



GATES STUDIO REVIEW

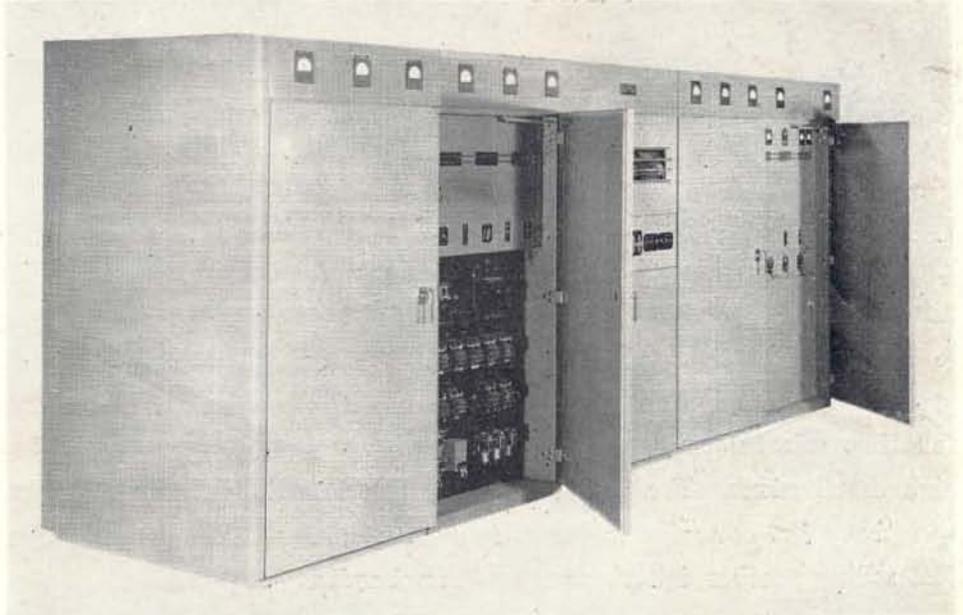
GATES RADIO COMPANY, QUINCY, ILLINOIS, APRIL, 1954

GATES SHIPS NEW 20KW TRANSMITTERS TO INDONESIA

A brand new 20,000 watt short wave broadcast transmitter was recently developed by Gates for the Indonesian Broadcasting System. This is the type HF-20B transmitter, three of which were just recently shipped to Indonesia. These transmitters were part of a very large order for broadcast equipment negotiated by the International Division of Gates Radio Company.

Production of the three high powered transmitters was begun in the summer of 1953, and less than nine months were required for the completion of this large project. Each of the HF-20B transmitters is constructed in five transmitter cubicles similar to those used in the popular BC-5B 5KW model which are in operation in various parts of the world.

Designed for 20KW continuous duty broadcast operation in the 4-22 mcs. short wave broadcast band, the new 20KW transmitter is continuously tuned up to the final amplifier stage. Full 4-22 mcs. is obtained by means of easily removable latch-on coils in the final tank circuit. This new high powered transmitter uses four type 3X2500F3 tubes in the power amplifier, and four type 3X3000F1 tubes in the modulator. The use of these highly efficient tubes in the design permitted the reduction of transmitter size, but at the same time allowed full accessibility of all transmitter components. Emphasis during design was



