadcast engineer from various broadcast companies, ie: CBC. He and wife, Sofie, have one son, Danny (age 13) and one daughter, Tamar (age 15). Welcome aboard Bill!



(Left) Frank's First Day Back

Yeah!!!! Frank is back. Yes, he is all rested up and raring to go. Although he is only here for half days for a while, it is better than nothing.

(Right) The Hulkster For Beating Off Jon's Bad Jokes

We made up an office survival kit for Frank's return. Shown in this photo is the Hulk Hogan doll, complete with boxing gloves, to fight off Jon's bad jokes and perhaps any 'bad' customers Frank may come upon. We also gave him a bottle of aspirin—as the Surgeon General says these help reduce heart attacks.



(Right) Office Of The Day. L-R; Ken Wasyluk, Bill Schofield, Laurie McMurry, Shari McKay, Jon Young, Frank Pecchia and Barry Caswell.

One of the local radio stations in Toronto has a promo going called "Office of the Day." Offices send in their letterhead stating that they want to be "Office of the Day." Well... **WE WON!** The station CFTR sent us coffee mugs, key chains, buttons and t-shirts. We also received five free breakfasts from McDonald's (yuck). All morning on CFTR they mentioned our company's name. Do we feel important or what?!?!



"I've got a headache, THIS BIG..."

Let's Stay Healthy

How would you like to banish headaches from your life forever?

Try changing when, how and what you eat.

Now there is medical evidence suggesting that you can prevent many, perhaps most of your headaches by watching what, when and how you eat. This is good news for everyone. Ninety percent of all Americans get occasional headaches, according to Joan Miller, PhD, director of the Atlanta Headache Clinic and author of *Headaches: The Answer Book*.

Although the cause can be a serious ailment such as meningitis, a brain tumor or stroke, for the most part a headache is the result of a temporary change in our bodies. Miller explains: "Tension headaches, for example, happen when muscles of the head, neck and scalp tighten and blood vessels constrict. Other headaches involve *vascular dilation*—blood vessels swell and inflame, creating pressure on surrounding nerves."

That's where foods come in. When food chemicals get into the bloodstream, many of them constrict or dilate the vessels. The wrong chemical combinations, along with other factors such as stress, hormonal fluctuations and even the time of day, can intensify these reactions.

The worst headaches, suffered by 10 to 20 million Americans, are migraines. Usually you know when one is on the way; blood vessels in the head constrict, creating visual disturbances such as blind spots and shimmering lights. Then the vessels dilate, bringing on the pain, sometimes even nausea and vomiting. Many people take medication or simply accept these episodes as something they have to live with. However, researchers are finding that migraines often disappear when their victims identify and eliminate certain foods from their diet.

At the Hospital for Sick Children in London, for example, doctors stopped migraine attacks in 82 out of 88 children by putting them on diets free of foods to which they proved sensitive. In another study conducted at Texas Tech University Health Sciences Center in El Paso, one-third of 43 adult migraine patients improved dramatically by avoiding suspected food allergens. Six patients were headache-free.

Allergy specialist James Breneman, MD, chairman of the Allergy Committee of the American College of Allergists, reports that 70 percent of all headaches can be traced to food sensitivities. The problem is finding what those foods are. Dr. Breneman is working on a patch test involving placing a food allergen on the skin. The patient goes on a week-long "elimination diet" during which he or she avoids the most common allergens, such as milk, wheat, eggs and chocolate. These foods are then reintroduced one at a time to watch for symptoms. This procedure reportedly works 60 to 70 percent of the time.

No one should go on an "elimination diet" without a doctor's supervision, however, you can experiment by avoiding your favorite foods. According to Alan Levin, MD, of the University of California, San Francisco, School of Medicine, you can develop allergies to foods you crave. You can become sensitized to foods eaten every day.

