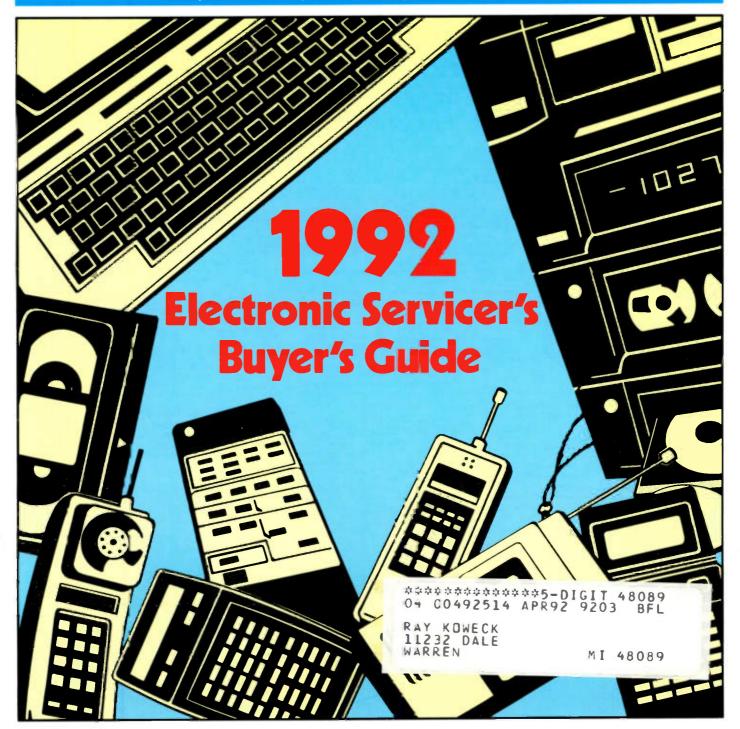
# ELECTRONIC CONTROLL STATEMENT OF THE PROPERTY OF THE PROPERTY

Servicing & Technology

MARCH 1992/\$3.00

**Product directory • Services directory • Mailing addresses** 

Replacement parts/Components directory



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and 5V @ 3A

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14 Transistors ◆ 5 Oiodes Makes a great school project



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- Modulation FM-AM
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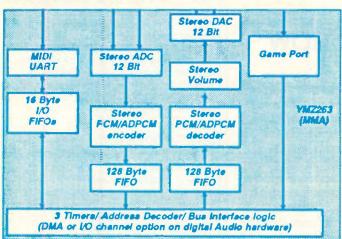


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#### 1992 BUYER'S GUIDE

The business of servicing of consumer electronics products continues to change every year. Newly introduced consumer electronics technology requires new knowledge and skills, new test equipment, new tools and supplies and new replacement components. This kind of change requires that the service facility expand and change its circle of suppliers. Simply identifying and locating these suppliers can be a challenge. This Sixth Annual Buyer's Guide will help you locate the suppliers you'll need to contact during the coming year, so that you can concentrate on the business of servicing the products.

#### 6 **Product Directory**

The selection of tools and test equipment needed for consumer electronics servicing has grown to keep pace with the expanding list of those products, and the technology that makes them work. This directory provides information on suppliers of all of these products to make the job of selection a little easier.

#### 18 Replacement Parts/ **Components Directory**

Today, the number of replacement components that a consumer electronics service facility must keep track of seems to be growing without limit. This directory lists manufacturers, distributors and others who

Servicing & Technology

supply the huge variety of parts needed to service these products when they fail.

#### 23 Software/Services Directory

While the job of servicing consumer electronics products continues to become more difficult, a number of products and services that aid the service center in getting the job done has been developing; things such as service center management software, computer diagnostic software, and depot level printed circuit board repair/rework services. If you need this kind of software or service, check out this directory.

#### 24 Association/Educational Services Directory

The profession of consumer electronics servicing today demands continuing education for technicians and managers to remain abreast of the almost daily advances in the technology. Membership in associations is another way to keep up with what's going on by meeting regularly with others who are doing the same kind of work. This directory will provide you with information on what associations exist, and what kinds of education are available.

#### 37 **Company Mailing Addresses**

Once you have used one of the directories in this Buyer's Guide and identified the company or organization that you wish to contact, look in this directory to find out where to send your letter to, or what number to call.

#### **DEPARTMENTS** =

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#### ON THE COVER=

These graphic elements are just a few of today's consumer electronics products that represent thousands of replacement components that a service center has to keep track of. This 1992 Buyer's Guide can help in that effort by providing the service center management and technicians with the names and addresses of suppliers, and information about the products they supply.

### A report from the Consumer Electronics Show

The Winter Consumer Electronics Show that took place in Las Vegas in January provided some interesting insights for anyone who was able to attend. Here are some of the things that were there that would be of interest to the consumer electronics servicing community.

One product area that seems to be growing is the concept of home theater. TV screens are getting larger, and the sound of high quality stereo through a good stereo system installed in conjunction with the large-screen set is adding to the enjoyment of watching either broadcast TV or movies on videotape. The availability of surround sound makes it even more enjoyable for the viewer. Almost like being in a movie theater.

These systems are quite complex for the average viewer, and many businesses have either been opened, or updated to encompass the installation of this kind of custom electronics system in the home. We have been wondering if this is an area that many consumer electronics service centers have gotten into. If any readers of ES&T are involved in, or are contemplating becoming involved in doing this kind of work, please write or call the ES&T editorial office in Kansas. We'd be interested in finding out a little more about it.

If significant numbers of readers are involved in this kind of thing, it might be worthwhile to provide some articles on the subject. By the same token, if there are any readers who don't feel that performing this kind of work is part of the business of consumer electronics servicing, and are opposed to coverage of it in ES&T, also please contact us with your point of view.

#### Here comes "multimedia"

Something else that was in evidence at the show was multimedia. Multimedia is the term for a system that consists of a personal computer, a high density source of data, such as a CD-ROM (compact disc read only memory), and a good sound source. As detailed in this month's "Computer

Corner," this type of product provides the user with an interactive system that is capable of producing high quality video and sound. The video is even capable of moving images.

One application of this technology that I saw was a Commodore system. It was an Amiga computer system together with a CD player in a single enclosure. The operator operated the unit via a remote control unit that had a full array of controls. The company spokesman at the booth referred to the remote control unit as a "brick."

The software that was running at the time had the image of a children's book on screen. The book image contained written words, as well as illustrations typical of a children's book. What made this different from an ordinary book is that the user could highlight a word or phrase, and a voice generated by the computer would say the word or phrase. In addition, if a single word was highlighted, the user could push another button and the computer would say the meaning of the word. It seemed to make an interesting learning tool.

The only distressing thing about this product from the point of view of the potential servicers of this product is the way the company plans to provide service for the product. According to a company spokesman at the booth, the product is fully warranted for one year. During that year, if it fails, the owner has merely to call the company and they will arrange with a package service to have the product picked up. It will then be shipped to the factory service center for service. Beyond the initial warranty, the owner may choose to pay to continue the service contract, and service will be provided in the same manner. Not much room for independent service here.

Whatever else that attendees may have experienced at this consumer electronics show, it's always a fascinating look at the latest useful electronics products and electronic toys.

Mile Conrad Person

## ECTRON

Electronic Servicing & Technology is edited for servicing professionals who service consumer electronics equipment. This includes service technicians, fleid service personnel and avid servicing enthusiasts who repair and maintain audio, video, computer and other consumer electronics equipment.

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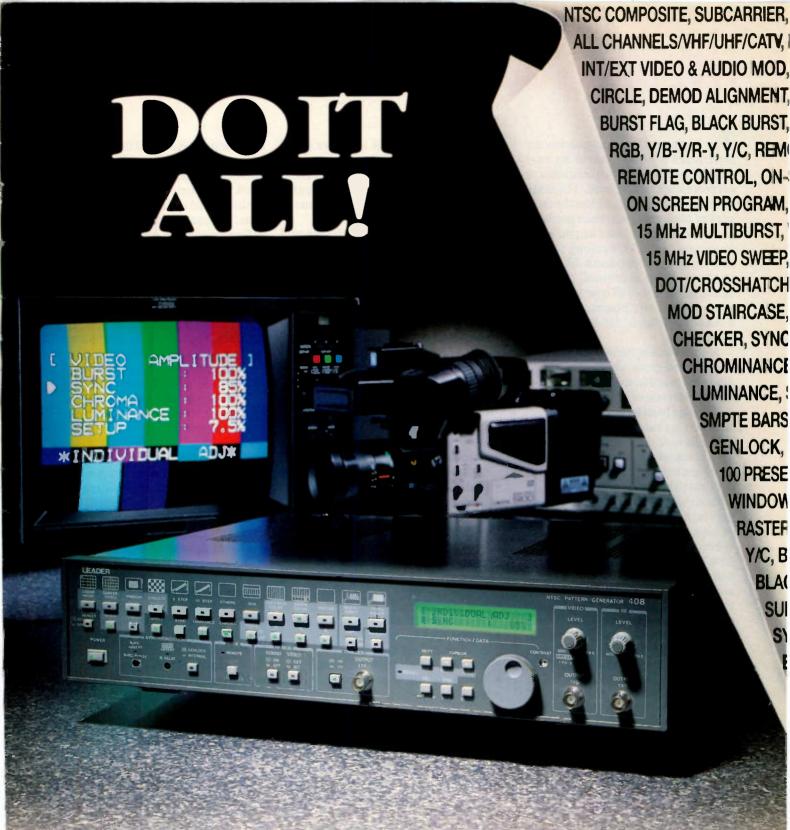
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The world of technology has become much less simple than in times past. Equipment once run from a single composite feed may now be driven by S-VHS, Hi-8, or component signals, not to mention VHF, UHF, and CATV. To meet all these expanding signal source needs —and more — Leader introduces the Model 408 general-purpose video test generator.

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## 1992 Buyer's Guide Introduction

The business of servicing consumer electronics products, never an easy way to make a living, just continues to get more and more difficult. The range of products that falls within the category of consumer electronics products continues to grow. Just as you learn to service, say, a VCR, along come a new category of products, like camcorders, or fax machines, and you have to go to school all over again, buy some new test equipment, and locate a source of supply for replacement components.

A unit taken in for service was likely imported from another country, made by one of 20 different manufacturers under one of a hundred national and private brands. If you need a transistor or an integrated circuit, you might have to cross-reference among several component manufacturers or suppliers before you can identify one that you either have on hand or can get without too much trouble. Just keeping track of the names and addresses of suppliers can be a major task.

Here's help. This sixth annual ES&T Buyer's Guide contains information on hundreds of manufacturers and distributors who make or sell thousands of products. The guide will tell you who makes what, and it will give you addresses and phone numbers to contact. Save this issue. We get long-distance calls every day from readers who need an address. One look in the Buyers' Guide is usually all it takes to help them. If the caller had looked for themselves, they could have saved time and a toll call.

#### Using the Buyers' Guide

If you're in the market for a new oscilloscope this year, you would probably know the names of some of the major oscilloscope manufacturers, and you might have some of those companies' addresses somewhere in your files. Or maybe you would like to learn how to service computer disk drives, or compact disc players, but you have no idea who offers a course on that subject. If you figure the EIA is your source, you still have to figure out where to find that eternally misplaced address.

That's why we put together this Buyers' Guide — all the information you need is gathered together in one place. No need to search through stacks of papers. Here's your one-source alternative.

If you want an oscilloscope, turn to the Product Directory and look up oscilloscopes. Every company that responded to our questionnaire will be listed there, and every company's address will be listed in the Company Address Directory.

We've broken down this information into five categories:

- Product Directory.....page 6
- Replacement Parts/ Components Directory...page 18
- Software Services
  Directory.....page 23
- Association/Educational/ Sources Directory.....page 24
- Company Address
  Directory.....page 37

#### Finding a product or part

We have subdivided the product directory according to certain types of products:

- Test equipment.
- est equipment accessories.
- Circuit damage protective equipment and supplies.
- Supplies/accessories equipment.
- Audio and video accessories.
- · Tools.

For example, if you are looking for a VCR test jig kit, turn to the test equipment accessories section of the Product Directory. The companies listed there all say they offer test jig kits. If the company name is followed by a \*D, that tells you this company is a distributor, not a manufacturer, of that product.

You will notice that certain company names are in blue. Those companies have advertised in this issue. If you want to learn a little more about that company, turn to the page number listed to the far right. The ad alone might give you enough information to help you decide.

Once you know who you want to contact for more information, turn to

the Company Address Directory. The address, telephone number and fax number for each company are listed there. (Of course, if the company you are interested in has advertised in this issue, you can just pull out your Reader Service card on page 36 and circle the reply number listed under the advertisement.)

The Replacement Parts/Components Directory works the same way. Just look up the type of component you need, then turn to the Company Address Directory to find out how to contact a company that supplies that product. The Company Address Directory lists information on more than 450 companies and associations that offer products or services for the electronics servicer.

#### Checking out services

Consult the Services Directory if you need to contact a consultant, get a disk drive or head refurbished, plug into an on-line service, find a company to repair or rework a PC board, rent or lease equipment, calibrate your older test equipment, or repair a tuner.

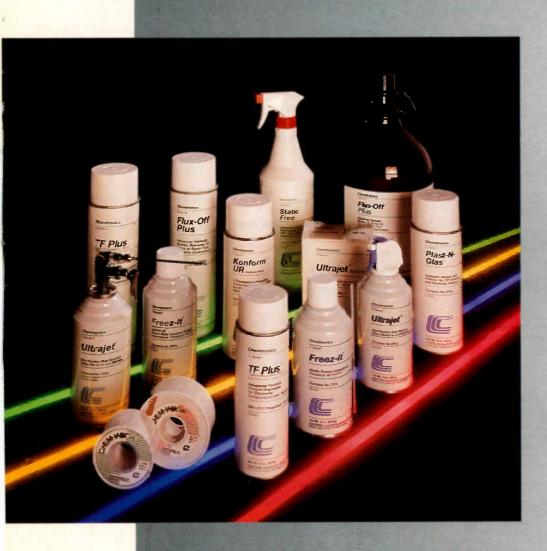
#### Your source for continuing education

The Association/Educational Sources Directory helps you find books, schools and training seminars for continuing your electronics servicing education. It also points you toward sources for service literature and schematics for the products you service. Finally, it lists those companies that produce management software systems that can help you run your business.

#### Keep in touch

Although the annual Buyers' Guide is a year in the making, we realize it can't be absolutely complete—new companies are always starting up, going out of business, or moving. And technology keeps adding new products to track. If you know of a company that you think other readers should be aware of, or if you would like us to extend our coverage to new product areas, drop us a line. Of course, if you find a mistake, please contact us immediately. We'll publish a correction as soon as we can.

## New Tech Chemistry For High Tech Electronics



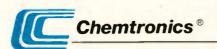
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#### PERSONAL COMPUTER REPAIR/TEST EQUIPMENT

American Design Components\*D Aristo Computers, Inc.

Computer Componet Source \*D

Consolidated Electronics, Inc.\*D ......Cooper Associates\*D Diversified Parts\*D Electronics Warehouse Corp.\*D The Instrument Mart, Inc.\*D

Joseph Electronics\*D
Lectronic Research Labs\*D
Print Products International \*D ...... 44

W.S. Jenks & Son\*D

RAG Electronics Inc.\*D Simpson Electric Co.

Specialized Products Co.\*D

A.W. Sperry Instruments, Inc. Techni-Tool Inc.\*D

Electronics Warehouse Corp.\*D

John Fluke Mfg. Co. Inc.
Fordham Radio Supply Co.\*D
Fox International\*D

GMB/dba Fox International\*D Hameg, Inc. Hand Tool Industries, Inc. Herman Electronics\*D HMC-Hub Material Co.\*D

HSC Electronic Supply\*D

The Instrument Mart, Inc.\*D

IET Labs, Inc.

GC Electronics Div. of GC Thorsen Co.

Extech Instruments Corp. Fieldplece Instruments

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Arrow Electronics Inc. Catalog Sales Div.\*D Atrix, Inc.\*D
AT&T Capital Corp. Instrument
Services Div. Avex Probes Inc. Beckman Industrial Corp. An Affiliate of Emerson Electric Co. Colorado Data Systems Computer Componet Source \*D Computer Doctors Contact East, Inc.\*D Datatran Corp. Electronics Warehouse Corp.\*D Elenco Electronics, Inc. Fieldpiece Instruments Hand Tool Industries, Inc. HMC-Hub Material Co.\*D Hy-Tronix Instruments, Inc. The Instrument Mart, Inc.\*D JDR Micro\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Joseph Electronics\*D MAI/Prime Parts\*D MetraByte Corp. National Instruments Orion Instruments, Inc.
Philips CEC Technical Training Service Print Products International \*D ..... 44 Sencore Electronics
Specialized Products Co.\*D
Sprague Magnetics, Inc.\*D Techni-Tool Inc.\*D Tool Kit Specialists, Inc.\*D Vu-Data Corp.

