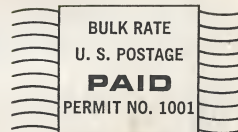


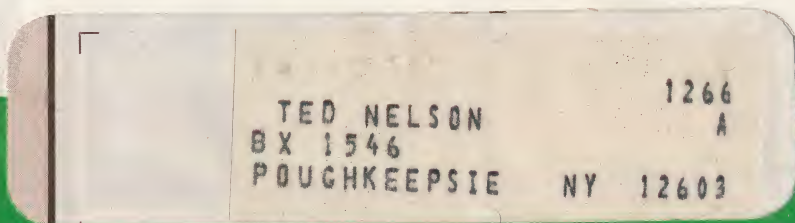


Cleveland Institute of Electronics

1776 East 17th Street • Cleveland, Ohio 44114



BULK RATE
U. S. POSTAGE
PAID
PERMIT NO. 1001



TED NELSON 1266
BX 1546 A
POUGHKEEPSIE NY 12603



**Where do you stand
in the booming world
of electronics?**



Save up to \$40.00! Enroll before Sept. 30!

CIE Cleveland Institute of Electronics
1776 East 17th Street • Cleveland, Ohio 44114

Application For Enrollment

Attach Course Discount Stamp Here

Handwritten address: TED NELSON, BX 1546, POUGHKEEPSIE NY 12603

I hereby make application for the Course indicated. The provisions of this application, together with information contained in current literature, shall constitute an agreement between me and the Institute. If this application is not accepted, all funds remitted will be promptly returned to me.

Is your address correct?

Date of birth Education (Circle highest grade completed) 9 10 11 12 College 1 2 3 4

Present occupation Employer

Have you had any schooling or employment in radio or electronics? Yes No Indicate radio or electronics courses taken:

Name of school Course

How did you learn about Cleveland Institute of Electronics? (Please give name of magazine, student, training representative, or other source.)

CIE COURSES (Please see other side for course descriptions)

TUITION SCHEDULE

526

Check COURSE and PAYMENT PLAN desired

- 1 ELECTRONICS TECHNOLOGY (Save \$25.00)
2 BROADCAST ENGINEERING (Save \$25.00)
3 FIRST-CLASS FCC LICENSE (Save \$25.00)
4 ELECTRONIC COMMUNICATIONS (Save \$25.00)
5 INDUSTRIAL ELECTRONICS & AUTOMATION (Save \$40.00)
6 ADVANCED COMMUNICATIONS ENGINEERING (Save \$40.00)

PLAN A (Payment in full)

- \$320.00 \$295.00
-\$320.00 \$295.00
-\$295.00 \$270.00
-\$295.00 \$270.00
-\$320.00 \$280.00
-\$425.00 \$385.00

PLAN B (Monthly payment)

- \$25.00 down and \$18.50 per month until I pay \$350.00 \$325.00
\$25.00 down and \$18.50 per month until I pay \$350.00 \$325.00
\$25.00 down and \$18.50 per month until I pay \$320.00 \$295.00
\$25.00 down and \$18.50 per month until I pay \$320.00 \$295.00
\$25.00 down and \$18.50 per month until I pay \$350.00 \$310.00
\$25.00 down and \$18.50 per month until I pay \$465.00 \$425.00

Enclosed is \$ as called for by the payment plan I have checked above. Your first set of lessons will be sent parcel post, special handling. If air mail service for this shipment is desired, check here and add \$2.40 to your payment.

I have read and understand the above information and the Rights and Obligations section (on the other side) which is a part of this agreement

(Sign Here)

Date

For your protection make all payments by check, money order or bank draft. If you have to send cash—use Registered Mail.



Accredited by the Accrediting Commission of the National Home Study Council.

The Accrediting Commission has been approved by the U. S. Office of Education as a "nationally recognized accrediting agency."

For Special Rates - enroll before Sept. 30, 1966

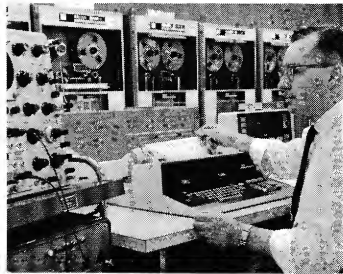
Accepted by (Registrar)

Student Number

HOW YOU CAN SUCCEED IN ELECTRONICS

...Select your future from Six Career Programs

1 ELECTRONICS TECHNOLOGY



COURSE CONTENTS: 66 lessons. A comprehensive program in electronics theory and mathematics covering Automation, Communications, Computers, Industrial Controls, Television, Transistors, Troubleshooting and preparation for 1st Class FCC License.

SUGGESTED RATE OF PROGRESS: One lesson per week — total, 66 weeks.

COMPLETION TIME ALLOWED: 30 months.