Some common *headache inducers* include: **nitrites**, found in many processed foods especially hot dogs; **tyramine**, found in alcoholic beverages, especially aged wines and other fermented foods such as yogurt, pickles, cheeses, caviar, pickles herring and cured meats; **salt**, too much can make the blood vessels hypersensitive to other foods eaten (salt coming in contact with the stomach lining sets off a reflex action involving the *vagus nerve* which can stimulate head pain).

Now for some good news: some foods can help chase away headaches, such as: **caffeine**, it helps narrow dilated blood vessels that may be causing migraine pain (be careful though because too much has a rebound effect—the vessels dilate); **fish oil**, the *eicosapentaenoic acid* (EPA) found in fish such as salmon and mackerel, cut the incidence of severe migraines in half (Charles Glueck, MD, professor of medicine and pediatrics at the University of Cincinnati College of Medicine in Ohio, recommends not taking fish oil pills to prevent or treat headaches). For guidelines and diet plans you should see your doctor and refer to Levin's *The Type 1/Type 2 Allergy Relief Program and Basics of Food Allergy* by Breneman.

Information taken from Health magazine, article by Sherry Baker

Just Watch the Birdie . . . or is it Bogey?



First row: Ken Wasylik (1st), Bill Hughes (1st), Janet James, Mary Lou Schoch, Dale Willis, Jennifer Weber (Most Improved), Marcy Hayden, Mike Griesbaum; Second row: Don Freeman (3rd, Low Handicap), Ken McColez, Steve Blentlinger, Jerry Long, Jack Leaver (2nd), Dave Daniels (2nd).

Birdie, Bogey. Whatever.

One thing is perfectly clear: The 20 Quincy employees who participated on Harris' new golf league this summer had a ball!

Opened to any Quincy Harris employee who cared to participate, the golf league members took to the Westview links each Thursday evening for 10 weeks, working to best their personal scores *and* those of the competition, and having a great time with their co-workers in the process!

At the end of league play, some of our golfers even had trophies, courtesy of Human Resources, to proudly display.

Winners? Officially, Bill Hughes of Material Management and Ken Wasylik, Credit and Collection, captured first place; Dave Daniels and Jack Leaver, Metal Fabrication, second, and Don Freeman, MIS, and Jerry Long, Machine Shop, third.

A couple of other awards were given as well. Don Freeman won for lowest handicap (4 for 9 holes), and Jennifer Weber, Engineering, received the trophy for most improved (her handicap dropped from 38 to 34 during the season).

The consensus about this year? Unanimously it was great!

The goal for next year? To grow the Harris Golf League to at least 30, and preferably more! (With 30, you can sign up for a tee time at Westview.)

The message to closet golfers? Get those clubs out and polished and plan to get in the swing of things.

While the official League season is over, you *still* have two more chances to play with the Harris crew this year. For information or to sign up for the Harris Scrambles September 9 or the Harris Open September 23, contact Mike Griesbaum. If you can't reach him at ext. 3249, try the field behind the Harris parking lot where he's been spotted practicing—you guessed it—golf!



Hot air balloon that Kenny Robertson (Methods & Costing Dept.) saw at a show in Ottumwa, Iowa, July 14-16.



September is Picnic Month for Harris/Allied!

QUINCY

When: Sept. 30
8:00 AM - ?
Door Prize Drawing 3:30

Where: South Park
Quincy, IL

RICHMOND

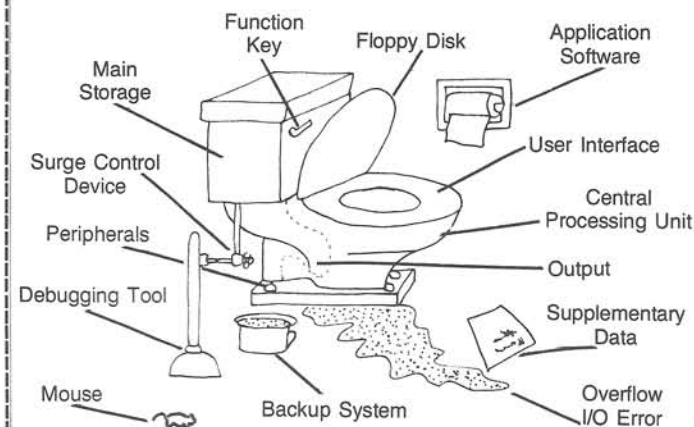
When: Sept. 23
11:00 AM - ?
Door Prize Drawing 3:30

Where: Glen Miller Park
Richmond, IN

Mark Your Calendars!