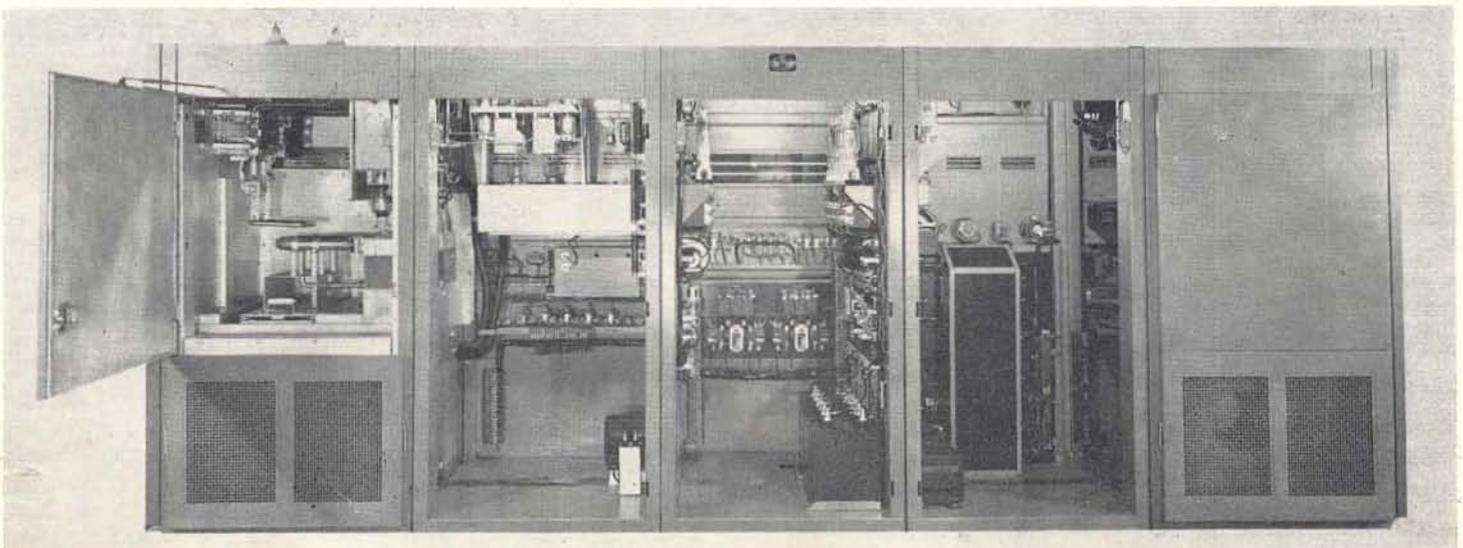
Front view HF-20B 20KW Transmitter with doors partly open showing front panel controls.

on ease of maintenance, trouble-free operation, and top performance in all climates.

Other special apparatus developed for use with the HF-20B transmitters include three water-cooled 20KW dummy antennas, each constructed in a cubicle designed to match the transmitter. In addition, Gates provided three special custom-built 70 KVA automatic voltage regulators for use with the transmitters. In short, Gates

was called upon to supply three complete "package" 20,000 watt radio stations which will soon be broadcasting the programs of the Indonesian Broadcasting System.

Although the 20KW transmitter shown here is designed for short wave broadcasting, companion models for standard AM, 540-1600 kc., broadcast operation and for high speed 20KW telegraph service are available and are very similar in appearance.



Full accessibility is best illustrated by the rear view of the HF-20B Transmitter.

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EDITORIAL

—from the desk of
P. S. Gates.

Annual Sales Meeting

Once each year Gates calls all of its sales personnel to the factory for an annual get-together or what is commonly called an annual sales meeting. Of course, the major importance of such a meeting is to talk about selling methods, though other things equally important are covered.

In the sale of equipment to radio and TV broadcasting stations, it is highly important that the first basic element of salesmanship which is "Know Your Product" be thoroughly imbedded in those who are delegated to be representatives of our company. Gates has no commissioned agents anywhere in the United States. All Gates sales engineers are full time salaried employees and sales are not generally motivated by high commissions. The very reason for this is that we want to make sure that all of our sales engineers represent us for something more than just selling another dollar's worth of merchandise.

An annual sales meeting of the kind we hold each spring always develops interesting and heated discussion. Broadcast equipment salesmen have varied opinions just the same as all of the rest of us do. They are quick to tell us where we have done a poor job either in service, in promotion, in an advertising program, or even in any specific item that we might build. It is this frankness and the willingness of the company to accept constructive criticism that we all feel has done much to bring our company to that point where it sells more radio broadcasting equipment in the United States than that of any other manufacturer.

Actually progress is only made by recognizing one's weak spots and attempting in a serious way to correct them and an annual sales meeting is a mighty fine place to eliminate egotism as far as the home office is concerned. Of course, the men in the field are the ones who call on our customers and are quickly told whether they have been handled well, mediocre, or poorly by the factory. Naturally if all has gone well, not much is said, so again . . . the annual sales meeting primarily develops what we have done on the lesser satisfactory side.

Why do we tell you about this? Only because we believe you will agree with us that this type of honest constructive criticism through these annual get-togethers can do none other than bring about still better service, better products and the type of products that you, our customers, want.