2 BROADCAST ENGINEERING

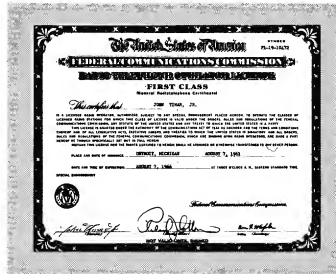


COURSE CONTENTS: 64 lessons. An excellent program in studio engineering covering Transcription and Reproduction Equipment, Program Transmission, Broadcast Transmitters and 1st Class FCC License preparation.

SUGGESTED RATE OF PROGRESS: One lesson per week — total, 64 weeks.

COMPLETION TIME ALLOWED: 27 months.

3 FIRST-CLASS FCC LICENSE



COURSE CONTENTS: 36 lessons. A streamlined program in preparation for a 1st Class FCC License enabling you to operate and maintain aviation, broadcasting, marine, microwave, or mobile transmitting equipment.

SUGGESTED RATE OF PROGRESS: One lesson per week — total, 36 weeks.

COMPLETION TIME ALLOWED: 24 months.

4 ELECTRONIC COMMUNICATIONS



COURSE CONTENTS: 39 lessons. A specialized course in communications leading to a 2nd Class FCC License with Microwave, Mobile Radio, Frequency Modulation, Transistors and Troubleshooting.

SUGGESTED RATE OF PROGRESS: One lesson per week — total, 39 weeks.

COMPLETION TIME ALLOWED: 21 months.

5 INDUSTRIAL ELECTRONICS & AUTOMATION



COURSE CONTENTS: 51 lessons. This program emphasizes Industrial Electronics and Automation including such important subjects as Computers, Electronic Heating and Welding, Industrial Controls, Industrial Television, Servomechanisms and Solid State Devices.

SUGGESTED RATE OF PROGRESS: One lesson per week — total, 51 weeks.

COMPLETION TIME ALLOWED: 24 months.

6 ADVANCED COMMUNICATIONS ENGINEERING



COURSE CONTENTS: 75 lessons. A college-level engineering program on Communication Mathematics; AC and DC Theory; Communication Networks, Bilateral Circuits and Network Analysis; Magnetic Circuit and Radiation Propagation Phenomena; and Radio Components and Systems.

SUGGESTED RATE OF PROGRESS: One lesson per week — total, 75 weeks.

COMPLETION TIME ALLOWED: 36 months.

RIGHTS and OBLIGATIONS

1. The Institute will assign instructors to be available at all times during the term of this agreement for consultation, grading of examinations, advice and comment.
2. Lesson units will be supplied to you as fast as you study. If you anticipate a rapid rate of study, your request for advance lessons will be given prompt action.
3. You may use the Job Opportunities Services at any time during the effective period of this agreement. After graduation you will be entitled to lifetime job placement service.
4. If tuition is to be remitted in monthly installments, all payments must be made when due. The rate of training progress will not affect this obligation.
5. Upon successful completion of your course, you will be awarded a Diploma.
6. This agreement may be cancelled by you in accordance with the rules of the Accrediting Commission of the National Home Study Council by written request to the Institute.
7. You will have a period of ten days in which to examine and use your training material. If you feel the course selected is in any way unsatisfactory, you may return the material and the Institute will make a full refund of all payments.

FCC LICENSE WARRANTY

Completion of Electronics Technology, Broadcast Engineering, or the First-Class FCC License training program will prepare you for a First Class Commercial Radio Telephone License (with Radar Endorsement). Should you fail to pass the FCC examination for this license, after successfully completing one of these programs, you will receive a full refund of all tuition payments.

Completion of the Electronic Communications training program will prepare you for a Second Class Commercial Radio Telephone License. Should you fail to pass the FCC examination for this license, after successfully completing this program, you will receive a full refund of all tuition payments. This warranty is valid for the entire period of the completion time allowed for the course selected.

Cleveland Institute of Electronics

1776 East 17th Street • Cleveland, Ohio 44114 • (216) 781-9400



September, 1966

Dear Friend:

YOU CAN SAVE UP TO \$40.00...IF YOU ACT NOW
AND ENJOY A HIGHER INCOME FOR LIFE!!

Are you interested in earning an extra \$100, or \$200, or more every month? If your answer is a big "YES", this is your LAST CHANCE to prepare for a better job with more pay before our tuition goes up!

If you want to move up in electronics, or if you are employed in a "dead-end" job, here is a golden opportunity to get out of your rut and get a better job that offers... GOOD PAY...RAPID ADVANCEMENT...FUTURE SECURITY.

Now is the ideal time to take advantage of the many exciting, high-pay jobs open to men who know Electronics. Over 1,000,000 (one million) men are urgently needed to fill openings as Electronics Technicians, Broadcast Engineers, Radio and TV Servicemen, Aerospace Engineers, Computer Specialists, etc..

You can easily get a better job! How? It's simple. Just enroll in any CIE electronics course before September 30, 1966. You can SAVE up to \$40.00...and be eligible for our FREE lifetime job placement service. See the enclosed booklet for complete details.

Many Men Earn Up to \$12,000 in Electronics

Are you completely satisfied with your present job? Does it offer a good chance for advancement...or are others getting ahead faster? How about the money? The average annual family income in the U. S. is now over \$8,000. Are you earning that much? Many men in electronics are earning up to \$12,000...supervisors even more!