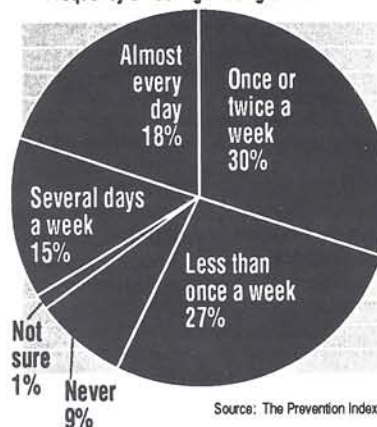
Whether you're a Quincyan or Richmondite, make your plans to attend. Both Picnics will include lots of food, games, prizes, and good old fashioned family picnic fun!

Here's a little humor to brighten your day . . . UNDERSTANDING COMPUTER TECHNOLOGY



Stressed Out

Frequency of feeling under great stress



The Way We Live Gets on Our Nerves

Sixty-three percent of Americans suffer frequent stress today, up from 55% in 1983. Those in the lowest and highest income levels are the most likely to feel such frequent pangs. Women, urbanites and the highly-educated also rank high as suffering from stress.



One evening during the rush hour, my husband and I stopped for coffee at a roadside restaurant. When we returned to our car, we discovered we had locked ourselves out. My husband calmly phoned his office, a Chicago radio station. Within minutes, before astonished eyes of homebound motorists, the radio station's traffic helicopter appeared overhead, hovered above the parking lot and tossed down the set of extra keys my husband keeps in his desk.

The head of our department paused at his new secretary's desk and asked, "Why are you still here? It's 5:15."

"I want to get these papers filed," she answered somewhat nervously.

"Why not do them tomorrow?"

"There would be twice as many in the morning," she sighed. "If you leave two pieces of paper together on a desk overnight, they breed."

For as long as anyone could remember, Tom had had his store plastered with going-out-of-business signs. But he continued operating happily without any thought of closing.

Then Tom had a problem. "My son just graduated from college," he told a fellow merchant, "and I don't know what to do with him."

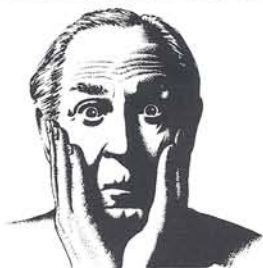
"Why not buy him a store of his own," suggested the friend, "and let him go out of business for himself?"

"I've invented a computer that's almost human," boasted one scientist to another.

"You mean it can think?" asked his colleague.

"No. But when it makes a mistake, it can put the blame on some other computer."

A friend of mine has a daughter who is a first-rate stewardess. During a recent flight, a male passenger, becoming relaxed and friendly, warmly patted her on her derriere. Looking the man straight in the eye, she informed him, "That, sir, is *not* the seat you paid for!"



**What you
Know...
That just
ain't so!**

—Tom Burnam's
*The Dictionary of
Misinformation*

Drink Like A Fish. Fish don't drink. The water they take in passes through their gills, where oxygen is extracted. While they are "breathing," their gullets are so tightly constricted that little if any water gets into the stomach. The water they do need is largely supplied by the moisture content of their food.

Electric Fans As Cooling Agents. No fan, electric or otherwise, cools the air. In fact, strictly speaking, an electric fan increases the temperature of the air in a room because of the heat given off by the motor (and—though it's very slight—even the heat resulting from friction of air against the blades). What creates the cooling effect of a fan is the increased evaporation of moisture from the skin resulting from increased air circulation.