Five Year Service Pin Presented

On March 5, 1949 Ralph Patterson started his employment with Gates Radio Company. Pat has been engaged in some phase of the radio industry during his entire working life and his experience before coming to



Gates, as well as his 5 years here, qualify him well for his present position in the sales department.

Pat has many talents—he's a musician—has held a ham ticket for 16 years — has an amazing ability to remember all of the whats, wheres, whens, etc., about any of our customer's orders, and "funnies" roll off his tongue with rapid consistency. In fact, he can be counted on to make any place livelier at any time.

With all of the above talents, Pat also has a fine family. Besides Mrs. Patterson, there's Becky and Roger their two youngsters, from whom we're sure Pat gets a lot of his material for quick answers.

Chatter from New Plant Assembly Department

By Art Brown and Carl Gray

Softball is a main item now, with the boys practicing so they can round into shape by the time the season opens. Neal Middendorf really doesn't need to round—just trim a little. We also hear from some of the softball players that Loren Bohannon is now known as the boy with the strong right arm.

Another spring diversion is horse shoes, and some of the fellows, Dusty in particular, get a far away look in their eyes every time fishing is mentioned.

Jim "Lover Boy" Gibson threatened to blossom out in a pastel pink shirt with a white tie for the Easter Parade. That would be a sight well worth seeing.

Happenings in Bonness' Department

By Mary Ellen Rupp

Marie Carter has been walking on air ever since she became a grandmother on April 4. Her little granddaughter was born in Salina, Kansas.

Elma Hobbs has already been out fishing several times this season. Catch anything, Elma?

Several people have heard from Lorna Kelly who is now in Lafayette, Indiana where her husband was transferred.

Engineering Development News

By Esther Enlow

Esther Enlow and Freda Campbell have both been doing their share of spring housecleaning. They've both been painting and really cleaning up on everything. Freda has also been planting her garden.

Spring fever evidently caught up with Esther Enlow's and Joe Havermale's cars—they both had to go to the garage (the cars we mean) for some spring tonic.

Ping-pong has been a great noon-time attraction in our department, but these warm, sunny days are getting everyone out for some softball practice or just a walk in the fresh air.

Dave Wentura Returns For a Visit

On Monday morning, April 12, we were pleasantly surprised when David Wentura paid us a visit.

Dave joined the Air Force two years ago and after taking his basic training at San Antonio, Texas, he spent 10 months in the radio maintenance school at Scott Field, Belleville, Illinois. After completing this course he spent a few months at Brooks Air Force Base and for the past 3 months has been located at March Air Force Base in Riverside, California.

Dave tells us that the next stop is Yokohama and from there on isn't quite sure whether he will end up staying in Japan or will go on to Korea, Guam, or some other spot.

Lots of good luck to you, Dave, and we will be glad to hear from you at any time.

1 and 3-Year Service Pins Presented

Up to press time, several more 1 and 3-year service pins had been presented to members of the Gates family.

Congratulations to each and every one of you, and it is a pleasure to add your names to the 1 and 3-year service group.

1-Year Group

Marlene Seymour	Bob Hickerson
Robert Richards	Velma Smith
Ed Wilder	Edith Kirkpatrick
Melvin Tucker	H. VanVelkinburgh
Ben Llewellyn	Bill Brady

3-Year Group

Edna Mason	Robert Nixon
Archie Rice	Lavina Fahey

Latest Scoop from Fleet Metal And Allied Departments

By Virgil Hall

Roger Cave has gone back to his childhood—he's recently had a bout with the measles.

Bob Nixon became a proud grandpop when a little girl was born to Bob's son and daughter-in-law.

An unwelcome intruder recently broke into Bob Johnson's home and made off with a couple of piggy banks. Was that the first time those piggy banks have been robbed, Bob?

Earl Penn says this is going to be a fine garden year so he isn't wasting any time getting started.

We have lots of car news. First, Olvie Schulte has joined the "hot rod" crowd with a new Hudson Jet—the color, Olive Green. Kenny Schurman has a good-looking, blue Plymouth. After an overhaul job, Bill Weed, Sr's Chevy runs like new, and we don't want to forget Lewis Phillips' car, it's sporting a new set of brake bands.

Another TV fan is Fred Rourke who has just purchased a new set for his family.