#### RECEPTACLE CIRCUIT TESTERS

Computer Componet Source \*D Contact East, Inc.\*D Electronics Warehouse Corp.\*D Herman Electronics\*D HMC-Hub Material Co.\*D
The Instrument Mart, Inc.\*D W.S. Jenks & Son\*D

Jensen Tools Inc.\*D

Joseph Electronics\*D

Lectronic Research Labs\*D MCM Electronics\*D Omega Engineering Inc.
Philips CEC Technical Training Service Co.\*D Print Products International \*D ...... 44
Specialized Products Co.\*D
Techni-Tool Inc.\*D Tool Kit Specialists, Inc.\*D Vortec Corp. Yokogawa Corp. of America

#### SEMICONDUCTOR TESTERS

Accutest Instruments\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D American Design Components\*D Arrow Electronics Inc. Catalog Sales Div.\*D AT&T Capital Corp. Instrument A I Capital Corp. Instrument Services Div. B-B&W Electronics\*D Bursma Electronic Distributing\*D Computer Componet Source \*D Consolidated Electronics, Inc.\*D Contact East, Inc.\*D Cooper Associates\*D Electronic Design Specialists Electronics Warehouse Corp.\*D Herman Electronics\*D HMC-Hub Material Co.\*D Hy-Tronix Instruments, Inc. IET Labs, Inc. The Instrument Mart, Inc.\*D JDR Micro\*D
W.S. Jenks & Son\*D
Jensen Tools Inc.\*D
Joseph Electronics\*D Keithley Instruments Leader Instruments Corp. Lectronic Research Labs\*D Lil' Bitty Tester, Inc. MAI/Prime Parts\*D

Phllips CEC Technical Training Service Co.\*D

Print Products International \*D ...... 44 RAG Electronics Inc.\*D RNJ Electronics Inc.\*D Southgate Distributo's\*D Specialized Products Co.\*D Techni-Tool Inc.\*D Tool Kit Specialists, Inc.\*D

SPECTRUM ANALYZERS Accutest Instruments\*D Analogic Corp. Arrow Electronics Inc. Catalog Sales AT&T Capital Corp. Instrument Services Dlv. **B&K-Precision Maxtec International** Corp Computer Componet Source \*D Consolidated Electronics, Inc. \*D Coper Associates\* D Electro-Metrics, Inc. A Penril Corp. Electronics Warehouse Corp. \*D The Instrument Mart, Inc.\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Joseph Electronics\*D Lectronic Research Labs\*D Marconi Instruments National Instruments Penntek Instruments Print Products International \*D ..... 44

RAG Electronics Inc.\*D

Ramsey Electronics Inc.

Rapid Systems

RNJ Electronics Inc.\*D

Schlumberger Technologies

Instruments Div. Specialized Products Co.\*D Techni-Tool Inc.\*D
Tektronix Test & Measurement Group Tri State Electronics\*D Triplett Corp. Tucker Electronics Co.\*D

#### **TELEPHONE** ANALYZERS/TESTERS

Accutest Instruments*D American Rellance Inc. 54 AT&T Capital Corp. Instrument Services Div. B&K-PrecIsion Maxtec International Corp. Bursma Electronic Distributing*D Computer Componet Source *D Consolidated Electronics, Inc.*D 58 Contact East, Inc.*D Conway Mfg. Datacom Technologies, Inc.
Services Div.  8&K-Precision Maxtec International Corp.  Bursma Electronic Distributing*D Computer Componet Source *D Consolidated Electronics, Inc.*D
Corp. Bursma Electronic Distributing *D Computer Componet Source *D Consolidated Electronics, Inc. *D Contact East, Inc. *D Conway Mfg. Datacom Technologies, Inc.
Computer Componet Source *D Consolidated Electronics, Inc.*D 58 Contact East, Inc.*D Conway Mfg. Datacom Technologies, Inc.
Contact East, Inc.®D Conway Mfg. Datacom Technologies, Inc.
Digitech Industries Inc.
Electronic Design Specialists Electronics Warehouse Corp.*D Hand Tool Industries, Inc.
HMC-Hub Material Co.*D The Instrument Mart, Inc.*D
International Data Sciences JDR Micro*D
W.S. Jenks & Son*D Jensen Tools Inc.*D
Joseph Electronics*D MCM Electronics*D Nu-Data Inc.
Print Products International *D 44 RAG Electronics Inc.*D
RNJ Electronics Inc.*D Simpson Electric Co.
Southgate Distributors*D Specialized Products Co.*D
Techni-Tool Inc.*D Tekelec
3M Private Network Products Tri State Electronics*D Triplett Corp.
Tucker Electron cs Co.*D

#### **TEMPERATURE SENSORS**

Acculex Corp. A MetraByte Co. Accutest Instruments\*D AEMC Corp. Alfa Electronics

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Anritsu Meter Co. of America Arrow Electronics Inc. Catalog Sales DIv.\*D
AT&T Capital Corp. Instrument
Services Div. Beckman Industrial Corp. An Affiliate of Emerson Electric Co.

B&K-Precision Maxtec International Corp. Bursma Electronic Distributing\*D Computer Componet Source \*D
Consolidated Electronics, Inc.\*D Cooper Associates\*D Dranetz Technologies Electromatic Controls/ Soar Instruments Electronics Warehouse Corp.\*D Extech Instruments Corp. Herman Electronics\*D HMC-Hub Material Co.\*D The Instrument Mart, Inc.\*D JDR Micro\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Joseph Electronics\*D Lectronic Research Labs\*D MCM Electronics\*D MetraByte Corp. Omega Engineering Inc.
Pacer Industries, Inc.
Philips ECG 23
Print Products International \*D 44 RAG Electronics Inc.\*D RNJ Electronics Inc.\*D RIJ Electronics inc. D Rochester Instruments Systems Simpson Electric Co. Solder Absorbing Technology, Inc. Solomat Instrumentation Specialized Products Co.\*D Techni-Tool Inc.\*D
Tektronix Test & Measurement Group
Tool Kit Specialists, Inc.\*D
Tri State Electronics\*D Universal Enterprises Yokogawa Corp. of America

#### TRANSISTOR TESTERS

Accutest Instruments\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Arrow Electronics Inc. Catalog Sales Div.\*D AT&T Capital Corp. Instrument Services Div. B-B&W Electronics\*D B&K-Precision Maxtec International Bursma Electronic Distributing\*D
Computer Componet Source \*D
Consolidated Electronics, Inc.\*D Contact East, Inc.\*D Cooper Associates\*D Electronic Design Specialists Electronics Warehouse Corp.\*D Elenco Electronics, Inc. Fieldplece Instruments GoldStar Precision Co. Ltd. HMC-Hub Material Co.\*D Hy-Tronix Instruments, Inc.
The Instrument Mart, Inc.\*D
JDR Micro\*D W.S. Jenks & Son\*D Jensen Tools Inc. D
Joseph Electronics D Kelvin Electronics\*D Leader Instruments Corp.
Lectronic Research Labs\*D
Lil' Bitty Tester, Inc.
MAI/Prime Parts\*D
MCM Electronics\*D
Mouser Electronics\*D Phillps CEC Technical Training Service Co.\*D Print Products International \*D ......44 RAG Electronics Inc.\*D RNJ Electronics Inc.\*D Sencore Electronics ........ Southgate Distributors\*D Specialized Products Co.\*D Speco Div.

Techni-Tool Inc.\*D

Tri State Electronics\*D Tucker Electronics Co.\*D

Accutest Instruments\*D

#### VECTORSCOPES

Arrow Electronics Inc. Catalog Sales Div \*D AT&T Capital Corp. Instrument Services Div. Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D
Contact East, Inc.\*D
C&S Sales\*D Dranetz Technologies Electronics Warehouse Corp.\*D Elenco Electronics, Inc. Hitachi Denshi America, Ltd The Instrument Mart, Inc.\*D W.S. Jenks & Son\*D Joseph Electronics\*D Kenwood U.S.A. Corp. Leader Instruments Corp. Lectronic Research Labs\*D Phillips CEC Technical Training Service Co.\*D

Print Products International \*D ...... 44 RAG Electronics Inc.\*D RNJ Electronics Inc.\*D
Techni-Tool Inc.\*D
Tektronix Test & Measurement Group
Tektronix TV Products Div. Tucker Electronics Co.\*D

#### WAVEFORM MONITORS

Accutest Instruments\*D American Power Conversion Corp. Analogic Corp. Arrow Electronics Inc. Catalog Sales Div.\*D

AT&T Capital Corp. Instrument
Services Div. Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D Contact East, Inc.\*D C&S Sales\*D Dranetz Technologies Electronics Warehouse Corp.\*D Elenco Electronics, Inc. Fordham Radio Supply Co.\*D Hitachi Denshi America, Ltd. Hi-Techniques Inc. The Instrument Mart, Inc.\*D W.S. Jenks & Son\*D Joseph Electronics\*D Kenwood U.S.A. Corp. Leader Instruments Corp. Lectronic Research Labs\*D Print Products International \*D ..... 44
RAG Electronics Inc.\*D Rapid Systems RNJ Electronics Inc.\*D Snap-On Tools Corp. Techni-Tool Inc.\*D
Tektronix Test & Measurement Group
Tekronix TV Products Div. Tool Kit Specialists, Inc.\*D Tucker Electronics Co.\*D Yokogawa Corp. of America

#### OTHER TEST EQUIPMENT

Accutest Instruments\*D ACL AEMC Corp. Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Amprobe Instrument Analogic Corp. Anritsu Meter Co. of America AT&T Capital Corp. Instrument Services Div.
Audiovisual Inc. (Video Midwest/AVC
Systems Divs.)\*D
Beckman Industrial Corp. An Affiliate
of Emerson Electric Co. Behlman Electronics Bursma Electronic Distributing\*D Colorado Data Systems Computer Doctors
Consolidated Electronics, Inc.\*D ......
Contact East, Inc.\*D

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Direct Conversion Technique, Inc.
Diversified Parts\*D Div.\*D AT&T Capital Corp. Instrument of Emerson Electric Co. Brunelle Instruments Inc. Div.\*D Services Div. Bursma Electronic Distributing\*D Com-Kyl Inc.\*D
Computer Componet Source \*D
Consolidated Electronics, Inc.\*D
Contact East, Inc.\*D B-B&W Electronics\*D
Behlman Electronics
B&K-PrecIsion Maxtec International Dranetz Technologies **Biddle Instruments** Brunelle Instruments Inc.
Consolidated Electronics, Inc.\*D ... Electron Processing Electron Processing
Electronics Warehouse Corp.\*D
Elenco Electronics, Inc.
Global Specialties A Div. of Interplex
GMB/dba Fox International\*D Corp. Contact East, Inc.\*D Cooper Associates\*D C&S Sales\*D Brunelle Instruments Inc. Cooper Associates\*D C&S Sales\*D IFC Computer Power, Inc.
Consolidated Electronics, Inc.\*D .... CUI Stack, Inc. Daetron Gould Inc. Test & Measurement Dandy Mfg. Co.
Diversified Parts\*D
Electro Standards Lab, Inc. Data
Communications Products Div. Electromatic Controls/ Soar Contact East, Inc.\*D Group Cooper Associates\*D C&S Sales\*D Instruments Hameg, Inc. Hand Tool Industries, Inc. Herman Electronics\*D Electronics Warehouse Corp.\*D Elenco Electronics, Inc. Fordham Radio Supply Co.\*D Diversified Parts\*D Electronics Parts Supply\*D
Electronics Warehouse Corp.\*D
Elenco Electronics, Inc. Electromatic Controls/ Soar HMC-Hub Material Co.\*D In-Circuit Test, Inc. Instruments
Electronic Design Specialists
Electronics Warehouse Corp.\*D HMC-Hub Material Co.\*D IET Labs, Inc. The Instrument Mart, Inc.\*D International Data Sciences JDR Micro\*D The Instrument Mart, Inc.\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Elgar Corp.
Fordham Radio Supply Co.\*D Elenco Electronics, Inc. Hameg, Inc. Heath Co. Herman Electronics\*D Emulation Technology Inc. E-Z Hook W.S. Jenks & Son\*D Joseph Electronics\*D Kenwood U.S.A. Corp. Lectronic Research Labs\*D ensen Tools Inc. D Fieldpiece Instruments Jit Resources HMC-Hub Material Co.\*D HSC Electronic Supply\*D The Instrument Mart, Inc.\*D Fordham Radio Supply Co.\*D GC Electronics Div. of GC Thorsen Co. Joseph Electronics\*D Kenwood U.S.A. Corp. KeyTek Instrument Corp. MAI/Prime Parts\*D GC Electronics Div. of GC 1h Hameg, Inc. Heath Co. Herman Electronics\*D HMC-Hub Material Co.\*D HSC Electronic Supply\*D The Instrument Mart, Inc.\*D Plastic Capacitors Inc.
Print Products International \*D ..... 44 W.S. Jenks & Son\*D Jensen Tools Inc.\*D Kikusui International Corp. RAG Electronics Inc.\*D RNJ Electronics Inc.\*D Klein Tools, Inc. Joseph Electronics\*D Kobetron Inc. Kelvin Electronics\*D Specialized Products Co.\*D Kyoritsu Electrical Instruments Works Kenwood U.S.A. Corp Speco Div. Techni-Tool Inc.\*D Kikusui International Corp. Leader Instruments Corp. Interconnect Devices, Inc. ITT Pomona Electronics L-Com Inc. Leader Instruments Corp. Trl State Electronics\*D Lectronic Research Labs\*D MAI/Prime Parts\*D Marconi Instruments Moody Tools, Inc. Mouser Electronics\*D JDR Micro\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Tucker Electronics Co.\*D
Vector-Viz Instrument Div. a Vector Lectronic Research Labs\*D MAI/Prime Parts\*D MCM Electronics\*D Group Co. Minuteman Joseph Electronics\*D Joseph Electronics\*D
Kelvin Electronics\*D
Kenwood U.S.A. Corp.
Keystone Electronics Corp.
Leader Instruments Corp.
Lectronic Research Labs\*D
MAI/Prime Parts\*D
M.A.T. Electronics\*D
Mercer Electronics
MetraByte Corp.
Mouser Electronics\*D
Oldaker Corp. Yokogawa Corp. of America Minuteman
O.K. Industries Inc.
Pacific Power Source
Philips CEC Technical Training Service
Co.\*D
Plastic Capacitors Inc.
Print Products International \*D ...... 44
RAG Electronics Inc.\*D
RNJ Electronics Inc.\*D
Salen Enterprises\*D
Sorensen Co. M-Test Equipment IC TEST CLIPS National Instruments Nutronix Inc. Allied Electronics, Inc. Subsidiary of Orion Instruments, Inc. Hall-Mark\*D American Reliance Inc. Pacer Industries, Inc. Panasonic Industrial Co. Arrow Electronics Inc. Catalog Sales Div.\*D PrimeLine A Div. of Soltec Corp.
Print Products International \*D ...... 44 Atrix, Inc.\*D B-B&W Electronics\*D B&K-Precision Maxtec International Sorensen Co. Specialized Products Co.\*D Prorachl Electronics Corp. Oldaker Corp. Ostby-Barton Test Probes Philips CEC Technical Training Service Racal-Dana Instruments Inc. Specialized Products Co.\*L Speco Dlv. Techni-Tool Inc.\*D Tool Kit Specialists, Inc.\*D Trl State Electronics\*D RAG Electronics Inc.\*D Ramsey Electronics Inc. Rapid Systems Corp. Bursma Electronic Distributing\*D Co.\*D
Phillps ECG
Print Products International \*D ..... Consolidated Electronics, Inc.\*D
Contact East, Inc.\*D RNJ Electronics Inc. D Tucker Electronics Co.\*D Cooper Associates\*D C&S Sales\*D Schlumberger Technologies Probe Master
RAG Electronics Inc.\*D
Ramsey Electronics Inc.
RNJ Electronics Inc.\*D Vector-Viz Instrument Div. a Vector Group Co. Instruments DIv. Simpson Electric Co. SIrlus Technologies Snap-On Tools Corp. Diversified Parts\*D
Electronics Warehouse Corp.\*D **TEST JIGS AND FIXTURES** Elenco Electronics, Inc. Schurter, Inc.
Sencore Electronics
Simpson Electric Co. Soltec Corp. Emulation Technology Inc. American Reliance Inc A.W. Sperry Instruments, Inc.
Techni-Tool Inc.\*D
Tektronix Test & Measurement Group F-7 Hook Andrews Electronics \*D B-B&W Electronics\*D Fordham Radio Supply Co.\*D Southgate Distributors\*D Specialized Products Co.\*D Techni-Tool Inc.\*D GC Electronic Supply to "D"

HMC-Hub Material Co.\*D

HSC Electronic Supply\*D Dandy Mfg. Co.
Direct Conversion Technique, Inc.
Diversified Parts\*D Tektronix Redmond Div. Temptronic Corp. Tegam, Inc. Tentel Corp.