What does the future hold for you? Are you able to afford the better things in life...a new car, nice clothes, travel? And, if you are married...a home of your own, modern appliances for the wife, and a healthy bank account for your children's education? If you can't make ends meet now, chances are you won't cut it in the years to come either...unless you take action and do something about it!

"My Income Jumped \$3,000 a Year"

Let three CIE students, Don, Gene and Tom, tell you in their own words how CIE helped them get an FCC License and a big hike in pay:

"Since taking the CIE course, I have received my First Class FCC License. Now I am a TV Broadcast Engineer and earn \$150 more a month."--DONALD N. FOSCO, Rochester, New York

(continued on other side...)

"CIE helped me get my FCC License and also pass the entrance exam for my present job at North American Aviation. It pays \$228 a month more."--EUGENE W. FROST, Columbus, Ohio

"I passed the FCC License exam before I finished the first part of the course. My income has jumped \$3,000 a year since I enrolled with CIE."--THOMAS C. ARNOLD, Sulphur, Louisiana

Yes, once you hold an FCC License it's certified Government proof that you are qualified to operate and service transmitting equipment used in aviation, broadcasting, marine, microwave, and mobile communications. Employers prefer to hire licensed men. Many jobs must be filled by men who have an FCC License.

CIE can help you get ahead quickly and economically. You learn at home, in your spare time, with new AUTO-PROGRAMMED lessons. It is the popular and effective way. We are the only electronics school in the United States that provides complete coverage of fundamentals...PLUS new 1966 lessons on: Logic Circuits, Digital Switching, Pulse Theory, Lasers, Single Sideband, Microminiaturization and dozens more.

You Get An FCC License...Or Your Money Back

But there is one more important benefit. You get your Government FCC License ...or your money back! Our famous FCC License Warranty promises (in writing) that you will pass the FCC License exam, on the very first try, or CIE will refund all your tuition...no questions asked. Better than 9 out of 10 CIE students get their FCC License the very first time they try!

Don't miss out on this LAST CHANCE offer! Due to the added costs of servicing our 17,000 students, our tuition goes up after September 30, 1966. But you can still enroll at our present low rates if you act NOW! Just fill in the enclosed Application For Enrollment and attach one Course Savings Stamp in the box as marked. Then send it to me with the correct downpayment in the postpaid air mail envelope.

Special No-Risk 10-Day Trial

You need not hesitate about sending in your enrollment. There is no risk on your part. If your first set of lessons do not convince you they can help you move ahead, you may return everything within 10 days for a full refund of your payment.

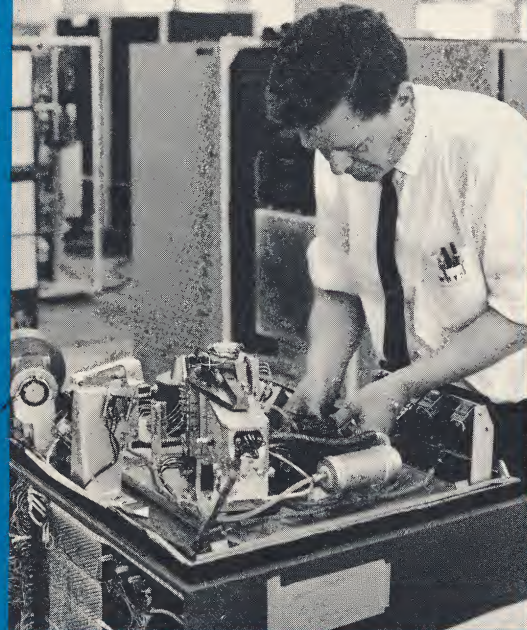
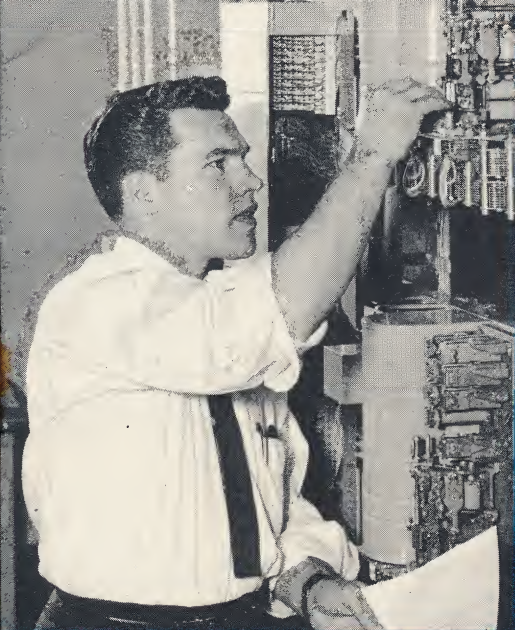
So drop your Application in the mail box today, won't you? Thanks a lot!