Suntan As A Sign Of Good Health. A suntan shows only that the skin has adopted a protective device against further damage by the ultraviolet rays of the sun, which are dangerous just like many other forms of radiation. It certainly is no indication of good health. In fact, during the Renaissance and Elizabethan eras it was a sign of the lower classes, who were constantly exposed to the sun in the outdoors. A suntan or sunburn, incidentally, can be acquired easily enough on a fairly cloudy day; thin clouds do not filter out ultraviolet rays.

Panama Hats. They are not from Panama as the name implies but from Ecuador, originally. (Panama was a distribution center for the hats.) Nor are they woven under water, though during the weaving both fibers and fingers are kept moist.

Drowning Persons Always Rising Three Times. This is absolute and utter balderdash. Persons who are drowning may sink at once or may struggle their way to the surface. How many times depends on how much they struggle.



PROMOTIONS

Doris Garkie to administrative assistant for **Jim Pickard**, director of sustaining engineering.

Chris Grimm to sales finance coordinator.

Sandy Claus to credit/collections coordinator.

Kenny Robertson to manufacturing engineering technician in methods and costing.

Jeanne Frisch to documentation coordinator in drafting and CAD/CAM.

Mike Engel to manager of production and inventory control in manufacturing.

Jeff Jackson to purchasing manager in manufacturing.

Vernil Goodwin to order editor in service parts.



Jan Webb retired August, 1989. Jan started working at Allied in February 1975. Her latest position was accounts payable clerk although she worked in several different areas over the years.

DEATHS/HARRIS RETIREES

Charles Hinch, July 5, 1989.

Olive Evans, July 24, 1989.

Hazel Kinder, July 29, 1989.

BIRTHDAYS

SEPTEMBER



QUINCY...

- 1 Jacqueline Y. Humphrey
- Sandra L. Meyer
- 2 John L. Dawson
- John Y. Leaver
- Phyllis, J. Nutt
- Karen S. Tournear
- 3 Joyce A. Geiser
- Steven J. Spradlin
- 4 Stuart E. Leger
- Donald E. Winget
- 5 John H. O'Dear Jr.
- Nicholas G. Richards
- Frances L. Stice
- 7 Vernil D. Goodwin
- Jeffrey A. Griggs
- Patricia M. Humke
- 9 Carl W. Proescholdt
- 11 Radelle L. Ahlemeier
- Donald M. Breuer
- Eugene H. Goers
- Arnold A. Spielbauer
- Richard L. Zumwalt
- 12 Norman L. Kaufman
- Jonathan R. Wahlmann
- Steven T. Yochum
- 13 Michael W. Likes
- Garry E. Rockwell
- 14 Sharon A. Bartelt
- David R. Koontz
- Mary L. Newman
- 16 Ronald C. Frillman
- Gloria J. Carlock
- Harold L. Smith
- 19 Virginia S. Kirkpatrick
- 22 Harry J. Scifres
- Ann E. Turner
- 23 Edward J. Pryor
- Marilyn K. Wilson
- 24 Roger W. Dietrich
- Lee A. Harvey
- 25 Gaylen C. Evans
- Frank A. Svet Jr.
- 26 Richard J. Kunz
- 28 Jacquelyn J. Drebes
- 29 John Daniel Sessler
- 30 Ronald L. Kosin

RICHMOND...

- 1 Denny Ross
- 3 Tom Lewis
- 6 Cal Vandegrift
- 13 Marilyn Cottogim
- 19 Jim Cline
- 20 Pat Holok
- Kelly Knapke
- Susie Longenecker
- 22 Kathy Dwyer
- 28 Gene Schultz
- 30 John Timm

weddings

Congratulations to **Dwight and Martha Winkler**, married April 22, 1989.