3M Photodyne Inc.
Tool Kit Specialists, Inc.\*D Test Probes, Inc.
Tool Kit Specialists, Inc.\*D
Tri State Electronics\*D Electronics Warehouse Corp. D Hy-Tronix Instruments, Inc. ITT Pomona Electronics JDR Micro\*D Electronix, Inc.\*D E-Z Hook Fordham Radio Supply Co.\*D Tucker Electronics Co.\*D Tucker Electronics Co.\*D GMB/dba Fox International\*D HMC-Hub Material Co.\*D In-Circuit Test, Inc. W.S. Jenks & Son\*D Jensen Tools Inc.\*D W.S. Jenks & Son\*D Universal Enterprises Vector-Viz Instrument Div. a Vector Yokogawa Corp. of America Joseph Electronics\*D
Kelvin Electronics\*D
Keystone Electronics Corp.
MAI/Prime Parts\*D
MCM Electronics\*D
MCM Electronics\*D Group Co. **TRANSFORMERS:** Test equipment Leader Instruments Corp. ISOLATION/VARIABLE Lectronic Research Labs®D accessories Mouser Electronics\*D Philips CEC Technical Training Service Co.\*D Accutest Instruments\*D O.K. Industries Inc.
ORA Electronics
Phillps CEC Technical Training Service Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Polaris Div. of UXL Corp. American Design Components\*D
Arrow Electronics Inc. Catalog Sales
DIv.\*D
B-B&W Electronics\*D
Bursma Electronic Distributing\*D **AUDIO DUMMY LOADS** Print Products International \*D ..... 44
RNJ Electronics Inc.\*D
Specialized Products Co.\*D
Techni-Tool Inc.\*D Techni-Tool Inc. D Accutest Instruments\*D Temco Instruments Inc. Electronics Warehouse Corp.\*D
The Instrument Mart, Inc.\*D Joseph Electronics\*D Computer Power, Inc. Consolidated Electronics, Inc.\*D ... Contact East, Inc.\*D **TEST LEADS AND PROBES** Tektronix Test & Measurement Group Tool Kit Specialists, Inc.\*D Tri State Electronics\*D Leader Instruments Corp.
Lectronic Research Labs\*D
MCM Electronics\*D Accutest Instruments\*D Electronics Warehouse Corp.\*D
Fordham Radio Supply Co.\*D
Fox International\*D
Herman Electronics\*D
HMC-Hub Material Co.\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D American Design Components\*D **ORA Electronics** Print Products International \*D ..... 44 **POWER SUPPLIES, BENCH** American Reliance Inc.
Amprobe Instrument Sencore Electronics 45 Techni-Tool Inc.\*D Accutest Instruments®D Verite Alfa Electronics Anritsu Meter Co. of America

See Adv. Page See Adv. Page See Adv. Page See Adv. Page RAG Electronics Inc.\*D HSC Electronic Supply\*D Vector-Viz Instrument Div. a Vector Mouser Electronics\*D Ramsey Electronics Inc. The Instrument Mart, Inc.\*D Group Co. Nu-Data Inc. Omega Engineering Inc. ORA Electronics JDR Micro\*D RNJ Electronics Inc.\*D Winders & Geist W.S. Jenks & Son\*D Jensen Tools Inc.\*D Simpson Electric Co. A.W. Sperry Instruments, Inc. Techni-Tool Inc.\*D Panamax STANDBY POWER SYSTEMS Joseph Electronics\*D Perma Power Electronics, Inc. Kelvin Electronics\*D Lectronic Research Labs\*D Tentel Corp AESI/Stedi Watt Allied Electronics, Inc. Subsidiary of Test Probes, Inc. MAI/Prime Parts\*D
Philips CEC Technical Training Service
Co.\*D Tool Kit Specialists, Inc.\*D
Tucker Electronics Co.\*D Print Products International \*D ..... 44 Hall-Mark\*D RNJ Electronics Inc.\*D American Design Components\*D American Power Conversion Corp. Safe Power Systems Div. of Acme Plastic Capacitors Inc. Electric Corp. Arrow Electronics Inc. Catalog Sales
Div.\*D Viziflex Seels, Inc. Keyboard Cover Print Products International \*D ..... 44
RAG Electronics Inc.\*D
RNJ Electronics Inc.\*D Shape Electronics SL Waber, Inc. Div. Vortec Corp. Winders & Geist Best Power Technology Best Power Technology
Computer Power, Inc.
Consolidated Electronics, Inc.\*D ...
Contact East, Inc.\*D
Controlled Power Co. Sola Sencore Electronics
Specialized Products Co.\*D
Tri State Electronics\*D Specialized Products Co.\*D Yokogawa Corp. of America The Superior Electric Co.
Sutton Designs, Inc. Computer Power Universal Enterprises Cooper Associates\*D Vector-Viz Instrument Div. a Vector Techni-Tool Inc. D Electronic Specialists, Inc. Electronics Warehouse Corp.\*D Thomson Consumer Electronics, Inc.
Distributor & Special Products\*D Group Co. Yokogawa Corp. of America Circuit damage Elgar Corp. Herman Electronics\*D HMC-Hub Material Co.\*D JDR Micro\*D Tri State Electronics\*D protective Tripp Lite VCR TEST JIG KITS Verite equipment/supplies Winders & Geist Andrews Electronics \*D B-B&W Electronics\*D W.S. Jenks & Son\*D Joseph Electronics\*D Consolidated Research Group Kalglo Electronics Co. Inc. MAI/Prime Parts\*D UNINTERRUPTIBLE POWER Diversified Parts\*D
Electronic Parts Supply\*D
Electronics Warehouse Corp.\*D
Electronix, Inc.\*D SUPPLIES POWER CONDITIONING MCM Electronics\*D AESI/Stedi Watt Allled Electronics, Inc. Subsidiary of EQUIPMENT Meirick Inc. Minuteman Fox International\*D
Joseph Electronics\*D
Lectronic Research Labs\*D Perma Power Electronics, Inc. Hall-Mark\*D **GROUNDING SYSTEMS** Print Products International \*D .... Safe Power Systems Div. of Acme American Design Components\*D American Power Conversion Corp. Arrow Electronics Inc. Catalog Sales Arrow Electronics Inc. Catalog Sales M.A.T. Electronics®D 57
MCM Electronics®D Nippon Shokuhin Sangyo USA Ltd.
Philips CEC Technical Training Service Div.\*D Electric Corp. Atrix, Inc. D SL Waber, Inc. Div.\*D Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D B-B&W Electronics\*D Bursma Electronic Distributing\*D Sola Specialized Products Co.\*D Consolidated Electronics, Inc.\*D
Herman Electronics\*D Co.\*D

Philips ECG

Premium Parts + Electronics Co.\*D Sutton Designs, Inc. Computer Power Behlman Electronics HMC-Hub Material Co.\*D Div. .. 55 Techni-Tool Inc.\*D
Thordarson/Meissner Best Power Technology W.S. Jenks & Son\*D RNJ Electronics Inc.\*D Clary Corp. Joseph Electronics\*D MAI/Prime Parts\*D Plastic Systems, Inc. Sony Service Co. .... Tentel Corp. ..... Tri State Electronics\*D Computer Power, Inc. Consolidated Electronics, Inc.\*D ......
Contact East, Inc.\*D Tripp Lite Winders & Geist Print Products International \*D ..... 44 Controlled Power Co. RNJ Electronics Inc.\*D Specialized Products Co.\*D OTHER TEST EQUIPMENT Deltron, Inc. Electronics Warehouse Corp.\*D **ACCESSORIES** SURGE/SPIKE PROTECTORS Static Prevention Inc. AEMC Corp.
Amprobe Instrument
B&K-Precision Maxtec International Accutest Instruments\*D AESI/Stedi Watt All Electronics Corp.\*D Elgar Corp. Elgar Corp.
General Power Corp.
Herman Electronics\*D
HMC-Hub Material Co.\*D
Horizon Technology, Inc.\*D POWER LINE MONITORS Affied Electronics, Inc. Subsidiary of Corp. Brian Instruments, Inc.
Bursma Electronic Distributing\*D
Computer Componet Source \*D Hall-Mark\*D Accutest Instruments\*D HSC Electronic Supply\*D ICS, Inc. Electro-Pac Div. JDR Micro\*D American Design Components\*D American Power Conversion Corp Allled Electronics, Inc. Subsidiary of Hall-Mark\*D Consolidated Electronics, Inc.\*D C&S Sales\*D Arrow Electronics Inc. Catalog Sales Div.\*D American Power Conversion Corp. Arrow Electronics Inc. Catalog Sales W.S. Jenks & Son\*D Joseph Electronics\*D Div.\*D
Atrix, Inc.\*D
B-B&W Electronics\*D
Best Power Technology
Bursma Electronic Distributing\*D Diversified Parts\*D Div.\*D Kalglo Electronics Co. Inc. MAI/Prime Parts\*D MCM Electronics\*D Electro Standards Lab, Inc. Data Communications Products Div. Atrix, Inc.\*D

BMI-Basic Measuring Instruments Electron Processing Brunelle Instruments Inc. Meirick Inc. Electronic Parts Supply\*D
Electronics Warehouse Corp.\*D Com-Kyl Inc.\*D
Computer Componet Source \*D
Computer Power, Inc. Computer Power, Inc. Minuteman Pacific Power Source Elenco Electronics, Inc. Contact East, Inc.\*D
Cooper Associates\*D C.H. Ellis Co., Inc. Emulation Technology Inc. Panamax Consolidated Electronics Contact East, Inc.\*D Perma Power Electronics, Inc.
Philtek Power Corp.
Print Products International \*D Dranetz Technologies E-Z Hook Cooper Associates\*D Eastern Time Designs, Inc. 2626 Fox International\*D
Gemini Inc.
GMB/dba Fox International\*D Datatran Corp. Brown Ave. Safe Power Systems Div. of Acme Electric Corp. SL Waber, Inc. Diversified Parts\*D Eiger Electronics\*D Electronics Warehouse Corp.\*D Elgar Corp.
Extech Instruments Corp.
Herman Electronics\*D Hand Tool Industries, Inc. HMC-Hub Material Co.\*D Hy-Tronix Instruments, Inc. Electro Standards Lab, Inc. Data Sola Communications Products Div. Electron Processing Specialized Products Co.\*D
The Superior Electric Co. HMC-Hub Material Co.\*D Electronic Parts Supply\*D
Electronic Specialists, Inc.
Electronics Warehouse Corp.\*D In-Circuit Test, Inc.
The Instrument Mart, Inc.\*D
ITT Pomona Electronics JDR Micro\*D W.S. Jenks & Son\*D Sutton Designs, Inc. Computer Power Jensen Tools Inc. Techni-Tool Inc.\*D JDR Micro\*D Fordham Radio Supply Co.\*D Joseph Electronics\*D Thordarson/Melssner W.S. Jenks & Son\*D Jensen Tools Inc.\*D Trl State Electronics\*D
Tripp Lite Kobetron Inc. MAI/Prime Parts\*D GMB/dba Fox International\*D Herman Electronics\*D HMC-Hub Material Co.\*D Joseph Electronics\*D MCM Electronics\*D Tucker Electronics Co.\*D Kenwood U.S.A. Corp. Kikusui International Corp. Viteq Corp. Winders & Geist Mendon Electronics Corp. Kyoritsu Electrical Instruments Works Minuteman Hosfelt Electronics\*D HSC Electronic Supply\*D
JDR Micro\*D Kyros Corp. Lectronic Research Labs\*D MAI/Prime Parts\*D Nu-Data Inc. Print Products International \*D **VOLTAGE REGULATORS** Rochester Instruments Systems Safe Power Systems Div. of Acme W.S. Jenks & Son\*D Mouser Electronics\*D
Ostby-Barton Test Probes
Philips CEC Technical Training Service
Co.\*D
Print Products International \*D ...... 44 Jensen Tools Inc.\*D
Joseph Electronics\*D Accutest Instruments\*D Electric Corp. Allied Electronics, Inc. Subsidiary of SL Waber, Inc. Kalglo Electronics Co. Inc. Hall-Mark\*D Arrow Electronics Inc. Catalog Sales
Div.\*D

L-Com Inc.
MAI/Prime Parts\*D
M.A.T. Electronics\*[

MCG Electronics, Inc. MCM Electronics\*D

Specialized Products Co.\*D
The Superior Electric Co.

Techni-Tool Inc. D

Sutton Designs, Inc. Computer Power

Probe Master

Prorachi Electronics Corp. Racal-Dana Instruments Inc.

Computer Power, Inc.

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Controlled Power Co Cooper Associates\*D Datel, Inc. Diversified Parts\*D Eiger Electronics\*D
Electronic Parts Supply\*D
Electronic Specialists, Inc. Electronics Warehouse Corp.\*D Herman Electronics\*D HMC-Hub Material Co.\*D Hosfelt Electronics\*D HSC Electronic Supply\*D JDR Micro\*D W.S. Jenks & Son\*D Joseph Electronics\*D Kelvin Electronics\*D Lectronic Research Labs\*D MAI/Prime Parts\*D MCM Electronics\*D Minuteman Perma Power Electronics, Inc. Philips CEC Technical Training Service Co.\*D

Print Products International \*D ...... 44 RNJ Electronics Inc.\*D Shape Electronics SL Waber, Inc. Sola Specialized Products Co.\*D The Superior Electric Co. Sutton Designs, Inc. Computer Power Div. Trl State Electronics\*D Tripp Lite Winders & Gelst

#### Electrostatic discharge protection

#### **ANTISTATIC CHEMICALS**

Allled Electronics, Inc. Subsidiary of Hall-Mark\*D Atrix, Inc.\*D B-B&W Electronics\*D Bursma Electronic Distributing\*D Caig Labs, Inc. Chapman Corp. Charleswater Products, Inc. Chemtronics Inc. \*D Computer Componet Source \*D Consolidated Electronics, Inc.\*D ....
Contact East, Inc.\*D ....
Cooper Associates\*D
Diversified Parts\*D
Dow U.S.A.
Electronic Parts Supply\*D Electronics Warehouse Corp.\*D
Four Star Chemical
Fox International\*D GC Electronics DIv. of GC Thorsen Co. Herman Electronics\*D HMC-Hub Material Co.\*D JDR Micro\*D W.S. Jenks & Son\*D Jit Resources Joseph Electronics\*D Klein Tools, Inc. MAI/Prime Parts\*D Master Bond Micro-Circuits Co., Inc.
Miller-Stephenson Chemical Co. PerfectData Corp. Plastic Systems, Inc. Premium Parts + Electronics Co.\*D
Print Products International \*D Rawn Co. Inc., (Subsidiary of the Triangle Corp.)
RemGrlt Corp.
RNJ Electronics Inc.\*D Rogers Anti-Static Chemicals
The Simco Co., Inc.
Specialized Products Co.\*D Start International®D Static Prevention Inc. Tech Spray, Inc. Techni-Tool Inc.\*D

The Texwipe Co.
Gregory Thomas, Inc.
Thomson Consumer Electronics, Inc.
Distributor & Special Products\*D Tool Kit Specialists, Inc.\*D
Tri State Electronics\*D Wescorp

#### ANTISTATIC IONIZATION **DEVICES**

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Atrix, Inc.\*D Chapman Corp. Charleswater Products, Inc. Com-Kyl Inc.\*D Cooper Associates\*D Desco Industries HMC-Hub Material Co.\*D W.S. Jenks & Son\*D Joseph Electronics\*D NRD Inc. Static Control Products Plastic Capacitors Inc. Plastic Systems, Inc.
Print Products International \*D ..... 44
Semtronics Corp. The Simco Co., Inc.
Specialized Products Co.\*D
Start International\*D Static Control Services, Inc. Static Prevention Inc. Techni-Tool Inc.\*D Gregory Thomas, Inc. Vortec Corp. Wescorp

## ANTISTATIC MATS/BENCHTOPS/ WRISTSTRAPS/OTHERS

Airmold/W.R. Grace Co. Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Atrix, Inc.\*D B-B&W Electronics\*D Charleswater Products, Inc.
Clauss Cutlery Co.
Colonial Glove & Garment Inc. Com-Kyl Inc.\*D
Computer Componet Source \*D
Contact East, Inc.\*D
Cooper Associates\*D Desco Industries
Diversified Parts\*D Electronics Warehouse Corp.\*D C.H. Ellis Co., Inc. GC Electronics Div. of GC Thorsen Co. Global Kitting
The Granite Corp. Herman Electronics\*D HMC-Hub Material Co.\*D **ITT Pomona Electronics** JDR Micro\*D W.S. Jenks & Son\*D

Jensen Tools Inc.\*D Jit Resources Joseph Electronics\*D MAI/Prime Parts\*D MCM Electronics\*D Melmat Inc. Mouser Electronics\*D NRD Inc. Static Control Products Nu-Concept Systems, Inc. Oak Technical Inc. O.K. Industries Inc. Parts Express International Inc.®D ...... Philips ECG Plastic Systems, Inc.
Print Products International \*D ...... 44 RNJ Electronics Inc.\*D Semtronics Corp.
Sentinel Products Div. Packaging Industries Group The Simco Co., Inc.
Solder Absorbing Technology, Inc.
Sony Service Co. National Parts Div.\*D
Specialized Products Co.\*D
Start International\*D Static Prevention Inc. Tech Spray, Inc. Techni-Tool Inc.\*D

Thomson Consumer Electronics, Inc. Distributor & Special Products\*D 3M Electrical Specialtles Div. Tool Kit Specialists, Inc.\*D Trace Racks Tri State Electronics\*D Verite Wescorp Winders & Geist

#### **ESD FLEXIBLE PACKAGING**

Alrmold/W.R. Grace Co.
Allled Electronics, Inc. Subsidiary of
Hall-Mark\*D Armand Mfg. Inc. Atrix, Inc.\*D Charleswater Products, Inc. Com-Kyl Inc.\*D Com-Kyl Inc.\*D
Desco Industries
Electronics Warehouse Corp.\*D
Global Kitting
Highland Products, Inc.
HMC-Hub Material Co.\*D
W.S. Jenks & Son\*D
Jensen Tools Inc.\*D Jit Resources Joseph Electronics\*D MAI/Prime Parts\*D MCM Electronics\*D NRD Inc. Static Control Products Plastic Systems, Inc.
Print Products International \*D ..... 44 Republic Packaging Corp. RNJ Electronics Inc.\*D Seco Industries Semtronics Corp. Sentinel Products Div. Packaging Industries Group
The Simco Co., Inc.
Specialized Products Co.\*D Start International\*D Techni-Tool Inc.\*D Gregory Thomas, Inc. 3M Electrical Specialties Div.