Charly Bridgman recently gave his little girl a swell pet, a collie dog, which has been named Lucky.

Shipping Department Tidings

By Alvina Rice

John Stutsman has had his share of bad luck recently. An oil heater exploded in his home and his car turned over the very next evening. Fortunately in both cases, no one was seriously injured.

Bob Flotkoetter has been bowling with the fellows the last weeks of the season, just to show them how it's done, we think.

We were sorry to hear about Raymond Cantrell spending several days in the hospital. Hope you are feeling much better, Ray.

Gwen Brest is happy about her husband finishing electronic school as he can now be at home with his family.

Congratulations to little Rebecca Ann Allen. She's the brand new baby girl born to Mr. and Mrs. Gilbert Allen on April 9.

And She's Such a Dependable Person

We won't mention any names, but what do you think of the gal who gets herself filed away in the filing cabinet, locks herself out of the house on the porch while washing windows (on top of the porch—they were upstairs windows) and then tries to walk away after bowling with some else's coat on?

Cable Department Capers

By Clarence Kinder

The Ballows are in the news. First, we want to welcome Rose back to work after she had been ill for a few months. Then it's congratulations to Elvin and Rose . . . they became grandparents on February 11 when the stork brought them a granddaughter, Pamela Ann Rhea. To finish the celebration, the Ballows had a 25th wedding anniversary on April 13. They received a gift of silver and cake appropriately decorated from their co-workers.

Here's hoping this finds our friend Art Krauth feeling much better and that he will be able to return to work real soon.

Many of the Cable Department members are wrestling fans and besides following the matches on TV, they travel out of town frequently to see the grapplers in person. We hope Dee Pusey and Ollie Guenseth never master any of those "sleeper" holds or it will be curtains for anyone crossing their path.

News from Glenn's Department

By Elva Watts

A2C Ralph Manlove, son of Ruby Manlove, is scheduled to return to the states sometime in May after spending several months in Korea.

Ethel King has returned to work after spending a week in Chicago with her sister, who was ill.

Zella Gottman is proud to announce the birth of a new granddaughter, Lara Kay.

Velma Balzer received word from her daughter, Mrs. Leota Fisher, that she, Tommy and Diana arrived safely in Germany, where they are joining their husband and father, who is stationed there in our armed forces.

Martha Hesse is now a "city slicker" after selling her farm and moving to 1107 Kentucky.

If you haven't noticed, Glenn is driving a new car, a 1951 Mercury.

We wish much luck and Godspeed to Gene Maddox, of the stock department, who is leaving soon to enter the service of our country. We'll be expecting to hear more from you, Gene.

SYMPATHY

We wish to extend our sincere sympathy to Katherine Dorsey and her family on the death of her brother, to Don Shepard and his family on the death of his sister, and to Bill Perry and his family on the death of his grandmother.

Coast to Coast Sales and Service.

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T.V. & GOV'T. SALES

LARRY CERVONE
SALES MANAGER

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OREGON

JAN KING
SALES ENG.
SAN FRANCISCO

MONTANA

NORTH DAKOTA

IDAHO

SOUTH DAKOTA

WYOMING

NEBRASKA

NEVADA

UTAH

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S.W. ZONE MGR.
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TEXAS

JOE WOOD
HOUSTON BRANCH MGR.

GATES

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Los Angeles, 7501 Sunset Blvd.
New York, International Div., 13 East 40th St.

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More Kats—this time the Poodyds and Heps; namely, Dotty Sloan, Marge Clem, Frances Bassnett, Betty Newberry, Penny Beeler, Joan Weiman, Jeanette Blake, Marg Atkinson, Marilyn Stieghorst, and Elma Hobbs. Marg Clem brought her dad along for moral support. Betty Newberry, vice-president, looks as though she is taking that score keeping job seriously.



Teams 4 and 7 are looking a little serious. They must have been having a tough battle. In fact, Kyle Snowhill is the only fellow who seems to be amused by the situation, while Bob Johnson, Bill Laws, Harry Haley (the guy with the pencil), Frank Schnier, Virg Krull, John Kattelman, Harry Laird and Ray Daniel, are taking things pretty seriously at the moment.