Very truly yours,



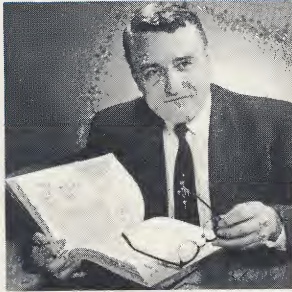
G. O. Allen
President

P. S. To SAVE up to \$40.00 in tuition, your Application must be postmarked no later than September 30, 1966. Don't delay...send it to me TODAY!



WANTED: 1,000,000 Electronic Technicians

Want to Get Ahead in Life?



CARL E. SMITH
*Founder and
Electronics Consultant*

Men who have the proper training find it easier to get ahead in life. You can quickly move up to a better job, with more pay, in Electronics. Here's how.

Look at the next page and see the great demand for Electronics Technicians . . . over one million technicians* are needed today. Which area of Electronics interests you the most? Is it Radio and TV Broadcasting . . . Communications . . . Industrial Electronics . . . or do you want an FCC License?

Whichever it is, CIE has a course to help you master your career objective . . . quickly and economically. Next, turn to the following pages and get the complete details. You will find four new AUTO-PROGRAMMED courses from which to choose. Any one will teach you the necessary electronics theory you must know to be successful in electronics.

Then, read about our famous FCC License Warranty . . . our free LIFETIME employment service . . . and what CIE graduates have to report. When you are finished, ask yourself . . . what does the future hold for you? Your future is important, because the more you LEARN, the more you EARN.

* Source: U. S. Dept. of Labor Handbook

Help Wanted... Electronics

repair
conduct-
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instru-
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of semicon-
operational
or design

ment in scien-
work in scien-
ing advantages.

**APPLIED RESEARCH
LABORATORIES, INC.**

**ELECTRONICS
ELECTRONICS
ELECTRONICS**

\$300 TO \$650

JR. ENGINEER \$650
No degree required. Top electronic Co.
Will handle initial design, packaging,
and determine best mfg. methods.
Fee paid.

SERVICE ENGR. \$600
Relocate to Columbus. Knowledge of
basic electricity and/or electronics. In-
strument repair career with oppor-
tunity to advance into sales.

TECHNICAL WRITER \$600
Top electronics Co. Excellent who has
will train electronic tech who has
skill for writing.

FIELD SERVICE TECHS \$600
Repair solid state service tape
Electromechanical solid state service
and repair high frequency. Car fur-
nished.

2-WAY MOBILE TECH \$575
Repair two-way mobile equipment.
Prefer some experience. FCC license.

FIELD SERVICE \$550
Electronic service exp. preferred. Will
work on nuclear devices and
state. Car furnished. Fee paid.

SOLID STATE TECH \$525
Tech school plus some exp. for top
local Co. Assist chlet engineer in ad-
vance circuit design, etc.

RESEARCH TECH \$500
Take schematics and build equipment.
Prototype order parts. pure research.

ELECTRONIC TECH \$500
Chief engineer in assembly, bread
board instrumentation, etc. tuition aide
\$450

MK. Bldg. A-2
648-5880

**AEROSPACE
CORPORATION**

**SERVICE
TECHNICIANS**

Interstate Electronics Corpo-
ration, a medium sized elec-
tronics manufacturing firm in
Orange County needs quali-
fied technicians for its NOT
service operations. DOE TRAV-
ELING OPERATIONS are in
three east coast states.
Personnel will be assigned to
a location for a significant pe-
riod of time.

**DIGITAL
INSTRUMENTATION**

The equipment is modular-
ized instrumentation for Po-
laris launching nuclear sub-
marine weapon system check-
out.

REQUIREMENTS:

Thorough grounding in elec-
tronics. Completion of high
school or college. Extensive
experience in assembly, bread
board instrumentation, etc.
at least 6 months electronics
experience. NOT a

with 4-6 months
performing observations
balloon and maintenance of
literary experience acceptable.

**ELECTRONIC
TECHNICIANS**

with 4 years in installation,
repair and maintenance of
electronic equipment through
4th echelon including meteor-
ological gear.

Candidates send resumes immedi-
ately to

BOX L-283, TIMES

An Equal Opportunity Employer

**DATA PROCESSING
SERVICE TRAINEE**

OPENING FOR YOUNG MAN
High school diploma, high mechani-
cal aptitude, ELECTRONIC KNOW-
LEDGE, neat appearance.

SCM CORP.

Data Processing Systems Div.
Call for appointment
8:30 a.m. to 10:30 a.m.
Mr. Tom Dieterich 981-3311
An equal opportunity employer

**LABORATORY
TECHNICIAN**

With experience in high vacuum
evaporation of microcircuitry pas-
sive components.

**RADIO TRANSMISSION
RADIO FREQUENCY
INTERFERENCE**

**TROPO-MICROWAVE
WIRE OUTSIDE PLANT
TECHNICIANS**

Applicants must be thoroughly
trained and experienced in the
maintenance of one or more of
the following:

- HEAVY GROUND RADAR
- GROUND COMMUNICATIONS
- NAVAIDS
- COMPUTERS (FSQ7 & 8)
- TROPOSCATTER
- ELECTRONIC TEST
EQUIPMENT

**TECHNICIAN
ELECTRONIC
TECHNICIAN**

Will trouble shoot and repair tran-
sistorized amplifier systems. Must
be highly experienced in solid state.
Should have strong theoretical back-
ground in same.