#### STATIC DETECTION METERS

Wescorp

AEMC Corp.
Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Atrix, Inc.\*D Chapman Corp. Charleswater Products, Inc. Com-Kyl Inc.\*D Contact East, Inc.\*D Desco Industries Electro-Metrics, Inc. A Penril Corp. HMC-Hub Material Co.\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Jit Resources Joseph Electronics\*D Monroe Electronics, Inc. NRD Inc. Static Control Products Plastic Systems, Inc.
Print Products International \*D ..... 44 RNJ Electronics Inc.\*D Semtronics Corp.
The Simco Co., Inc.
Specialized Products Co.\*D Specialized Products Co.\*D
Start International\*D
Static Control Services, Inc.
Tech Spray, Inc.
Techni-Tool Inc.\*D
Temco Instruments Inc.
Gregory Thomas, Inc.
3M Electrical Specialities Div.
Tool Kit Specialities Inc.\*D Tool Kit Specialists, Inc.\*D Vortec Corp.

#### Supplies/accessories equipment

#### BATTERIES

All Electronics Corp.\*D

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Amprobe Instrument
Amprobe Instrument
Andrews Electronics \*D
Arrow Electronics Inc. Catalog Sales
Div.\*D Ambico Atrix, Inc.\*D Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D Avex Probes Inc. B-B&W Electronics\*D Bursma Electronic Distributing\*D Com-Kyl Inc.\*D Computer Componet Source \*D
Computer Power, Inc. Consolidated Electronics, Inc. D ... Contact East, Inc.\*D Diversified Parts\*D Electronic Parts Supply\*D
Electronics Warehouse Corp.\*D
Fox International\*D GMB/dba Fox International\*D Herman Electronics\*D HMC-Hub Material Co.\*D Hosfelt Electronics\*D HSC Electronic Supply\*D JDR Micro\*D W.S. Jenks & Son\*D Joseph Electronics\*D Kelvin Electronics\*D MAI/Prime Parts\*D M.A.T. Electronics\*D 57 Matsushita Services Co. MCM Electronics\*D Minuteman Mouser Electronics\*D Panasonic Industrial Co. Parts Express International Inc.®D ..... Pfanstiehl Corp. Philips ECG
Philtek Power Corp.
Premium Parts + Electronics Co.\*D
RNJ Electronics Inc.\*D
Russell Industries Russell Industries
Sanyo Energy Corp.
Sony Service Co. National Parts Div.\*D
Specialized Products Co.\*D
Techni-Tool Inc.\*D
Tool Kit Speciallsts, Inc.\*D
Tri State Electronics\*D
Universal Enterprises Zenith Sales Co. A Div. of Zenith Electronics Corp.

#### BENCHES/CABINETS

Allled Electronics, Inc. Subsidiary of Hall-Mark\*D Arrow Electronics Inc. Catalog Sales
Div.\*D Com-Kyl Inc.\*D Contact East, Inc.\*D Hand Tool Industries, Inc. HMC-Hub Material Co.\*D W.S. Jenks & Son®D 21 Joseph Electronics\*D Klein Tools, Inc. MAI/Prime Parts\*D Mouser Electronics\*D Parts Express International Inc.\*D .....
The Rex Co. RNJ Electronics Inc.\*D
Specialized Products Co.\*D
Start International\*D Techni-Tool Inc.\*D
Tri State Electronics\*D
Workplace Systems
Zero Corp., East Div.

#### CHEMICALS

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Andrews Electronics \*D Arrow Electronics Inc. Catalog Sales Div.\*D Atrix, Inc.\*D B-B&W Electronics\*D Bursma Electronic Distributing\*D Caig Labs, Inc. Chemtronics Inc.

Gregory Thomas, Inc.

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Com-Kyl Inc.*D Consolidated Electronics, Inc.*D
Contact East, Inc.*D Cooper Associates*D CRC Industries, Inc.
Diversified Parts*D Dow U.S.A.
Echelon Industries*D Elger Electronics*D
Electronics Warehouse Corp.*D Falcon Safety Products, Inc.
Fordham Radio Supply Co.*D Four Star Chemical
Fox International*D
GMB/dba Fox International*D Herman Electronics*D
HMC-Hub Material Co.*D Hosfelt Electronics*D
HSC Electronic Supply*D JDR Micro*D
W.S. Jenks & Son*D  Joseph Electronics*D
Klein Tools, Inc. MAI/Prime Parts*D
M.A.T. Electronics*D
Micro Care Corp. Micro-Circuits Co., Inc.
Miller-Stephenson Chemical Co. Mouser Electronics*D
P.K. Neuses Inc.*D Parts Express International Inc.*D
Philips ECG 23 Premium Parts + Electronics Co. D 55
Print Products International *D 44 Prorachi Electronics Corp.
Quietrole Co. Rawn Co. Inc., (Subsidiary of the
Triangle Corp.) RemGrit Corp. RNJ Electronics Inc.*D
Rogers Anti-Static Chemicals Sony Service Co. National Parts Div.*D
Specialized Products Co.*D Start International*D
Tech Spray, Inc. Techni-Tool Inc.*D
Tool Kit Specialists, Inc.*D Tri State Electronics*D
Zenith Sales Co. A Div. of Zenith Electronics Corp.

#### **CLEANING SUPPLIES**

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Atrix, Inc.\*D AudiovIsual Inc. (Video Midwest/AVC Systems Divs.)\*D Bursma Electronic Distributing\*D Calg Labs, Inc. Chemtronics Inc. Com-Kyl Inc.\*D Consolidated Electronics, Inc.\*D ... Contact East, Inc.\*D Cooper Associates\*D CRC Industries, Inc. Diversified Parts\*D Echelon Industries\*D Eiger Electronics\*D Electronic Parts Supply\*D Electronics Warehouse Corp.\*D Falcon Safety Products, Inc. Fordham Radio Supply Co.\*D Four Star Chemical Fox International\*D ... Herman Electronics\*D HMC-Hub Material Co.\*D HSC Electronic Supply\*D W.S. Jenks & Son\*D Joseph Electronics\*D Klein Tools, Inc. MAI/Prime Parts\*D M.A.T. Electronics\*D MCM Electronics\*D Metro Data Vac Micro Care Corp P.K. Neuses Inc.\*D Parts Express International Inc.\*D
Philips ECG Print Products International \*D ......
RNJ Electronics Inc.\*D Sony Service Co. National Parts Div.\*D Specialized Products Co.\*D Start International\*D Tech Spray, Inc.
Techni-Tool Inc.\*D
The Texwipe Co. Thomson Consumer Electronics, Inc. Distributor & Special Products\*D 3M Consumer Video & Audio Products Div. Tool Kit Specialists, Inc.\*D

#### LAMPS

All Electronics Corp.\*D
Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Arrow Electronics Inc. Catalog Sales Div.\*D Atrix, Inc.\*D Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D B-B&W Electronics\*D Bursma Electronic Distributing\*D Com-Kyl Inc.\*D Consolidated Electronics, Inc.\*D ... Contact East, Inc.\*D Cooper Associates\*D Dazor Mfg.
Diversified Parts\*D
Eiger Electronics\*D Electronics Warehouse Corp.\*D Fordham Radio Supply Co.\*D Herman Electronics\*D HMC-Hub Material Co.\*D Hosfelt Electronics\*D Jensen Tools Inc.\*D
Joseph Electronics\*D Kelvin Electronics\*D MAI/Prime Parts\*D M.A.T. Electronics\*D MCM Electronics\*D Moody Tools, Inc. Specialized Products Co.\*D Start International\*D
Techni-Tool Inc.\*D Tool Kit Specialists, Inc.\*D Tri State Electronics\*D

#### **MAGNIFIERS**

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Atrix, Inc.\*D

Aven International, Inc. B-B&W Electronics\*D Com-Kyl Inc.\*D Consolidated Electronics, Inc.\*D Contact East, Inc. D Dazor Mfg.
Edroy Products
Electro Tool, Inc. \*D
Electronics Warehouse Corp.\*D Fordham Radio Supply Co.\*D
Fox International\*D Herman Electronics\*D HMC-Hub Material Co.\*D Hosfelt Electronics\*D HSC Electronic Supply\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D
Joseph Electronics\*D
M.A.T. Electronics\*D
MCM Electronics\*D Moody Tools, Inc.
Print Products International \*D ...... 44 RNJ Electronics Inc.\*D Solder Absorbing Technology, Inc. Specialized Products Co.\*D Start International\*D Techni-Tool Inc.\*D
Tool Kit Specialists, Inc.\*D
Tri State Electronics\*D Vector-Viz Instrument Div. a Vector Group Co. Brian R. White Co., Inc.\*D

#### SHELVES/RACKS/BINS

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D

Arrow Electronics Inc. Catalog Sales Com-Kyl Inc.\*D Contact East, Inc.\*D Fordham Radio Supply Co.\*D HMC-Hub Material Co.\*D W.S. Jenks & Son\*D Joseph Electronics\*D Klein Tools, Inc. MAI/Prime Parts\*D MCM Electronics\*D Melmat Inc. Print Products International \*D ..... 44 The Rex Co. Techni-Tool Inc.\*D Tool Kit Specialists, Inc.\*D Trace Racks Workplace Systems

#### SOLDER/DESOLDERING **BRAID/FLUX**

All Electronics Corp.\*D

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D American Design Components\*D Andrews Electronics \*D Arrow Electronics Inc. Catalog Sales
Div.\*D Atrix, Inc.\*D B-B&W Electronics\*D The Boardworks Bursma Electronic Distributing\*D Chemtronics Inc. Com-Kyl Inc.\*D Consolidated Electronics, Inc.\*D .... Contact East, Inc.\*D Cooper Associates\*D Eiger Electronics\*D Electronic Parts Supply\*D
Electronics Warehouse Corp.\*D
Elvo Div. of Zumbach Electronics Corp. ESP, Inc. Fox International\*D 45
GC Electronics Div. of GC Thorsen Co.
GMB/dba Fox International\*D Hand Tool Industries, Inc. Herman Electronics\*D Hexacon Electric Co. HMC-Hub Material Co.\*D Hosfelt Electronics\*D HSC Electronic Supply\*D JDR Micro\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D
Joseph Electronics\*D Kelvin Electronics\*D MAI/Prime Parts\*D M.A.T. Electronics\*D MCM Electronics\*D Mouser Electronics\*D Nu-Concept Systems, Inc. Omega Engineering Inc. Omega Engineering inc.
Parts Express International Inc.\*D
Premium Parts + Electronics Co.\*D
Print Products International \*D
RNJ Electronics Inc.\*D
Solder Absorbing Technology, Inc.
Solder Removal Co.
Sony Service Co. National Parts Dis Sony Service Co. National Parts Div.\*D Specialized Products Co.\*D Start International\*D Tech Spray, Inc.
TechnI-Tool Inc.\*D
Tool Kit Specialists, Inc.\*D
Tri State Electronics\*D Brian R. White Co., Inc.\*D Zenith Sales Co. A Div. of Zenith Electronics Corp.

#### **TUBING**

All Electronics Corp.\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Arrow Electronics Inc. Catalog Sales B-B&W Electronics\*D
Bursma Electronic Distributing\*D
Consolidated Electronics, Inc.\*D
Contact East, Inc.\*D Fox International®D GMB/dba Fox International\*D Herman Electronics\*D HMC-Hub Material Co.\*D

Hosfelt Electronics\*D HSC Electronic Supply\*D Interconnect Devices, Inc. W.S. Jenks & Son\*D Jensen Tools Inc.\*D Joseph Electronics\*D MAI/Prime Parts\*D MCM Electronics\*D Mouser Electronics\*D M.M. Newman Corp. Russell Industries Techni-Tool Inc.\*D 3M Electrical Specialties Div. Tri State Electronics\*D Tucker Electronics Co.\*D

#### WIRE, CABLE AND **ACCESSORIES**

All Electronics Corp.\*D Allled Electronics, Inc. Subsidiary of Hall-Mark\*D American Design Components\*D Arrow Electronics Inc. Catalog Sales DIv.\*D Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D B-B&W Electronics\*D Bursma Electronic Distributing\*D Consolidated Electronics, Inc.\*D Contact East, Inc.\*D Cooper Associates\*D Diversified Parts\*D Elger Electronics\*D Electro Standards Lab, Inc. Data Communications Products Div. Electronic Parts Supply\*D Electronics Warehouse Corp.\*D GMB/dba Fox International\*D Hand Tool Industries, Inc. Herman Electronics\*D Hosfelt Electronics\*D HSC Electronic Supply\*D Interconnect Devices, Inc. ITT Pomona Electronics
JDR Micro\*D Jensen Tools Inc.\*D
Joseph Electronics\*D Kelvin Electronics\*D MAI/Prime Parts\*D M.A.T. Electronics\*D MCM Electronics\*D Mouser Electronics\*D M.M. Newman Corp. Nu-Data Inc. Omega Engineering Inc. **ORA Electronics** Pfanstiehl Corp. RNJ Electronics Inc.\*D SHOGYO International Corp. Support Systems International Cables & Accessories Div.
Techni-Tool Inc. D 3M Electronic Products Div. 3M Private Network Products Trl State Electronics\*D Tucker Electronics Co.\*D

#### Audio/video accessories

#### A/B SWITCHES

All Flectronics Corp.\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Ambico American Design Components\*D Arrow Electronics Inc. Catalog Sales Div.\*D Atrix, Inc.\*D
Addiovisual Inc. (Video Midwest/AVC
Systems Divs.)\*D
B-B&W Electronics\*D
Channel Master Div. of Avnet, Inc. Computer Componet Source \*D Consolidated Electronics, Inc. D ... Eiger Electronics\*D

See Adv. Page Electro Standards Lab, Inc. Data Communications Products Div. Electronic Parts Supply\*D Electronics Warehouse Corp.\*D Electronics Warehouse Corp. D
Flow International D
GC Electronics Div. of GC Thorsen Co.
GMB/dba Fox International D Herman Electronics\*D
Hosfelt Electronics\*D
International Components Corp. JDR Micro\*D Joseph Electronics\*D Kelvin Electronics\*D -Com Inc. MAI/Prime Parts\*D
M.A.T. Electronics\*D
MCM Electronics\*D Nu-Data Inc. Omega Engineering Inc. 

Philips ECG 23
Premium Parts + Electronics Co.\*D ...55
RNJ Electronics Inc.\*D
Sony Service Co. National Parts Div.\*D

Support Systems International Cables & Accessories Div.

Winegard Co.
Zenith Sales Co. A Div. of Zenith
Electronics Corp.

#### COUPLERS/SPLITTERS

Tri State Electronics\*D

Pfanstiehl Corp.

All Electronics Corp.\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Arrow Electronics Inc. Catalog Sales Div.\*D
Audiovisual Inc. (Video Midwest/AVC
Systems Divs.)\*D
B-B&W Electronics\*D
Channel Master Div. of Avnet, Inc.
Computer Componet Source \*D
Consolidated Electronics, Inc.\*D
Elger Electronics\*D Electro Standards Lab, Inc. Data Communications Products Div.
Electron Processing
Electronic Parts Supply\*D Electronics Warehouse Corp.\*D
Electronix, Inc.\*D
Fox International\*D GC Electronics Div. of GC Thorsen Co. GMB/dba Fox International\*D Herman Electronics\*D Hosfelt Electronics\*D International Components Corp. JDR Micro\*D Jensen Tools Inc.\*D Joseph Electronics®D Kelvin Electronics\*D
MAI/Prime Parts\*D
M.A.T. Electronics\*D
M.CM Electronics\*D
Microwave Filter Co., Inc.
Mouser Electronics\*D Multiplex Technology, Inc. Nu-Data Inc. Omega Engineering Inc. ORA Electronics
Parts Express International Inc.\*D \_\_\_\_\_\_52 Pfanstiehl Corp. Philips ECG 23
Premium Parts + Electronics Co.\*D ...55
RNJ Electronics Inc.\*D Sony Service Co. National Parts Div.\*D Support Systems International Cables & Accessories Div.
Tri State Electronics\*D

#### **FILTERS**

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D American Design Components\*D
Arrow Electronics Inc. Catalog Sales Div.\*D Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D

Winegard Co.
Zenith Sales Co. A Div. of Zenith
Electronics Corp.