Here are the members of teams 6 and 1: Grant Koenig, George VanDeBoe, Neal Middendorf, Hank Anderson, Rog Bolt, Frank Bruening, Dick Walz, Hardin Stratman, Marvin Rice and Mel Arns. Marvin, the league secretary, evidently has headquarters set up where he can keep an eye on all teams. Hank Anderson, handling the score keeping assignment, is the president of the men's league.

Spares - Strikes

Our 1953-54 bowling season, both for the men and women, is coming to a fast, competitive climax.

In the men's league, team No. 7 is holding on to the lead only by the skin of their teeth as teams No. 1 and No. 4 are only one game away. Also teams No. 3 and No. 8 are only 2 games behind the top spot. This 8-team league will come to a close April 26.

Individual honors in the men's league are held presently by Bob Flotkoetter and Frank Schnier who have high averages of 182 and 168. Frank Schnier has high single game with 246 actual pins, while Ray Hudnut, Jr. has high three games with 592 pins. Frank, just to prove he does know how to hook that ball into the pocket, posted a 278 game in another league, and left one pin standing for the entire game.

Some of the fellows journeyed to Chicago to bowl in the Radio Industry Bowling Tournament several weeks ago. Marvin Rice, Frank Bruening, Ray Hudnut, Sr., Jim Gibson and John Beckgerd made this trip. Evidently some of those big city, bright lights, or some cinders out of the Windy City's wind, got in their eyes, because they won't say much about how they bowled. We know you men are good bowlers, so you'll do better next time.

The girls are also battling it out for top honors. At present the Kitty-Kats have first place by just ½ game over the Alley-Kats, and the Hep-Kats are only 2 games out of first, with the Poody-Kats 3½ games away from top spot.

This 4-team league has proved to be most interesting, particularly from the standpoint that all four teams are "in the running" for first place with just two more sessions on the schedule.

To prove size is unimportant in this game of bowling, Joan Weiman (all 85 lbs. of her) is leading the high single game with 212 actual pins, and is also leading the high three game bracket, with 513 actual pins. What do some of you 200 lb. boys think of that? Katie Kahs heads the girls league on the average side of the ledger with 144 pins.

The gals also tried their hand at tournament bowling, as several of them entered the Beardstown tournament. Altogether they had three teams entered, but unfortunately no team came in with an unusually high score. Better luck next time, girls.

A big tournament is being planned for May 3, for the guys and gals. There will be prizes for winning teams and also prizes for bowlers coming up with individual honors. No doubt some of those members of the weaker

. . . and Splits

sex will show the men really how that 14-lb. ball should be handled.

The men have their annual banquet scheduled for May 10 and the girls will hold their banquet May 5. Yes, the current bowling season is fast drawing to a successful close. If you didn't share the fun—here's hoping we'll be seeing you on the bowling lanes next fall.

The team members are as follows:

GIRLS' LEAGUE

Alley-Kats

Gail Moore
Olive Schulte
Mary Whitfield
Helen Siebers
Ruth Richards

Kitty-Kats

Marcella Hayden
Pat Taylor
Clara Taylor
Grace Daniel
Katie Kahs

Poody-Kats

Frances Bassnett
M. Stieghorst
Dorothy Sloan
Darlene Beeler
Marge Clem

Hep-Kats

Marg Atkinson
Elma Hobbs
Jeanette Blake
Betty Newberry
Joan Weiman

MEN'S LEAGUE

Team No. 1

Frank Bruening
Marvin Rice
Mel Arns
Geo. VanDeBoe
Hank Anderson

Team No. 5

Harold Laws
Jim Gibson
Gilbert Allen
Ken French
Dusty Rhodes

Team No. 2

Bob Flotkoetter
Bob Richards
Dick Weinreich
Ray Hudnut, Jr.
John Beckgerd

Team No. 6

Neal Middendorf
Rog Bolt
Dick Walz
Grant Koenig
Hardin Stratman

Team No. 3

Ken Hill
Chas. Bridgman
Ray Hudnut
Thelbert Niehoff
Roger Veach

Team No. 7

John Kattelman
Ray Daniel
Hal Krueger
Harry Laird
Harry Haley

Team No. 4

Bill Laws
Bill Hoyt
Virgil Krull
Sterling Johnson
Frank Schnier
Kyle Snowhill

Team No. 8

Art Miller
Willard Lindsay
Walt Hill
Bob Gray
John Anderson
Carl Gray

Plan Your Vacation

Announcement has already been made about the 1954 vacation period to be from Monday, August 9 through Sunday, August 22.