Interviews 9 A.M.-2:30 P.M.

**STATHAM
INSTRUMENTS, INC.**

ELECTRONICS
ROTOTEST LAB

Sign expert
pulse exper
Send resume to
Donald J. Kosciel

KORAD C

A SUBSIDIARY
Union Carbide C

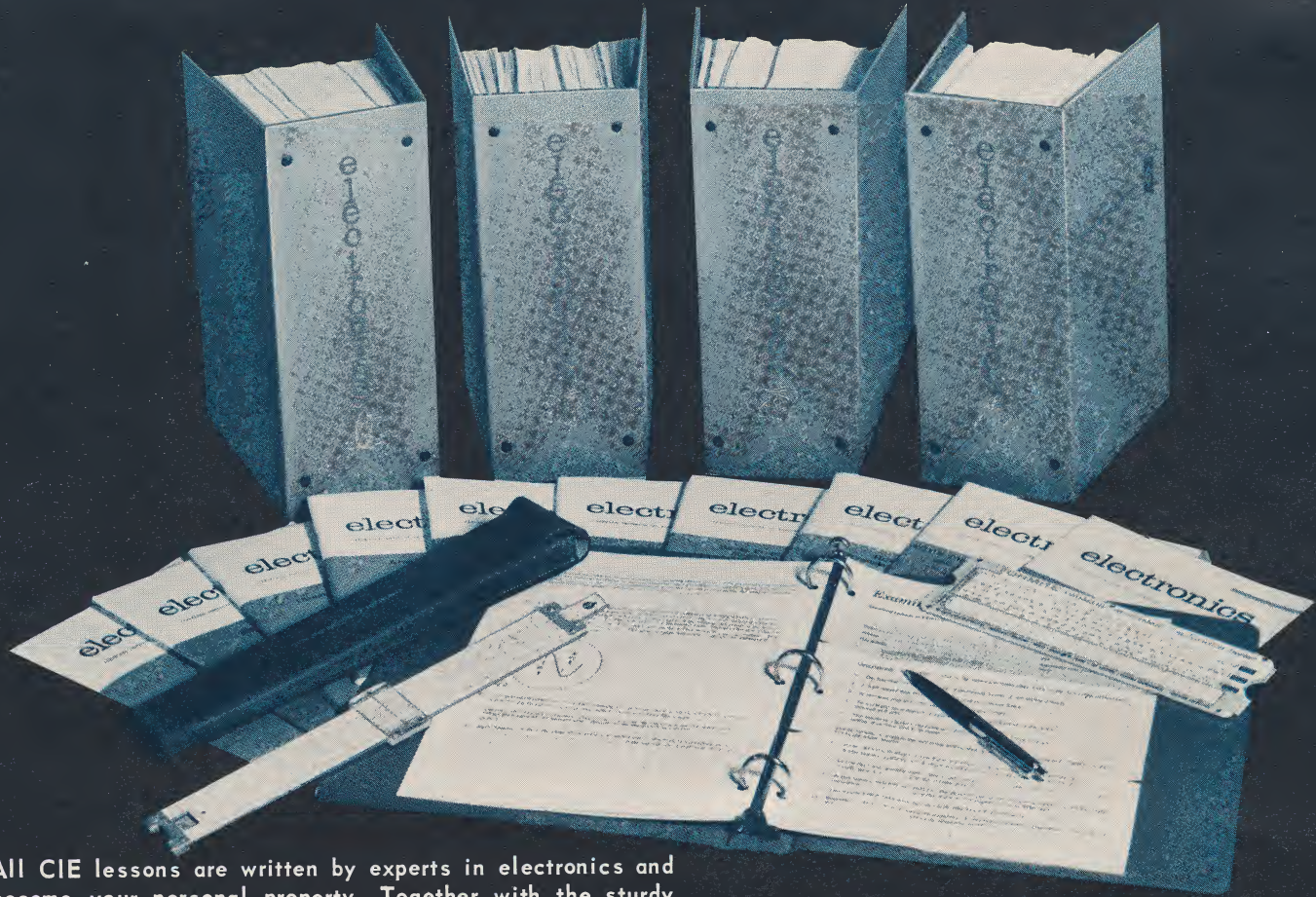
**ELECT
CALIF
TECH**

Interview
segment
Missile
perform
technic
SEC

APPLY
CONTINENTAL
ICE CORP.

575 S. CHADRON
HAWTHORNE
Equal opportunity employer

★
GYRO



All CIE lessons are written by experts in electronics and become your personal property. Together with the sturdy binders and Electronics Slide Rule (which are available to students) you will own an impressive library for life.

Learn Electronics Quickly....

Cleveland Institute is using a new concept called "programmed learning." You can now learn all about electronics by this quick and easy method. In fact, it's so simple and interesting that it's actually fun. AUTO-PROGRAMMED* lessons provide you with direct assistance to acquire the facts, concepts, and skills you need to know.