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B-B&W Electronics\*D Channel Master Div. of Avnet, Inc. Electronics Warehouse Corp.\*D Hosfelt Electronics\*D Jensen Tools Inc. D
Joseph Electronics D Kalglo Electronics Co. Inc.
MAI/Prime Parts\*D
M.A.T. Electronics\*D Microwave Filter Co., Inc. Mouser Electronics\*D Pfanstiehl Corp. RNJ Electronics Inc.\*D
Sony Service Co. National Parts Div.\*D
Tri State Electronics\*D Verite Winegard Co.

Allied Electronics, Inc. Subsidiary of Hall-Mark\*D

#### RF SWITCHERS

Arrow Electronics Inc. Catalog Sales Div.\*D B-B&W Electronics\*D Computer Componet Source \*D Consolidated Electronics, Inc.\*D Eiger Electronics®D **Electron Processing** Electronic Parts Supply\*D
Electronics Warehouse Corp.\*D
Electronix, Inc.\*D
Fox International\*D
GMB/dba Fox International\*D
Herman Electronics\*D Interconnect Devices, Inc.
International Components Corp.
Joseph Electronics\*D
Kelvin Electronics\*D MAI/Prime Parts\*D M.A.T. Electronics\*D MCM Electronics\*D **ORA Electronics** Pfanstlehl Corp.
Philips ECG 23
Premium Parts + Electronics Co.\*D ...55 RNJ Electronics Inc.\*D Sony Service Co. National Parts Div.\*D Tri State Electronics\*D Zenith Sales Co. A Div. of Zenith Electronics Corp.

#### SIGNAL MIXERS

Arrow Electronics Inc. Catalog Sales Audiovisual Inc. (Video Midwest/AVC Systems Divs.)\*D B-B&W Electronics\*D Computer Componet Source \*D Consolidated Electronics, Inc.\*D ......
Eiger Electronics\*D Electronics Warehouse Corp. D Joseph Electronics\*D
MCM Electronics\*D
Multiplex Technology, Inc.
Pfanstlehl Corp. RNJ Electronics Inc.\*D Sony Service Co. National Parts Div.\*D Trl State Electronics\*D

#### Tools

#### **HEAT GUNS**

All Electronics Corp.\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D Andrews Electronics \*D Arrow Electronics Inc. Catalog Sales
Div.\*D

B-B&W Electronics\*D B-BAW Electronics\*D
Bursma Electronic Distributing\*D
Com-Kyl Inc.\*D
Computer Componet Source \*D
Consolidated Electronics, Inc.\*D Contact East, Inc.\*D

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Cooper Associates\*D Eiger Electronics\*D Electronics Warehouse Corp.\*D GC Electronics Div. of GC Thorsen Co.
Hand Tool Industries, Inc.
Herman Electronics\*D
HMC-Hub Material Co.\*D
Hosfelt Electronics\*D HSC Electronic Supply\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Joseph Electronics\*D Kelvin Electronics\*D MAI/Prime Parts\*D MCM Electronics\*D M.M. Newman Corp. Paladin Corp.
Parts Express International Inc.\*D ..... Philips CEC Technical Training Service Co.\*D
Philips ECG Portasol, Inc.
Print Products International \*D ..... 44 3M Private Network Products Tool Kit Specialists, Inc.\*D Tri State Electronics\*D Ungar, A Rubbermald Co. Brian R. White Co., Inc.\*D

#### JIGS/FIXTURES/VISES

Allled Electronics, Inc. Subsidiary of Hall-Mark\*D B-B&W Electronics\*D ted Electronics, Inc.\*D .... Diversified Parts\*D
Electronics Warehouse Corp.\*D
Fox International\*D GMB/dba Fox International\*D Hand Tool Industries, Inc. HMC-Hub Material Co.\*D HSC Electronic Supply\*D HSC Service Co. Div. of HItachi Sales Corp. of America JDR Micro\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D Joseph Electronics\*D Kelvin Electronics\*D MAI/Prime Parts\*D MCM Electronics\*D
Parts Express International Inc.\*D Philips CEC Technical Training Service Co.\*D Premium Parts + Electronics Co.\*D ...55 Sony Service Co. National Parts Div.\*D Specialized Products Co.\*D Start International\*D

#### SOLDERING/DESOLDERING EQUIPMENT

Tool Kit Specialists, Inc.\*D Tri State Electronics\*D

Techni-Tool Inc.\*D

All Electronics Corp.\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D American Design Components\*D Andrews Electronics \*D A.P.E. Corp. Arrow Electronics Inc. Catalog Sales Div.\*D Atrix, Inc.\*D B-B&W Electronics\*D B-B&W Electronics
The Boardworks
Bursma Electronic Distributing\*D
Com-Kyl Inc.\*D
Computer Componet Source \*D
Consolidated Electronics, Inc.\*D Contact East, Inc.\*D Cooper Associates\*D
CooperTools
Digi-Key Corp.\*D
Diversified Parts\*D
Elger Electronics\*D

Electronic Parts Supply\*D

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Electronics Warehouse Corp.\*D Electronix, Inc.\*D Elenco Electronics, Inc. Eleno Electronics, Inc.
Elvo Div. of Zumbach Electronics Corp.
Eraser Co., Inc. Wybar Div.
ESP, Inc.
Fordham Radio Supply Co.\*D GC Electronics Div. of GC Thorsen Co. GMB/dba Fox International\*D Hand Tool Industries, Inc. Heath Co.
Herman Electronics\*D
Hexacon Electric Co.
HMC-Hub Material Co.\*D Hosfelt Electronics\*D HSC Electronic Supply\*D
HSC Service Co. Div. of Hitachi Sales Corp. of America
JDR Micro\*D
W.S. Jenks & Son\*D
Jensen Tools Inc.\*D Joseph Electronics\*D Kelvin Electronics®D
Leads Metal Products, Inc. (ENDECO) MAI/Prime Parts\*D M.A.T. Electronics\*D .
MCM Electronics\*D .
Mouser Electronics\*D P.K. Neuses Inc. D M.M. Newman Corp. Nu-Concept Systems, Inc. O.K. Industries Inc. Omega Engineering Inc. ORA Electronics Pace, Inc. Co.\*D
Philips ECG Planned Products Portasol, Inc.
Premium Parts + Electronics Co.\*D ....55
Print Products International \*D .....44 The Rex Co. RNJ Electronics Inc. D RNJ Electronics Inc.\*D Royel Soldering Systems, Inc. Snap-On Tools Corp. Solder Absorbing Technology, Inc. Solder Removal Co. Sony Service Co. National Parts Div.\*D Specialized Products Co.\*D Start International\*D Tech Spray, Inc.
Techni-Tool Inc.\*D
Tool Tron Industries Tri State Electronics\*D Ungar, A Rubbermaid Co. Brian R. White Co., Inc.\*D

#### **TOOL CASES**

Allied Electronics, Inc. Subsidiary of Hall-Mark®D American Design Components®D Amprobe Instrument Arrow Electronics Inc. Catalog Sales Div.\*D Div.\*D
Atrix, Inc.\*D
B-B&W Electronics\*D
Bursma Electronic Distributing\*D
Chicago Case Co. Contact East, Inc.\*D Cooper Associates\*D
CooperTools
Diversified Case Diversified Parts\*D Eiger Electronics\*D
Electro Tool, Inc. \*D
Electronics Warehouse Corp.\*D Electronics Warehouse Corp. D
Electronics, Inc.\*D
C.H. Ellis Co., Inc.
Fordham Radio Supply Co.\*D
GC Electronics Div. of GC Thorsen Co. Gemini Inc. GMB/dba Fox International\*D Hand Tool Industries, Inc. Herman Electronics\*D Highland Products, Inc. HMC-Hub Material Co.\*D Hosfelt Electronics\*D JDR Micro\*D

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W.S. Jenks & Son*D  Jensen Tools Inc.*D  Jonard Industries Corp.  Joseph Electronics*D  Kelvin Electronics*D
Klein Tools, Inc.
MAI/Prime Parts*D
M.A.T. Electronics*D 5
Melmat Inc.
Mouser Electronics*D
P.K. Neuses Inc.*D
Omega Engineering Inc.
Philips CEC Technical Training Service
Co.*D
Platt Luggage
Premium Parts + Electronics Co.*D5!
Print Products International *D 44
R & K Supply Co.
RNJ Electronics Inc.*D
Snap-On Tools Corp.
Sony Service Co. National Parts Div.*[
Specialized Products Co.*D
Spencer Industries
Techni-Tool Inc.*D
Thomson Consumer Electronics, Inc.
Distributor & Special Products*D
Tool Kit Specialists, Inc.*D
Tri State Electronics*D
Zero Corp., East Div.

Tool Kit Specialists, Inc.*D
Tri State Electronics*D
Brian R. White Co., Inc.*D

#### **TOOLS, MISCELLANEOUS**

All Electronics Corp.\*D Allied Electronics, Inc. Subsidiary of Hall-Mark\*D American Design Components\*D Andrews Electronics \*D Arrow Electronics Inc. Catalog Sales Div.\*D Atrix, Inc.\*D Aven International, Inc. B-B&W Electronics\*D The Boardworks Bondhus Corp. Bursma Electronic Distributing\*D Caig Labs, Inc. Cementex Products, Inc. Channel Master Div. of Avnet, Inc. Clauss Cutlery Co. Com-Kyl Inc.\*D Computer Componet Source \*D Consolidated Electronics, Inc.\*D ... Contact East, Inc.\*D Cooper Associates\*D

CooperTools Diversified Parts\*D Dremel Elger Electronics\*D Electronic Parts Supply\*D
Electronics Warehouse Corp.\*D Electronix, Inc.\*D Elenco Electronics, Inc. Eraser Co., Inc. Wybar Div. GMB/dba Fox International\*D The Granite Corp. Hand Tool Industries, Inc. Herman Electronics\*D HMC-Hub Material Co.\*D HSC Electronic Supply\*D JDR Micro\*D W.S. Jenks & Son\*D Jensen Tools Inc.\*D

Johnson Electronic Technologies Jonard Industries Corp. Joseph Electronics\*D Kelvin Electronics\*D Klein Tools, Inc.
MAI/Prime Parts\*D
MCM Electronics\*D Micro-Circuits Co., Inc. Moody Tools, Inc.

Mouser Electronics\*D P.K. Neuses Inc.\*D O.K. Industries Inc. Omega Engineering Inc. ORA Electronics Paladin Corp. PanaVise Products, Inc. Parts Express International Inc.\*D 52
Philips CEC Technical Training Service
Co.\*D Portasol, Inc. Premium Parts + Electronics Co.\*D ...55 Prorachi Electronics Corp. The Rex Co. R & K Supply Co. RNJ Electronics Inc.\*D Snap-On Tools Corp. Solder Removal Co. Sony Service Co. National Parts Div.\*D Specialized Products Co.\*D Techni-Tool Inc.\*D Thomson Consumer Electronics, Inc. Distributor & Special Products\*D 3M Electronic Products Div. Tool Kit Specialists, Inc.\*D
Tool Tron Industries Tri State Electronics\*D Ungar, A Rubbermaid Co.

#### TOOL KITC

TOOL KITS
Allied Electronics, Inc. Subsidiary of Hall-Mark*D
American Design Components*D  AMP Inc.
Andrews Electronics *D Arrow Electronics Inc. Catalog Sales
Div.*D Atrix, Inc.*D
Brunelle Instruments Inc.
Bursma Electronic Distributing*D Com-Kyl Inc.*D
Computer Componet Source *D Consolidated Electronics, Inc.*D
Contact East, Inc.*D
Cooper Associates*D CooperTools
Diversified Parts*D
Eiger Electronics*D Electro Standards Lab, Inc. Data
Communications Products Div.
Electro Tool, Inc. *D Electronic Parts Supply*D
Electronic Parts Supply*D Electronics Warehouse Corp.*D
Fordham Radio Supply Co.*D Fox International*D
GC Electronics Div. of GC Thorsen Co.
Hand Tool Industries, Inc. Heath Co.
Herman Electronics*D HMC-Hub Material Co.*D
HSC Electronic Supply*D
ITT Pomona Electronics JDR Micro*D
W.S. Jenks & Son*D
Jensen Tools Inc.*D 21 Jonard Industries Corp.
Joseph Electronics*D
Kelvin Electronics*D Klein Tools, Inc. MAI/Prime Parts*D
MAI/Prime Parts*D M.A.T. Electronics*D
MCM Electronics*D
Moody Tools, Inc. Mouser Electronics*0
P.K. Neuses Inc.*D
Nu-Data Inc. O.K. Industries Inc.
Omega Engineering Inc.
Pace, Inc. Paladin Corp.
Parts Express International Inc.*D
Print Products International *D 44
R & K Supply Co. RNJ Electronics Inc.*D
Snap-On Tools Corp.
Sony Service Co. National Parts Div.*D Specialized Products Co.*D
Spencer Industries Techni-Tool Inc.*D
Thomson Consumer Electronics, Inc.
Distributor & Special Products*D