Undoubtedly some have already made plans but in case you would like to have some information or help on a planned tour, Emil Ribick of the Burlington Travel Bureau, 400 Maine Street, has notified us that he would be glad to assist anyone.

THE STAFF

Edited by Personnel Department.
News Reporters: Art Brown, Carl Gray, Virgil Hall, Alvina Rice, Elva Watts, Mary Ellen Rupp, John Kattelman, Esther Enlow, Anna Young, Les Sileman, Clarence Kinder, and Bob Gray.
Photographer: Bob Fisher.



The fellows on teams 8 and 2: Turk Hill, John Beckgerd (Veep of the men's league), Willard Lindsay, Bob Richards, Dick Weinreich, John Anderson, Julius Skinder, Carl Gray and Bob Gray. Julius, of the Signal Corp, was helping the boys out that evening as he did for several weeks during the season. Hey, Richards! Just who are you keeping score for?



The Kitty-Kat team, Katie Kahs, Marcy Hayden, Pat Taylor, Clara Taylor and Grace Daniel, are ready to square off against the Alley-Kats (sometimes erroneously referred to as Alley-Rats) who are Gail Moore, Ruth Richards, Olive Schulte and Helen Siebers. Grace, keeping score, is the president of the girl's league while Ruth handles the secretary's job.



More men bowlers—teams 3 and 5—who are, Charley Bridgman, Dusty Rhodes, Gilbert Allen, Ray Hudnut, Ken French (hope he doesn't try to keep score with that stogie), Thelb Niehoff, Ken Hill, Rog Veach, Jim Gibson and Harold Laws. Mrs. Veach and Mrs. Hill were out to cheer their husbands on to victory and perhaps to keep an eye on 'em, too. What happened to Harold Laws?

Completely Remote Controlled and Operating 250 Watt Radio Station Exhibited by Gates at IRE Convention



The completely remote controlled 250 watt radio station as displayed at the IRE convention in New York, is shown in the right foreground. To the left is the CMG-1 250 watt communications transmitter. Beyond that is the new BCA-250 250 watt standby transmitter, and beyond that is the new Yard studio console. Part of the 500 watt VHF TV transmitter is shown in the extreme left.

A completely remote controlled 250 watt radio station actually operating and "on the air" working into a dummy antenna was displayed by Gates Radio Company at the recent IRE Convention at the Kingsbridge Armory in New York City. The remote controlled radio station is a brand-new product in the complete line of Gates AM broadcast equipment and was one of the main attractions to broadcasters at the convention.

In this new product, remote control is actually built into the BC-250GY transmitter, and is an integral part thereof. A new combined remote control audio console is part of this package and it is composed of a newly designed six position studio console with remote control functions built in. The studio console has all the necessary meters and telephone dial right on the front panel.

Although this new completely remote controlled radio station was the main attraction at the IRE show, it was not the only one. A number of other brand-new products were displayed for the very first time. Among them was the new Gates six position deluxe audio console called the "Yard", so named because it is an even 36 inches wide. The Yard is a new concept in speech input equipment, since it can be easily transported by means of a canvas carrying case. The new Yard incorporates some unique

electrical designs, among them the use of printed wiring on the preamps and program amplifier, and the use of plug-in monitoring amplifiers which eliminate the need for speaker muting relays since the amplifiers themselves are muted by the direct action of the channel keys.

Another product shown for the first time was the new Gates Dynamote portable remote amplifier. This new Dynamote, which will be available for delivery in the early fall, incorporates the use of printed circuits for amplifier wiring, the use of a hinged VU meter, and light weight construction.

Without batteries it weighs 20 lbs.

40,000 Engineers See Gates Exhibit

The Gates exhibit was filled with new broadcast products and very dramatically emphasized to the over 40,000 engineers who passed through the convention that our products were the finest and newest available to broadcasters today.

Gates personnel in attendance during the IRE show were, John Haerle and Ed Wilder of the New York office, Wally Warren of the Washington office; and Nibs Jochem, Dick Eickmeyer, and Larry Cervone of the home office in Quincy, Illinois.

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