NEW
in
1966

Only CIE offers new, up-to-the-minute lessons in all of these subjects:

- Logical Troubleshooting
- Laser Theory and Application
- Microminiaturization
- Single Sideband Techniques
- Pulse Theory and Application
- Boolean Algebra

CIE has four NEW and up-to-date home study courses:

- Electronics Technology
- Broadcast Engineering
- First Class FCC License
- Electronic Communications

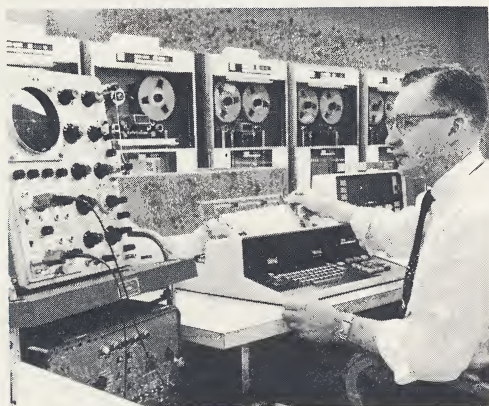
Whichever you select, you can be sure that you will receive technical training of the highest quality.

* Trademark



Your instructor is always anxious to give you all the personal help you need. He is a qualified, experienced teacher who will guide you through your lessons.

Your exams will be graded by your instructor the same day they are received and returned to you promptly. If you have any questions or desire further help he will personally reply in detail.



Electronics Technology

Top jobs in electronics are held by men who are skilled in electronics theory *and* hold a 1st Class FCC License. This comprehensive program will do *both* for you. You will learn how to apply the principles of electronics in understanding, analyzing, and troubleshooting all types of electronic equipment . . . whether in industry, business, government, or the military. Upon completion you will receive a CIE diploma and the "warranty" of passing the 1st Class FCC License examination with Radar Endorsement . . . or we refund all tuition payments. Truly, our most popular training program.

COURSE CONTENTS: 66 AUTO-PROGRAMMED lessons

- Electrons in Action – Part I
- Electrons in Action – Part II
- Putting Formulas to Work
- Direct-Current Circuits
- Roots, Proportion and Negative Numbers
- Inductance and Capacitance
- * Tracing Through Decision-Making Circuits
- Easy Ways of Figuring Electronic Problems
- Alternating-Current Circuits
- How Tubes and Transistors Amplify
- Your Progress Review . . .*
- and FCC License Check – Part I*
- Operation of Tubes and Transistors
- * Simplifying Circuit Analysis Using Kirchhoff's Laws
- Resonant Circuits
- Amplifier Circuitry
- * NEW Lesson**
- Audio Amplifiers and Equipment
- Using Semiconductor Diodes
- Operation of Semiconductor Devices
- Radio Frequency Amplifiers
- Oscillators
- How to Work with Transistors
- Your Progress Review . . .*
- and FCC License Check – Part II*
- Theory of Power Supplies
- Modern Modulation Methods
- Detection and Frequency Conversion
- Frequency and Phase Modulation
- * Lasers in Communications and Industry
- Measuring and Measuring Instruments
- Systematic Troubleshooting
- Transmission Lines and Wave Guides

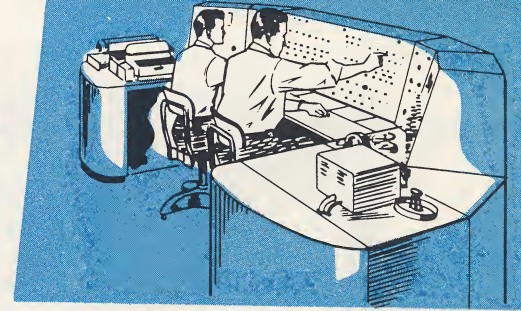
*Your Progress Review . . .
and FCC License Check – Part III & V*
Antennas and Wave Propagation
Receiving Equipment
Transmitters

- * Suppressed Carrier Modulation and Single Sideband Transmission
- Batteries, Control Motors, and other Power Sources
- Understanding and Using the Oscilloscope
- Installing, Troubleshooting, and Maintaining Two-Way Mobile Equipment – Part I
- Installing, Troubleshooting, and Maintaining Two-Way Mobile Equipment – Part II

Your Progress Review . . . and FCC License Check – Part IV. (You are now ready for your 2nd Class FCC License Exam)

Microwave Communication Systems
Regulated Power Supplies
Algebra
Logarithms
Decibels
Advanced Troubleshooting Techniques
Trigonometry
A-C Circuit Mathematics
Circuit Analysis
Proper Use of Transistors
Bias Stabilization of Transistor Circuits

- * Digital Switching Units



- * Binary Coding and Computer Arithmetic
- * Logic Circuit Tracing Using Boolean Algebra
- * Pulse Processing Circuits
- * Circuit Response to Non-Sinusoidal Waveforms
- * Clippers, Clampers, and Binaries
- * Pulse and Timebase Generators
- Microminiaturization
- Monochrome and Color Television
- Radar