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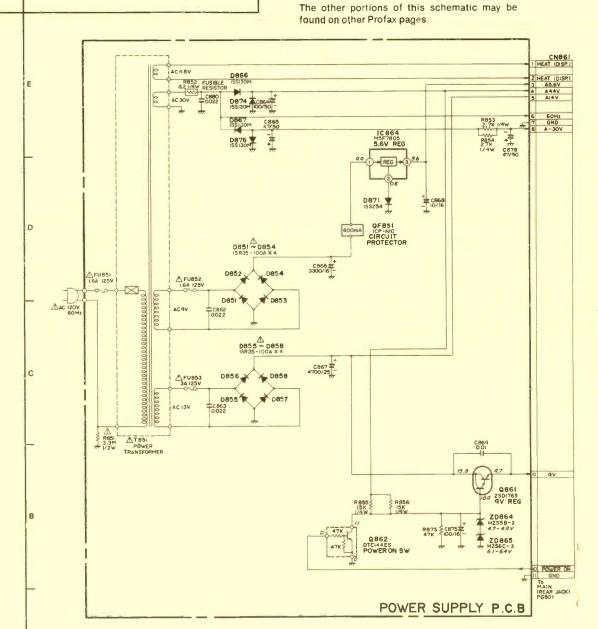
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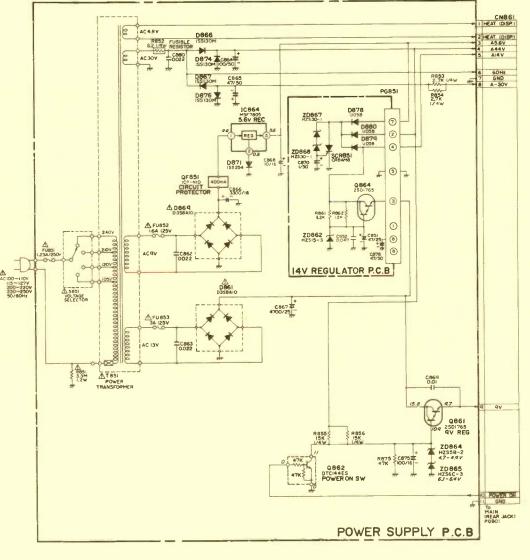
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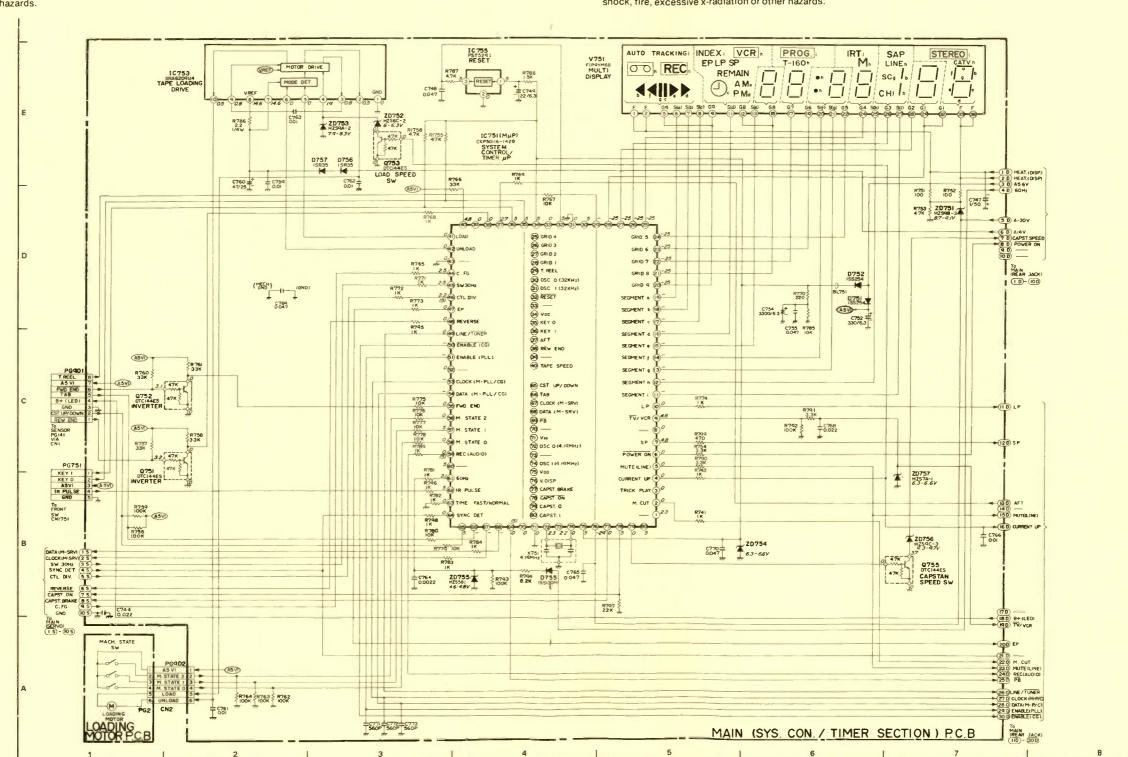
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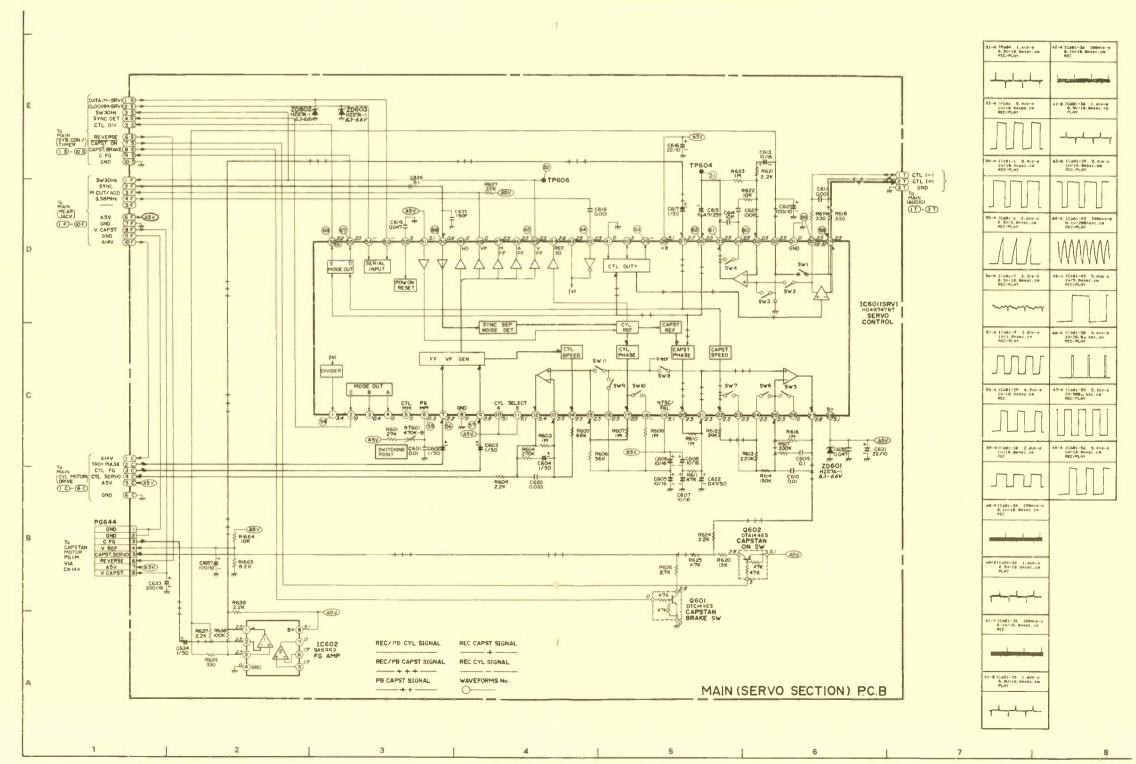
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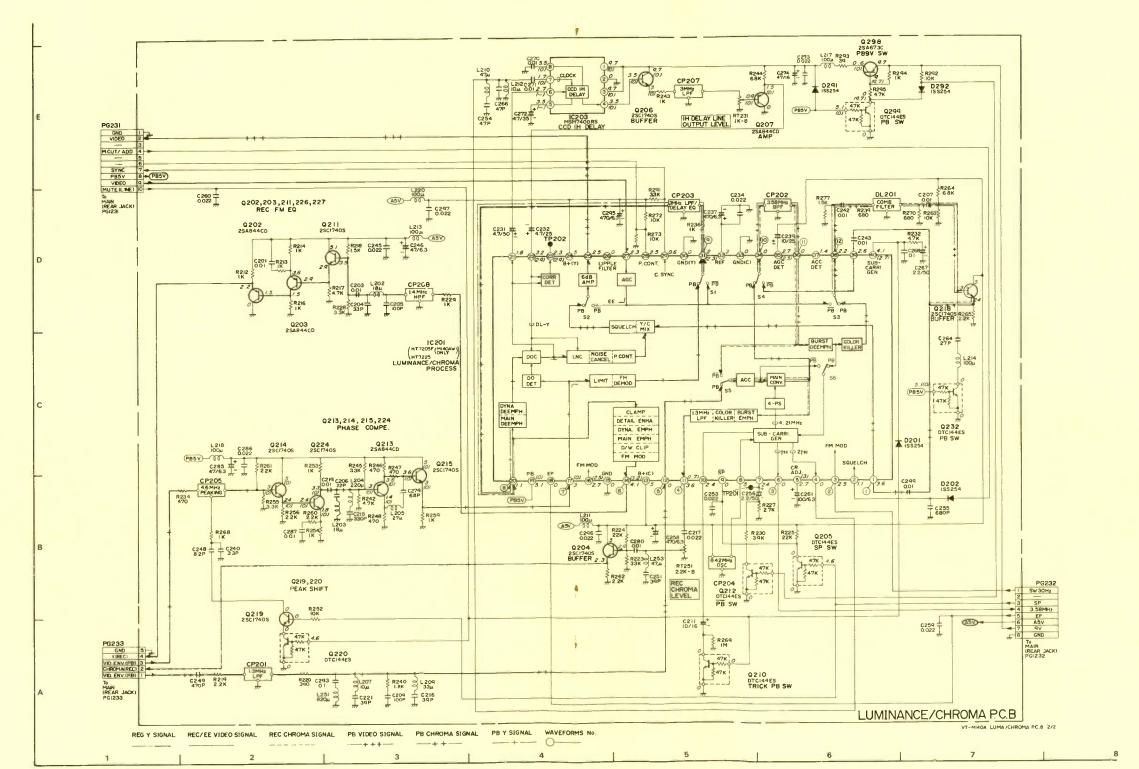
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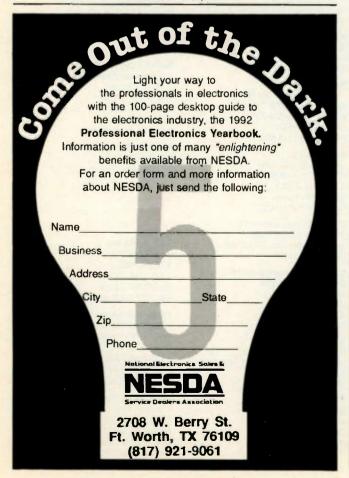
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# What's multimedia?

By the ES&T Staff

Based on information provided by Yamaha.

The integration of the personal computer into the family of consumer electronics products is well under way. The ability of the computer to store and retrieve information, from inventories of the family valuables to recipes, makes it a welcome appliance in many homes. The ability of a computer to accommodate leisure time activities, whether playing arcade-style games or providing the weekend pilot with an inexpensive flight simulator, extends its usefulness.

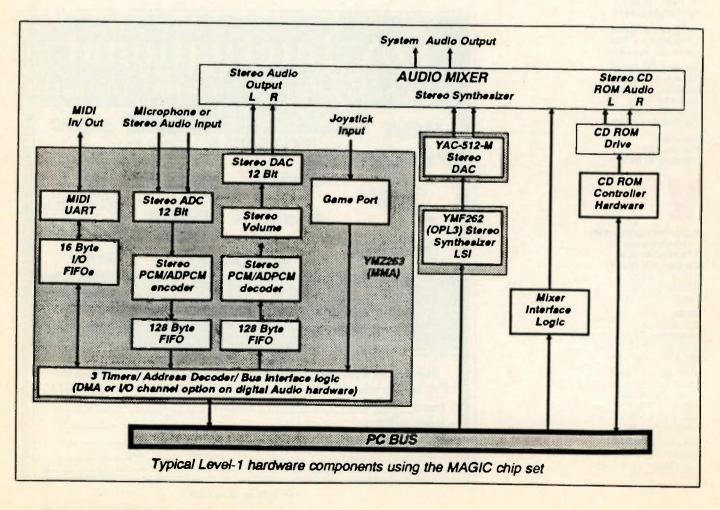
One limitation of many computers that has limited their appeal has been their inability to produce high quality sound. Recent developments in consumer electronics technology have improved that situation considerably.

One application of computers that feature a good source of sound and a high capacity storage device such as the compact disk is as a sort of "living" encyclopedia. For example, at the winter consumer electronics show in Las Vegas in January, one manufacturer had a computer with a CD ROM (compact disk read-only memory) input and good sound output. When the name "Mozart" was keved in, a picture of Mozart appeared on the screen, and a piece composed by Mozart began playing through the speakers. The press of a key brought up the text typical of an encyclopedia description of the composer.

This is a technology that service centers may soon be coming into contact with, therefore this seems to be a good time to begin coverage of this new technology.

PC's have been capable of producing sound and color graphics for quite some time. Recently the combination of interactive video and audio has gained enough momentum to be called by its own name - multimedia.

The announcement of Microsoft's Multimedia Windows was the first step towards the standardization of hardware and software for PC video and sound. This article will take a look at the pieces that comprise a standard multimedia platform.



#### Multimedia Level-1 hardware

At the November 1990 Microsoft Multimedia Developers Conference, which took place in San Jose, CA, Microsoft and Tandy jointly proposed that a minimal platform for delivering sound in a PC-based multimedia presentation should include:

- a MIDI interface (MIDI stands for musical instrument digital interface)
- a PCM digital audio channel
- a CD ROM drive with audio capability
- an analog mixer

This basic level of multimedia is referred to as the "Level-1" hardware upgrade specification (see Figure 1). The term "Multimedia PC," or MPC is used to describe a PC so equipped.

The level-1 hardware specification enables software vendors to assume that end users with an MPC can take advantage of the sound and video capabilities designed into multimedia software.

#### **MIDI**

MIDI provides a convenient means of creating high-quality music with minimal data storage overhead (see "MIDI fundamentals"). An MPC's MIDI port can be used to record music in the form of MIDI data that can be played back via external synthesizers.

In a typical multimedia presentation, an MPC may need to manipulate complex video and digital audio information while transmitting and receiving time-sensitive MIDI data as a background task. Because of this, the MIDI interface hardware should not add significantly to system overhead while transmitting or receiving MIDI data.

#### Digital audio fundamentals

Multimedia PC's convert between analog and digital audio by using analog to digital (A/D) converters and digital to analog (D/A) converters. The most common conversion method is called PCM (pulse code modulation). In this process, the analog signal is sampled at a fixed rate and the level measured at each sample point is converted into an equivalent digital number. The number of times per second

this conversion occurs is called the "sampling rate."

For instance, an 8-bit A/D converter can convert a sampled analog value into one of 256 numbers, while a 12-bit A/D converter can break the same sample down into a finer resolution of over 4,000 levels. The dynamic range of the converted signal is directly dependent upon the number of bits in the conversion process. Each bit of resolution provides 6dB of dynamic range. Thus an 8-bit converter provides 48dB of dynamic range, while 12- bit and 16-bit converters provide 72dB and 96dB respectively.

Disk storage requirements for the resulting digital audio file depend upon the sampling rate and bit resolution of the hardware used. For example, a stereo signal sampled at a 16 bit resolution at 44.1kHz creates a file that expands at approximately 170kb/second. Thus I minute of stereo, CD quality PCM music could consume as much as 10Mb of hard disk space.

Data compression schemes such as ADPCM (adaptive differential pulse code modulation) can significantly reduce the data storage requirements of straight PCM audio. As with any data compression method, however, ADPCM inherently causes a certain amount of signal degradation. Depending upon the ADPCM method used, the loss of signal quality can be minimal. Thus ADPCM is more than adequate for all but the most demanding audio requirements. Since ADPCM can reduce storage requirements by about 3:1 over straight PCM recording, ADPCM is often used for distributing digital audio files with an application and for digital voice annotation

Because there are several ADPCM encoding schemes in use, compressed audio files are usually compatible only with the hardware on which they were created. Although no industrywide ADPCM standard has been adopted, the most common is the CCITT algorithm which offers a 2:1 compression ratio (8 bit to 4 bit). A more recent device uses a modified version of this algorithm to achieve a 3:1 compression ratio (12 bit to 4 bit).

#### **MIDI** Fundamentals

MIDI (musical instrument digital

interface) is a hardware/software protocol developed in the early 1980's by a consortium of synthesizer manufacturers to provide a standard means of connecting multiple synthesizers. Since then, MIDI has evolved into the industry-standard software/hardware protocol used to connect computers to synthesizers.

PC's have been making music with MIDI for nearly 10 years with software products from PC MIDI pioneers. This MIDI software typically turns the PC into a sophisticated MIDI record/playback device that is used to control external synthesizers which in turn generate music.

Today, virtually every synthesizer includes a MIDI port. A PC equipped with a MIDI interface can control an array of MIDI synthesizers, lighting controllers, tape decks, sound effects processors, etc., to create an "electronic orchestra" completely under software control.

The benefits of using MIDI as a multimedia sound source include:

- MIDI offers the most compact way to store song data. In fact, a MIDI song file of well under 20kb can play a song that would take many megabytes of hard disk space if saved in high-quality digital audio format.
- PC-controlled MIDI music offers the performer complete control over tempo, length, orchestration, rhythm, and other musical attributes so that a performance may be customized for any application. This unique ability to manipulate musical parameters in a detailed way is probably the most powerful aspect of PC- generated music.
- A PC MIDI port also provides a means of recording MIDI data. The MIDI music represented by this data is stored as "MIDI files," an industry-standard format for saving MIDI song data.
- MIDI synthesizers of professional quality can create music that is virtually indistinguishable from real instruments. This can make the resulting music sound more dramatic and realistic than is possible with simpler PC bus based synthesizers.

Future installments will carry more information about this new, sure to grow, technology.

# Understanding comb filters

By the ES&T staff

A color television receiver recreates the picture and audio information from the TV broadcast signal. The picture information is made up of the luminance (brightness) signal and the chrominance (color) signal.

In the case of the NTSC system, the luminance signal and the chrominance signal share the same frequency band. In order to prevent interference caused by this sharing, the frequency spectrum of each of these components is broadcasted by interleaving, as shown in Figure 1.

Usually, when a color television receiver recreates the picture by receiving the luminance and chrominance signals, separation of the original two components is not carried out in accordance with the frequency spectrum of each signal.

For this reason, interference between the two signals may occur. The luminance signal may interfere with the chrominance signal causing "barber pole" interference in the picture. Conversely, the chrominance signal may interfere with the luminance signal causing "dot interference" in the picture.

In order to prevent these interferences, a trap corresponding to the chrominance signal frequency is usually installed in the luminance channel to block the chrominance signal.

This trap also blocks the high frequency portion of the luminance signal component, which occupies the same band-pass. As a result, the high

Based on the service manual for the Hitachi NP80LX chassis.

frequency portion of the luminance information will be lost, and the resolution of the reproduced picture will be reduced (Figure 2).

By employing a comb filter circuit, the luminance signal and the chrominance signal can be separated completely in a comb waveform (the frequency spectrum of each component, luminance and chrominance, resembles the teeth of a comb) corresponding to each frequency spectrum, and the interference between the luminance signal and the chrominance signal can be eliminated.

Moreover, because of this comb filter circuit eliminates the need to install a chroma signal trap (a 3.58MHz trap) in the luminance signal path, the bandwidth of the luminance signal is not reduced, and thus the resolution of the reproduced picture is improved (Figure 3).

### The objects of employing a comb filter circuit

The objects of employing a comb filter circuit are:

- 1. To eliminate 3.58MHz dot interference from the chrominance signal to the luminance signal.
- 2. To eliminate barber pole interference from the luminance signal to the chrominance signal.
- 3. To improve the resolution of the picture.

