



Hello

**In this issue:** New Webinars, Customer stories & your chance to WIN, New Sales Manager, Tips 'n Tricks, and IBC preview.

**New Webinars!**

**SBE.** Nautel Webinars Qualify for SBE Re-Certification Credits!

**Register Today** →

### Announcing New Webinars

#### How Much Can You Save? Up to US\$50,000 a year!

Wed, Oct 2, 2019 12:00 PM - 1:00 PM EDT  
Learn how broadcasters are saving with MDCL technology and exceptional transmitter efficiency. Jeff Welton hosts with special guest Cris Alexander, Director of Engineering for Crawford Broadcasting.

[Register Now >](#)

#### 50 Tips & Tricks for Engineers and Managers

Wed, Oct 30, 2019 12:00 PM - 1:00 PM EDT  
Join Jeff Welton and Paul Tinkle for an entertaining and informative hour of Tips & Tricks geared to both station engineers and managers.

[Register Now >](#)

### Nautel at IBC Stand 8.C49



At this year's IBC, Nautel will show a range of its medium wave and FM transmitters, including products from the NX, GV and VS lines.

Please join us at Stand 8.C49 for the following special events: Saturday, September 14, 3:30PM - 5:00PM for an interactive panel session on **DRM Implementation - A Solution For All Your Needs**; and Sunday, September 15, 3:30PM - 5:00PM for **Digital Radio in North America & Emerging Markets** by Xperi. Both events will be followed by 50th Anniversary receptions.



### Tell your Story and WIN Great Prizes!

Do you have a good story about your Nautel transmitter? We'd love to hear it, and to say thanks, EVERY customer who submits a qualifying story wins! [See our great prizes and submit your story here >](#) (Deadline September 30)

Read these winning entries...



**Spreading Love in Oklahoma:** The Love Station upgraded its oldest transmitters and selected Nautel for excellent tech support & reliability. [Read this story >](#)

**FEBCE Celebrates Decades of Working with Nautel:** FEBCE credits its long history of using Nautel transmitters to reliability, high efficiency, great customer service, state-of-the-art technology and ease-of-use. [Read this story >](#)



## Announcing New Asia Pacific Sales Manager

We welcome Joe Cheong (Cheu) to the Nautel Sales Team as Sales Manager, Asia Pacific. Joe is based in Singapore.

Joe brings extensive business development experience in industries such as transportation, communications, defense, and homeland security. He's provided products, solutions and services to government agencies and commercial organizations worldwide.

[See all of Broadcast Sales here >](#)



## Tips n Tricks - Manager's Engineering Notebook

For this issue Jeff asked Tennessee Journalism Hall of Famer, Paul Tinkle if he would share his 48 'Manager's Engineering Notebook' tips which are of use to engineers and management alike.

[Read all 48 Manager's Engineering Tips >](#)

### OTHER NEWS:

[Submit your Customer Story and WIN Great Prizes!](#) - Hurry - deadline September 30.

[1-Minute Survey #3](#) - AUI Instruments: the good, the bad, & the ugly!

[eBook](#) - What's Ahead for All-Digital AM?

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