Your Progress Review . . . and FCC License Check – Part VI. (You are now ready for your 1st Class FCC License Exam)

Measuring Techniques
Magnetic Amplifiers
Analog Computers
Understanding and Using Industrial Control Devices
Servomechanisms and Components
Servosystems
Sensing Devices and Transducers
Telemetry
Aviation Electronics
Your Progress Review



Broadcast Engineering

Do you have your heart set on a career in broadcasting . . . perhaps as “chief engineer” of a prominent Radio or TV station? Your wishes can come true by enrolling in this specialized program on the selection, proper use, and maintenance of broadcasting station equipment. We “warrant” that upon completion of this course you will successfully pass the 1st Class FCC License examination . . . or your money back in full. This license is a requirement for obtaining the better engineering positions at all broadcasting stations. An excellent future awaits the graduate of this most interesting career program.

COURSE CONTENTS:

64 AUTO-PROGRAMMED lessons

- Electrons in Action – Part I
- Electrons in Action – Part II
- Putting Formulas to Work
- Direct - Current Circuits
- Roots, Proportion and Negative Numbers
- * Inductance and Capacitance
- * Tracing Through Decision-Making Circuits
- Easy Ways of Figuring Electronic Problems
- Alternating - Current Circuits
- How Tubes and Transistors Amplify
- Your Progress Review . . .
- and FCC License Check – Part I
- * NEW Lesson
- * Operation of Tubes and Transistors
- Simplifying Circuit Analysis Using Kirchoff's Laws
- Resonant Circuits
- Amplifier Circuitry
- Audio Amplifiers and Equipment
- Using Semiconductor Diodes
- Operation of Semiconductor Devices
- Radio Frequency Amplifiers
- Oscillators
- How to Work with Transistors
- Your Progress Review . . .
- and FCC License Check – Part II

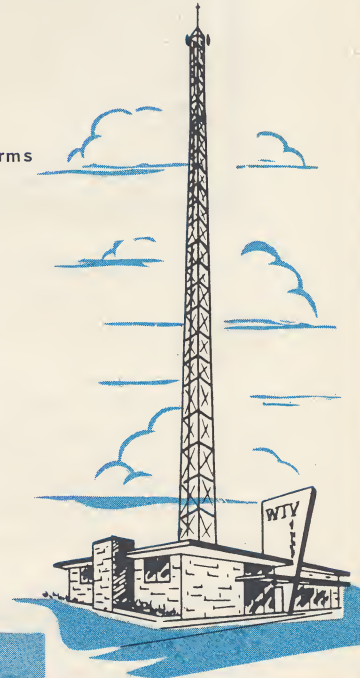
Theory of Power Supplies
Modern Modulation Methods
Detection and Frequency Conversion
Frequency and Phase Modulation
Measuring and Measuring Instruments
Systematic Troubleshooting
Transmission Lines and Wave Guides
Your Progress Review . . .
and FCC License Check – Part III & V
Antennas and Wave Propagation
Receiving Equipment
Transmitters
Suppressed Carrier Modulation and
Single Sideband Transmission
Batteries, Control Motors, and other Power Sources
Understanding and Using the Oscilloscope
Installing, Troubleshooting, and Maintaining
Two-Way Mobile Equipment – Part I
Installing, Troubleshooting, and Maintaining
Two-Way Mobile Equipment – Part II

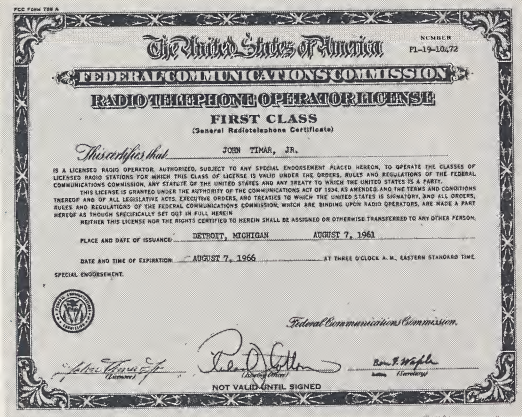
*Your Progress Review . . . and FCC
License Check – Part IV. (You are now
ready for your 2nd Class FCC License Exam)*

Microwave Communication Systems
Regulated Power Supplies
Algebra
Logarithms
Decibels

Advanced Troubleshooting Techniques
Trigonometry
A-C Circuit Mathematics
Circuit Analysis
Proper Use of Transistors
Bias Stabilization of Transistor Circuits
* Circuit Response to Non-Sinusoidal Waveforms
* Clippers, Clampers, and Binaries
* Pulse and Timebase Generators
The Radio Broadcast Station
Sound and the Human Ear
Studios and Microphones
Attenuators and Mixers
Audio Amplifiers and Loud Speakers
Transcription Equipment
Record Reproduction Equipment
Monochrome and Color Television
Program Transmission Facilities
Transmitter Program Equipment
Standard Broadcast Transmitters
FM Broadcast Transmitters
AM and FM Transmitting Antennas
Directional Antennas
Broadcast Rules and Regulations

*Your Progress Review . . . and FCC
License Check – Part VI. (You are now
ready for your 1st Class FCC License Exam)*





First Class FCC License

Is the lack of an FCC License preventing you from getting a better job? If you do not have that valuable FCC ticket, this specialized program will do the trick *quickly*. It is designed for men who want to operate and service transmitting equipment used in aviation, broadcasting, marine, microwave, mobile communications, or Citizens-Band. Successful completion of this course will enable you to pass the 1st Class FCC examination . . . *on the very first try* . . . or we refund all tuition payments.