### The principle of operation of the comb filter

Since the contents of the luminance signal before a horizontal scanning pe-

riod is almost identical with the contents of the luminance signal after the horizontal scanning period, it is possible to add these two signals to obtain a signal that is twice as strong. Conversely, it is also possible to subtract to delete them.

The chroma signal, on the other hand, is in the form of amplitude modulation of the subcarrier signals (fs = 455/2fH = 3.579545MHz), in many cases, and the subcarrier phase is reversed at every 1 horizontal scanning period. For that reason, it is possible to subtract the signals to obtain a signal that is twice as strong, and conversely to add to delete them.

By using the above mentioned technique, and by combining the 1 horizontal period delay circuit with both the summation and the subtraction paths as shown in Figure 4, it is possible to derive from the composite video signal, the luminance signal without chrominance and the chrominance signal without luminance, thus eliminating the interference between the luminance signal and the chrominance signal.

Because there is no need to employ a trap conventionally used for eliminating 3.58MHz dot interference, the bandwidth of the luminance signal circuit is not reduced, which results in improved resolution.

#### An actual comb filter circuit

The comb filter circuit employed in the Hitachi NP80LX2 chassis is shown in Figure 5. The circuit consists of 1H (one horizontal sweep period) delay

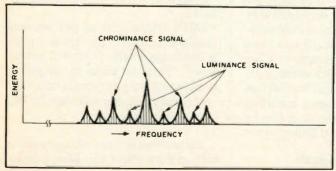


Figure 1.

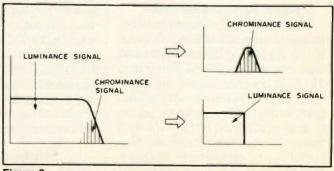


Figure 2.

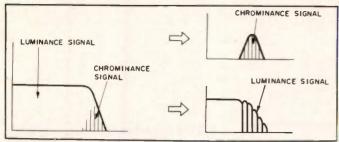


Figure 3.

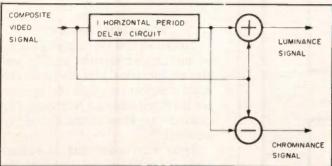
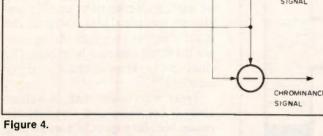


Figure 5.

COMPOSITE VIDEO SIGNAL



line, video amplifier Q302 (used to compensate the insertion loss of the 1H delay line), variable resistor R305 to eliminate the variations of the insertion loss of the 1H delay line, and L303 whose function is to add and subtract the delayed signal and the undelayed signal.

#### Operation of the comb filter circuit

The composite video signal is applied to the base of Q302, and only components in the range of 3-4MHz appear at the collector of Q302, as shown in Figure 5. Output from the collector of Q302 is passed through the 1H delay line (DL301), which causes a time lag of one horizontal period to the signals that arrive at terminals 3 and 4. When the non-delayed signal is applied to this delayed signal at terminal 3 through R307, the outputs are the luminance component of the composite video signal to the base of Q304,

and the color component without the luminance signal of 3-4MHz out of the composite video signal to the base of Q303.

AMPLITUDE ADJUSTMENT

DL 301

R307

L302

9302

C 303

R906

R304

L303 PHASE ADJUSTMENT

BASE OF 0304 TO VICEO AMP

BASE OF Q303

TO COLOR CIR

CUIT

Here the function of R305 is a gain adjustment for Q302 to compensate for insertion loss caused by the 1H delay line installation.

L303 operates both adding and subtracting signals and provides phase adjustment for the delayed and non-delayed signals.

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#### What do you know about electronics?

# The ASIC

By Sam Wilson, CET

The letters ASIC stand for Application Specific Integrated Circuit. It is a method of making an integrated circuit. This type of design is accomplished by using a computer.

The designer has a library of basic circuits available at the touch of the proper computer keys. The circuits are called standard cells. That is an unfortunate selection of terms. Now we have two standard cells. The original meaning of the term standard cell is a voltage source made with a specific construction and chemicals. See Figure 1. The terminal voltage of a standard cell is provided by the manufacturer - accurate to five decimal places.

Standard cells are used as very accurate voltage references.

Incidentally, if you happen to run across one don't touch the leads! These cells cannot provide any current above 0.0001A. If a standard cell is subjected to any greater current flow they can be destroyed. That's expen-

The standard cell in ASICs is a selfcontained analog circuit or digital circuit, (or, some other basic unit of electronics). Using a computer, the designer selects the desired standard cell and moves it on the screen into the system.

The library of standard cells available to the designer may consist of any number of basic units - depending upon the manufacturer. In one example, the library consists of about 100 standard cells. It has both analog and digital standard cells.

An important advantage of the ASIC design is that the designer doesn't need to know anything about how integrated circuits are fabricated. The design procedure is given clearly by the computer software.

Another advantage is the very fast turnaround between an idea and the final product. The cost is low - even for small quantities. Also, competing

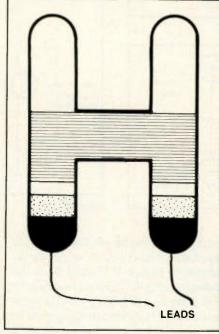


Figure 1.

companies will find it difficult to copy a design. Many ASIC designs have more than ten thousand transistors.

When integrated circuits were first introduced, some technicians were reluctant to give up the idea of analyzing circuits by chasing electroncs through individual components. That idea has been out of favor for a long time. (However, it is still an important method of understanding the theory of operation of circuits. This theory is taught in basic electronics courses.)

Chasing electrons through an ASIC design could turn out to be a lifetime job in a design with over 10,000 transistors. Even if you could do it, you wouldn't get any useful troubleshooting information. You can't replace transistors in any integrated circuit.

At the manufacturer's location the approach is to use ATE (Automatic Test Equipment) to test ASICs.

In the field you have to troubleshoot by chasing signals not electrons. Quality test equipment and knowledge of how to use it are important parts of your future in troubleshooting. There

will still be outboard circuits - especially those that handle high currents and/ or voltages.

#### Where is the battery?

You know that the pumping action of the heart is created by an electrical signal. Electrical signals cause the heart muscles to contract and squeeze out the blood with each heartbeat. The question is: How is the electricity generated?

There is no doubt that the human body is fearfully and wonderfully made. Men have spent lifetimes trying to fathom the depths of this complicated organism. Many of the mysteries of life have been solved by equating them to the electrical and chemical systems. However, the meaning of life is still elusive and has been left to the mental gymnastics performed by philosophers. We are not interested in that for this particular article.

A chemist might look at the human body as a chemical manufacturing plant. The complicated chemical structures of the blood, tissues and cells have been well documented by chemists. The chemist may see the electrical activity in the human body as being incidental to the chemical activity.

An electrical engineer may look at the human body as being a very complicated system of feedback networks, electrical conductors and electric generators. A complete electrical analysis of the human body has not been accomplished because of the staggering number of cells, transport systems, feedback networks and generators present.

The fact is that neither a complete chemical or electrical analysis is possible, at least at the present time. Each cell in the body has both electrical and chemical activity.

When you stop to think that there are over 60 trillion cells in the human body you begin to realize the complication. Add that to the fact that each of these cells is interacting with other

Wilson is the electronic theory consultant for ES&T.

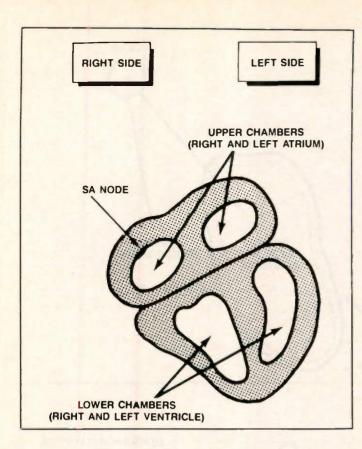
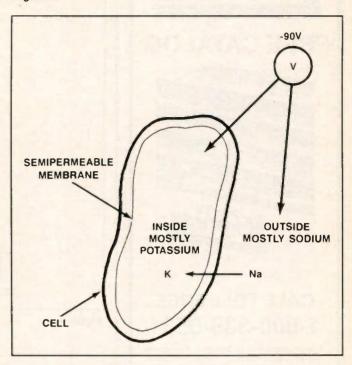


Figure 2.

Figure 3.



cells in ways that are not always fully understood.

In this article we are interested in where the electric signal comes from that causes the heart to beat. More important at this time, how is that signal generated? Let me say this at the start - I am going to make full use of some models that enable us to picture what is happening. I do this because I don't believe electronics technicians are really interested in a detailed study of chemical activities involved in producing a heartbeat. However, the models are quite accurate and give a good concept of what is happening.

A good place to start is to review some of the basic ideas related to the heart and its activity. The heart is a pump. In a human adult the heart is divided into four chambers - two upper chambers and two lower chambers. These chambers hold blood and they are used to pump the blood through the 60,000 miles of blood vessels. In one single day the equivalent of approximately 4,000 gallons of blood is pumped by this remarkable organ.

Figure 2 is a rough drawing of the heart and the chambers. The blood goes out from the lower chambers of the heart by way of arteries. The blood returns to the heart through veins into the upper chambers. In the upper

right chamber, called the right atrium, there is a very small region where the heart beat begins. If you are a name dropper you might want to remeber that this small region is called the central (AS) node. It is the pacemaker that generates pulses of 60 to 80 beats per minute. Signals from the brain can increase that to as high as 150 beats per minute under conditions of hysteria and shock.

OK, so we know where the voltage is generated, but how is that voltage generated? To understand this, we have to go to the basic construction of the cells of SA node.

This discussion does not include the common activities of all cells. The cells we are interested in are constructed somewhat like the simplified illustration in Figure 3. There is an inside chamber and a semi-permeable membrane that separates it from the outside world surrounding the cell. The semi-permeable membrane consists of very, very tiny holes which permit certain ions to pass through.

In our first glance at the cell it will be considered to be in the resting condition. There are two concentrations of ions. (see Figure 3). When the cell is in the resting state there is approximately a 90 millivolt difference of potential between the inside of the cell and the outside. This difference in po-

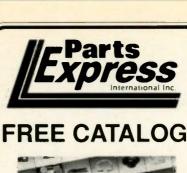
tential occurs because of the ionic imbalance between two points.

You may think of it as being a battery. The resting state just described is called the polarized state. In this state the difference in the chemical makeup of the inside and outside of the cell, and also the difference in potential is shown in Figure 3. The combination of these chemical and electrical signals is called a gradient.

That gradient affects the passage of tiny potassium ions through the membrane. The larger sodium atoms are not able to pass readily through the membrane, but the potassium ions can pass. You can think of it this way - the potassium ions are smaller than the sodium ions so they can pass through the very tiny holes in the membrane.

Starting from the resting state the potassium atoms pass through the membrane. That eventually causes the different concentration of sodium and potassium ions inside and outside of the cell shown in Figure 4. Observe the difference in potential compared with the voltage in the resting state. Under this condition the cell is considered to be depolarized.

To summarize, in the polarized state there is a -90 millivolt potential between the inside and outside of the cell. In the depolarized state the potential changes to +20 millivolts. Figure





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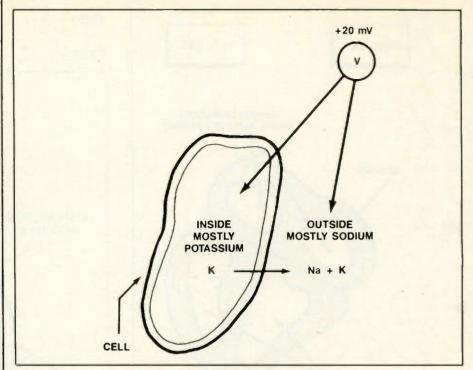


Figure 4.

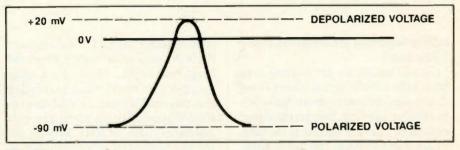


Figure 5.

5 shows a graph of the potential as it would appear on an oscilloscope.

The potential difference occurs because of motion of ions through the semi-permeable membrane. Once the voltage is generated it produces a motion of ions in the reverse direction to return the cell to the polarized state. If you have a high number of these cells in a small region, as in the SA node, there is some kind of mysterious signal that occurs between the cells. They all become polarized at nearly the same instant and all become depolarized at the same time.

The electric impulse flows first into the upper chambers and later into the lower chambers. That way, the return blood from the veins is first squeezed into the lower chambers, then out of the lower chambers into the arteries.

Let me summarize the action The cell has two states of electrical potential, In the polarized or resting state the potential between the inside and outside of the cell is -90V. In the depolarized state the difference in potential between the inside and outside of the cell is 20V. You can think of the cell as being a very tiny battery that switches between the two voltages. The reason it turns on and off is that ions are able to pass through the cell surface membrane in such a way that the voltages are generated.

The rate at which the polarizationdepolarization-polarization pulse occurs is dependent upon a number of factors. One is the membrane construction itself. Another is the electrical potential between the inside and outside of the cell. Not to be denied is the fact that the human brain can cause chemicals to be delivered to the cell to speed up their activity - that is, to change the rate of ion migration. That, in turn, changes the rate of the heartbeat.

# Test your electronics knowledge

By Sam Wilson, CET

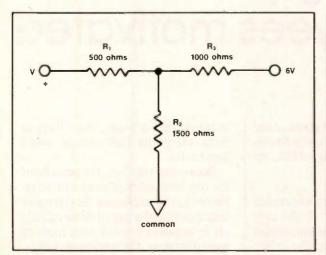


Figure 1.

Figure 4.

- 1. What is the value of input voltage (V) in Figure 1?
- 2. For the 500 Hertz sinewave voltage shown in Figure 2 the time marked (t)

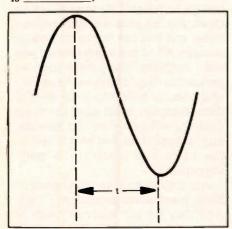


Figure 2.

- 3. Convert 230<sub>10</sub> to a binary number
- 4. A signal that indicates a hardware condition or the program status is called a \_
- 5.10 decibels =

Wilson is the electronics theory consultant for ES&T.

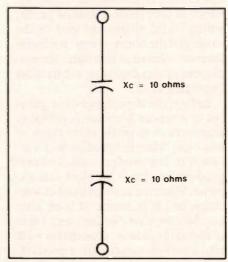


Figure 3.

- 6. Each capacitor in Figure 3 has a reactance of  $10\Omega$ . The capacitive reactance of the combination is
- A. 5 ohms
- B. 20 ohms
- C. 7.5 ohms
- D. (Cannot be determined from information given)
- 7. With a 10 kHz sinewave, 10V input signal in the circuit of Figure 4, the VOM should read
- A. about 10V

- B. about 5V
- C. about 0V
- D. (none of these choices is correct)
- 8. Apparent power in an R-L circuit is measured in
- A. VARS
- B. watts
- C. volt-amperes
- D. darafs
- 9. Two insulated wires twisted together make a "gimmick." It is used as
- A. an inductor
- B. a capacitor
- C. a resistor
- D. a gyrator
- 10. Using two or more interconnected processors to simultaneously perform different parts of an application is called\_

#### **BONUS QUESTION**

The Morse Code was invented by

- A. Samuel Morse
- B. Sam Wilson
- C. Alfred Vail
- D. Morison Trapp

(Answers on page 56)

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#### **Business Corner**

# Keeping your employees motivated

By the ES&T Staff

Adapted from a seminar given at the Winter Consumer Electronics Show, Las Vegas, NV, January 1992, by C.C. (Connie) Bell

The employees of a company are the people who do the work. In the case of a servicing business, the employees greet the customers, accept the defective products for service, disassemble the products, diagnose the nature of the problem, and reassemble the products. If those employees are not performing their jobs right, the consequences will be dissatisfied customers, which in turn leads to loss of profit, which could ultimately lead to the closing of the doors of your business. forever. Viewed in this light, the employees of any business, are its most important asset.

In fact, the importance of employees in a service business is probably greater than in many other types of business. When the product is in warranty, to the product manufacturer product service is an after sale expense. When the product is out of warranty, to the consumer it is an after purchase expense. Neither party wants to spend the money. Customers walk into a service center with a product. They walk out with the same product. In the eyes of the customer, the service center doesn't do anything for them.

Because the employees of a service business are so important, it's important that they be properly motivated, educated and compensated. Many top level managers may not even realize that they are motivators for every individual in the organization, but they are. If a manager is perceived by anyone in the service department as being in control of their working conditions, their employment, their salary, even if he rarely comes in contact with them, then that manager is a motivator for that person. That person will try

to please the manager. He will try to do the things that that manager wants him to do.

Because of this fact, the attitude of the top level management will be reflected by the employees. So if the attitude expressed by any of those managers is negative toward customers or manufacturers, the employees will reflect that attitude. If Mrs. Smith is a pain to you, then she will be a pain throughout the entire organization. Sooner or later, she will probably become aware of this fact, and take her business elsewhere. Obviously, you don't want that to happen.

As soon as you hire people, your success in the service industry will depend on how well you communicate, how well you motivate.

