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C. A. TUBE ENGINEERING

NOTE FILE DISCUSS

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Trip Report - Philco, November 22 and 23

Electronics Park  
Room 224, Building 6  
November 30, 1955

MEMO: W.R.G. Baker

I.J. Kaar

J.M. Lang

R.E. Lee

J.F. McAllister

J.C. Nonnekens

R.A. Norman

We visited Philco on the above dates to determine the extent of Philco's participation in the POF program and to show their pilot facilities to our Advanced Manufacturing personnel. There are several points of overall interest which should be reported.

First, Philco has agreed to actively develop and design the equipment required to implement their "Proposed Method for Manufacture of POF Tubes". Philco is now drafting the camera and projector systems, while we are finalizing our plans on the demountable electron exposure equipment. We will meet again on December 8 to review the designs, after which Philco will proceed to build and deliver finished equipment.

Although we have been asked to visit Philco on December 1 to witness their recent progress on Apple (use of 21" 72° bulb, lower projection center, displaced index, etc.), we privately learned that the decision has been made to close down the Apple tube pilot operation. It was apparent that this was not a recent decision, since, as we toured the pilot facility, it was apparent that it had already been all but shut down. The mount room had two girls working; the filming conveyor was idle; the hat sealer was not working; and the screen room appeared to be working solely for G.E.'s benefit.

The Philco technique of depositing dark lines between phosphor stripes appears to be meeting with some success and is enabling Philco to get better color purity. Although this technique would not improve color print for the POF tube, it would increase our contrast and reduce the color shift from back scattered electrons, and consequently, Philco recommended our using it. We obtained the formulations and processing methods and will make internal sandwich tubes utilizing this technique if time is available.

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A general discussion with Messrs. Wood and Smith was of considerable interest in that Philco's attitude on color is quite bearish. This results mainly from the performance of Aperture Mask sets rather than from the existing price structure. Mr. Smith remarked that they had been making Aperture Mask sets in the factory (presumably with Sylvania tubes) since early summer and that they had yet to manufacture what they considered to be an acceptable receiver from the consumer reliability standpoint. Mr. Smith remarked that it took them a day of adjusting to obtain adequate convergence.

Mr. Woods made quite a point of the fact that he felt the slow sales of Aperture Mask sets were as much a result of the poor performance as they were of the price. He felt that even if sets were to list for under \$500, the added costs of a \$150 service contract, installation fees, and antenna modifications would keep the total price above \$500 for a long period of time. Under these circumstances, performance, plus customer dissatisfaction at frequent and what may, in time as more sets are sold, get to be slow service may be overriding considerations. Consequently, he said that the C.B. color program (which he felt was aimed at low cost rather than high quality) was not, in his opinion, the proper direction to take at this time. He suggested it might be very informing to sample color service experience if a reliable survey could be made.

However, in contradiction to the foregoing, Mr. Woods made the point that people on both sides of the Aperture Mask fence are inclined to interpret the color situation as they might wish to see it develop, rather than as it truly is.



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