Managing is a learned ability. You can go to school, you can listen to tapes, you can go to seminars and lectures, and you can be taught how to manage. All of that is to no avail if you can't motivate. Everyone in your organization should be considered part of a team. In order to get the most of them everyone must have the same goal, the same purpose. So management is important, but how to follow the rules and motivate is most important.

According to one management book, true leaders are made not born. And they are not made as much as others as by themselves. So we make ourselves what we are. and if we are aware that we are motivators we can do a better job. We can instill a team concept in our unit, motivating employees through collective goals.

## Some ways to let the technicians know they're important

One way to let the employees know that they're important, and that their contributions are appreciated is to provide them with opportunities to improve their skills, and to do so in such a manner that it will be remembered. For example, Bell mentioned that in the early days of his service center, whenever they had a service meeting, they had the field service representative come in at noon, then shut down to have the meeting, which would last until five. At five o'clock the company paid to have a fine meal catered in. This treatment told the employees "you're important".

Good test equipment is an important motivator too. Every technician would like to have absolutely the best test equipment, so he might come and say "Hey, I need XYZ scope." This particular instrument might be a little over the budget. So give him the book and say choose whatever oscilloscope you want. Our budget is this. Let him make his own choice for your approval, but keep it within reason. Again, you're letting him know he's important. You're saying to him, "Whatever you want we'll try to provide, because you're helping us. You're part of the team."

Another recommendation is that managers attend in-house or local service meetings. You probably won't even know what they're talking about, but go. Let your employees know that you care.

Ride with an outside technician at least every six months, for a whole day. Let him know that you understand his problems. And you'll learn more about his problems and when he has a problem take care of it.

These are just a few of the many ways to motivate good employees. In these turbulent times when good technical people are hard to find, and the competition to hire them is intense, it only makes good sense to let them know that they are appreciated, and to do everything you can to keep them on the payroll.



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#### **WATCH FOR**





This exclusive monthly column will show you how to run your service operation more efficiently and profitably.

You'll learn about

- building customer satisfaction
- writing service contracts
- marketing your services
- · hiring technicians.

## Test your electronics knowledge

(from page 53)

- 1. Answer: 8V Current through R<sub>2</sub> = I = V/R = 6/1500Voltage across  $R1 = V1 = IR_1 =$  $6/1500 \times 500 = 2V$  $V = V_1 + V_2 = 2V + 6V = 8V$ (answer)
- 2. Answer: I millisecond The period of the wave is T = 1/f = 1/500=0.002 second t = 1/2T = 0.001 second = 1 milli-
- 3. Answer: 11100110

#### Proof:

1	1	1	0	0	1	1	0
00	21	2 <sup>2</sup>	$0^3$	04	25	26	27
0	2	4	0	0	32	64	128

- 4. Answer: flag (by definition)
- 5. Answer: 1.151 nepers Number of  $dB \times 0.1151 = number$ of nepers (a neper is the foreign equivalent of decibels.)
- 6. Answer: B Capacitors in series combine as reciprocals the same way as resistors in parallel. However, the reactances combine in simple addition.
- 7. Answer: C The meter deflects to the average value of the sinewave voltage across the load resistor (R<sub>I</sub>). The average value of a sinewave voltage is zero votls. This is true even though there is crossover distortion.
- 8. Answer: C Apparent power = volts X amps
- 9. Answer: B The capacity is, of course, a very low value. If you have a capacitor meter or bridge you can trim this capacitor to the desired number of picofarads.
- 10. Answer: parallel processing (by definition)

Answer to the Bonus Question

C - Alfred Vail

#### Test accessory catalog

Pomona Electronics has introduced their new, 140-page 1992 catalog of electronic test accessories. Highlights include two new lines of test probes and clips for miniature and heavyduty applications and an expanded line of oscilloscope probe kits. Additional accessories for testing of SMT devices and high-density leaded components rounds out this growing area.

The catalog also features new IC clip kits, coax/BNC universal adapter kits, digital multimeter test lead kits, cable and patch accessories and jumper kits.

Ten major product categories are presented with an easy-to-use index and includes the company's most popular selection of jumpers and cables, boxes, plugs and jacks, connectors, adapters, single-point test clips and static control devices.

Circle (1) on Reply Card

#### New spring 1992 catalog

Contact East now has a 196 page catalog which comes packed with hundreds of new test instruments and tools for engineers, managers, technicians, and hobbyists.

Featured are quality products from brand-name manufacturers for testing, repairing, and assembling electronic equipment. Product highlights include new: DMMs, EPROM programmers, power supplies, adhesives, tool kits, and portable digital scopes. Also included are our popular lines of DMMs, communication test equipment, soldering/desoldering systems, static protection products, ozone safe cleaners, magnifiers, inspection equipment, workbenches, precision hand tools, tool kits, cases and more. All products are fully guaranteed, and orders placed by 4 p.m. are shipped by 5 p.m.

Circle (2) on Reply Card

#### PC instrumentation and data acquisition catalog

Global Specialties is offering a new 16-page color catalog containing PC instrumentation and data acquisition products. The catalog features virtual instruments on a card, plus analog and digital I/O cards for IBM-PC compat-

ibles. The boards, which plug directly into the PC I/O slots, include several multi-channel analog/digital combination cards, opto-isolated Darlington output card, 48-channel PIO card, thermocouple input cards, plus two virtual instrument boards. The virtual instruments include PCI-DMM, an intelligent digital multimeter, and PCI-GEN, which is equivalent to a function generator, pulse generator, waveform generator, and counter/timer. Each PCI instrument includes the card and a software graphics package for operating the instrument. The catalog also contains several pages of accessory items which simplify application interfacing. All the products come with extensive user documentation and program examples in BASIC and "C".

Circle (3) on Reply Card

#### Catalog of software and hardware

National Instruments Corporation has announced that its new 544 page, full-color 1992 catalog is available now. The catalog describes the company's comprehensive line of software and hardware products used by engineers and scientists to develop instrumentation systems. The 1992 catalog contains products for developing systems that use signal conditioning accessories with plug-in PC data acquisition boards and GPIB, VXI, or RS-232 instruments, in any combination, on PC/XT/AT, Micro Channel, EISA, Macintosh, Sun DEC, and other computer platforms. The new catalog is color-coded by section - Application Software, GPIB, Data Acquisition, VXI/MXI, and training. The first four sections feature comprehensive tutorials to help readers learn more about IEEE-488.2, SCPI, plug-in data acquisition systems, VXI and MXI. The tutorials contain examples of applications, presented graphically with diagrams, that the reader can use as templates to create similar systems for applications involving instrument control, data acquisition and analysis, test and measurement, laboratory automation, process control and monitoring digital signal processing, and signal conditioning.

Circle (4) on Reply Card

#### **VCR PARTS**

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STK0080	\$16.95ea
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Circle (34) on Reply Card

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- Readers Exchange items must be restricted to no more than three items each for wanted and for sale, and may be no more than approximately four magazine column lines in length (about 20 words).

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76 N. Broadway
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Sencore VA48 factory Re-manufactured never used \$550.00 and a B7K 747 tube tester \$150.00, B&K 470CRT tester-very good condition \$200.00 all items plus shipping. Albert Barber 9973 Walnut Grove Riverside, CA 92503 (714) 688-1458.

GE Flybacks, new never used. 1-EP77X55, 1-EP77X44. Elmer Wieland 237 Talbot Dr. Bedford, OH (216) 232-8653.

Sencore CR70 New unused, in box \$800.00. Patrick Mahoney (503) 689-6500 ext. 241.

Sencore VA48 factory Re-manufactured never used \$550.00 and a B7K 747 tube tester \$150.00, B&K 470CRT tester-very good condition \$200.00 all items plus shipping. Albert Barber 9973 Walnut Grove Riverside, CA 92503 (714) 688-1458.

24 electronic manuals, 3858 pages, hundreds of schematics/diagrams, \$55.00 postpaid. 104 new TV parts \$55.00 postpaid. 755 new electronic tubes in their original boxes/Best offer. Transistors, TV parts, test equipment, electronic books, electronic courses. Send a LSASE (2-stamps) for lists. Retiring, R.J. Horsley 67 Theodore Street Buffalo, NY 14211.

B&K telephone analyzer model 1050 with manuals. Like new condition original \$1700.00 asking 850.00. Joe Silver, 260 Candlewood Rd. Rochester, NY 14609. (716) 288-1520.

Sencore VA 62A with VC63, NT 64 and accessory jack expander, \$3100. B&K 480 CRT tube tester and restorer, like new \$300. Bell and Howell micro-fiche SR-II, \$50. Call 803-647-1002, after 5. Tom Burkett Rt 3 Box 775 Westminster 5C 29693.

B&K 467 picture tube restorer/analyzer and all adaptors \$200.00; B&K 667 Solid State Tube Tester \$80.00; Heathkit 10-12 Oscope \$100.00. They are in excellent condition. Liem Mguyem 2373 Pruneridge Ave., Santa Clara, CA 95050 408-241-5420.

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Tenma 72-740 scope. Dual trace-delayed sweep. Dual time 9 month old-original box and papers. COD OK \$500.00 Ray Dorsner 303-686-7204.

24 ES&T books complete 1990-1991 \$20.00.ME Andrews 89 Ten Run PO Box 91 Exeter, RI 02822.

Training kits- VCR-Fax-Cd's - \$100.00 All or \$40 each. These are videos with workbooks. Ray Dorsner 303-686-7204. Call for more info.

#### WANTED

Transistor radios (Motorola, Zenith Etc.) and small tube portables. S. Martin 815 N. Hayden Rd., B-204 Scottsdale AZ 85257 602-994-3162.

Schematic/service manual for telequipment D54 oscilloscope and Hughes Memo-Scope 105A. Will buy or copy. *Joe Silver 260 Candlewood Rd. Rochester*, NY 14609.

Tekfax manuals 100, 102, 104, and 119. Charles T. Huth, 229 Melmore St., Tiffin, OH 44883 419-448-0007.

FM generator, 415 sweep marker, B&K 1077B analyst with all manuals. John Waskowitz 5800 83rd Street Brooklyn, NY 11209.

Schematic diagram and service data on an old Gibson guitar amplifier. (SKYLARK GA 5) Amplifier uses 5 miniature tubes. Elmer J. Alderman Route 2 - Box 139 Madison, NC 27025.

Need thick film voltage divider Part No. 1906 for Sylvania CK3000 test Jig. *Happy Valley TV*, 501 Roosevelt St. Exeter, PA 18643 717-693-2820.

B&K 466 CRT tester, parts only. Repairable Sencore Z meter. William Weathers, P.O. Box 51412, New Orleans, LA 70151 504-483-7685.

Service information: Sams 100-1930. RCA/Zenith complete 196000 thru mid 1980's includes VCR's, Audio etc. Lots P.O. Box 160, Eureka, NV 89316 702-237-5367.

Hickok 225 meter, Mhf and Riders manuals. Send list and price to *Harold Klotzle 773 Midland Avenue Ravenna*, Ohio 44266.

Need service manual, schematic or Sams Photofact MHF-239 for a Marantz Model 2500 stereo receiver. Rick Menzel, 901 Hickory Sandpoint, ID 83864 208-265-4247.

Any free personal case history's or information to help me at my small TV and VCR repair shop. Larry Johnson, RT2 Box 739, Clarksburg, WV 26301 304-623-1025.

Schematic service info or power transformer for Curtis Mathes stereo system model -AE100. John J. Impellizzeri, 45294 Universal Ct., Utica, MI 48317 (313) 254-3946.

Diagram for a Hammand Organ M-2 will pay for copies. Arthur Vickery The Music Shop, 548 Main Street Torrington, CT 06790.

Schematic for Sencore FE 160 Meter. David Benes 1628 Grandview Ave. N. Braddock, PA 15104 (412) 823-0765.

Schematic or service info for Pioneer RG-2 Dynamic Processor. Kentucky Home Electronics, 564 Green Lane, Bardstown, KY 40004 (502) 348-4983.

Variable isolation transformer B&K #1655. Sencore PR57 or equivalent. Chuck Hancuff RD3 Box 664 Meadville, PA. 16335 (814) 724-8626.

Copy of a JC Penny color TV monitor 685-2517. Also a good working tuner for an RCA CTC-118A TV (\*2841294-509). DJ Aiijala 50 Fir Circle, Babbit, MN 55706.

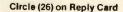


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COMPUTER AIDED TV/VCR REPAIR SOLUTIONS: 5 1/4" IBM Compatible disks. 1,000 VCR, Printout \$83, Disks \$72. 5,400 TV, Printout \$135, Disks \$113 (Hardrive). Two solutions pays for it. Electronic Solutions, 407 W. Ave. "N", San Angelo, TX 76503. 392-5t

VHS-VCR REPAIR SOLUTIONS SETS I, II, III, IV, V, VI. Each contains 150 symptoms and cures, updated cross reference chart, free assistance, \$11.95 each all six \$59.95. Eagle Electronics, 52053 Locks Lane, Granger, IN 46530.

TV TOUGH DOGS 300 symptoms and cures. Send \$10.95 to Davis TV, 11772 Old Fashlon Way, Garden Grove, CA 92640. 3-92-11

VCR HEADACHES? 500 Most common problems and cures. Printout \$49, 1300 Symptoms and cures. Printout and IBM disc. \$125.00. Guaranteed satisfaction. VCR Tuneup Center, 43 James Avenue, Redwood City, CA 94063 or call 1-800-777-7883. Mastercard and Visa accepted. 3-92-2t

REDUCED 85%, Diehl Mark 111 scanner \$79. Diehl Mark V scanner \$199. New. Restore remote control keypads with our conductive coating \$8.99 ppd. WEEC, 2805 University Ave., Madison, WI 53705. 608-238-4629, 608-233-9741.

CROSS REFERENCE FORIC'S: Generic to manufacturers of major Japanese companies. Sent \$19.95 to COBB ELECTRONICCS, P.O. Box 675764, Marietta, 630067-0021. 2-92-2

SAMS: 689 thry 1988 with skips. COD \$35 plus shipping Mr. Smith, Wichita Falls, TX 76301. 817-723-2442 3-91-1

TELEVISION/MONITOR: troubleshooting. Don't spend big bucks on troubleshooting tips. Only \$4.00 for 600 symptoms/cures. Jones Enterprises, Box 702, Niceville, FL 32588-0702.

3-92-3t

FOR SALE: Sencore SC61 \$2,000.00. Mint Condition. Odoms Electronics, Monroe, WA 98272. 206-794-4461. 3-92-1t

SENCORE: model SC61 oscilloscope \$1800.00, Holaday Microwave Survey Meter HI-1800 \$180.00 or \$1900.00 for both. Call collect 314-474-1982. 3-92-1t

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# Manufacturers Parts and Literature Directory

This monthly section is sponsored by manufacturers to help you find the parts and technical literature needed to service their equipment. Call them for replacement parts or for the name of their nearest distributor.

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Phllips ECG	Quasar	Technics
1025 Westminister Drive	50 Meadowlands Parkway	50 Meadowlands Parkway
Williamsport, PA 17701 800-526-9354 fax 800-346-6621	Secaucus, NJ 07094 800-447-4700	Secaucus, NJ 07094 800-447-4700
Thomson Consumer Electronics	Zenith Electronics Corp.	Call Jonathan Kummer at
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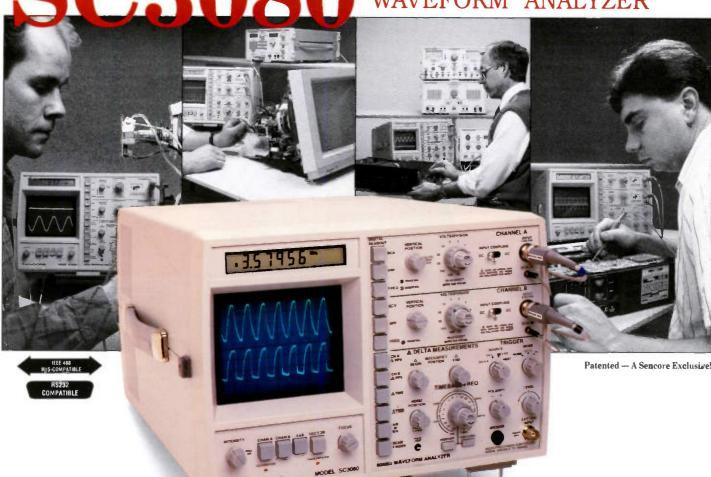
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Fluke 12

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Fast, accurate tests
and measurements:
AC and DC voltage
measurements to
600 volts, ohms to
40 MΩ; audible
continuity test;
and diode test.

Safety—a Fluke standard:
Designed to med U.75 cafety.

Audible Continuity:

CHAR

Safety—a Fluke standard: Designed to meet UL1244, IEC 1010, CSA and VDE safety requirements; extensive overload protection built in.

New! TL75 Hard Point™ Test Leads: Comfort grip with extra strong tips for extended service life.

Circle (6) on Reply Card

To perform fast continuity

the beep; no need to watch

checks, just listen for

the display.