COURSE CONTENTS: 36 AUTO-PROGRAMMED Lessons

- Electrons in Action – Part I
- Electrons in Action – Part II
- Putting Formulas to Work
- Direct-Current Circuits
- Roots, Proportion and Negative Numbers
- Inductance and Capacitance
- * Tracing Through Decision-Making Circuits
- Easy Ways of Figuring Electronic Problems
- Alternating-Current Circuits
- How Tubes and Transistors Amplify
- Your Progress Review . . . and FCC License Check – Part I*
- Operation of Tubes and Transistors
- Resonant Circuits
- Amplifier Circuitry
- Audio Amplifiers and Equipment

* NEW Lesson

- Using Semiconductor Diodes
- Operation of Semiconductor Devices
- Radio Frequency Amplifiers
- Oscillators
- Your Progress Review . . . and FCC License Check – Part II*
- Theory of Power Supplies
- Modern Modulation Methods
- Detection and Frequency Conversion
- Frequency and Phase Modulation
- Measuring and Measuring Instruments
- Transmission Lines and Wave Guides
- Your Progress Review . . . and FCC License Check – Part III & V*
- Antennas and Wave Propagation
- Receiving Equipment

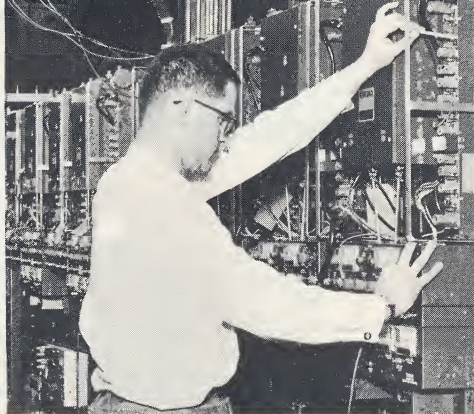
Transmitters

- * Suppressed Carrier Modulation and Single Sideband Transmission
- Batteries, Control Motors, Power Sources

Your Progress Review . . . and FCC License Check – Part IV. (You are now ready for your 2nd Class FCC License Exam)

- Algebra
- Logarithms
- Decibels
- Trigonometry
- A-C Circuit Mathematics
- Circuit Analysis
- Monochrome and Color Television

Your Progress Review . . . and FCC License Check – Part VI. (You are now ready for your 1st Class FCC License Exam)



Electronic Communications (Second-class FCC License)

If communications is your specialty and a 2nd Class FCC License your goal, this "compact" training program will get you on target. You will receive instructions in troubleshooting, repair, and maintenance of equipment used for voice communications by means of radio-frequency waves. The 2nd Class FCC License is "assured" if you complete the course . . . or we pay the tuition. A fine course of study highly recommended for jobs with telephone companies, railroads, pipelines, etc.

COURSE CONTENTS: 39 AUTO-PROGRAMMED Lessons

- Electrons in Action – Part I
- Electrons in Action – Part II
- Putting Formulas to Work
- Direct - Current Circuits
- Roots, Proportion and Negative Numbers
- Inductance and Capacitance
- * Tracing Through Decision-Making Circuits
- Easy Ways of Figuring Electronic Problems
- Alternating - Current Circuits
- How Tubes and Transistors Amplify
- Your Progress Review . . .*
- and FCC License Check – Part I*
- Operation of Tubes and Transistors
- * Simplifying Circuit Analysis Using Kirchhoff's Laws
- Resonant Circuits
- Amplifier Circuitry
- Audio Amplifiers and Equipment

* NEW Lesson

- Using Semiconductor Diodes
- Operation of Semiconductor Devices
- Radio Frequency Amplifiers
- Oscillators
- How to Work with Transistors
- Your Progress Review . . .*
- and FCC License Check – Part II*
- Theory of Power Supplies
- Modern Modulation Methods
- Detection and Frequency Conversion
- Frequency and Phase Modulation
- * Lasers in Communications and Industry
- Measuring and Measuring Instruments
- Systematic Troubleshooting
- Transmission Lines and Wave Guides
- Your Progress Review . . .*
- and FCC License Check – Part III & V*

- Antennas and Wave Propagation
- Receiving Equipment
- Transmitters
- * Suppressed Carrier Modulation and Single Sideband Transmission
- Batteries, Control Motors, Power Sources
- Understanding and Using the Oscilloscope
- Installing, Troubleshooting, & Maintaining Two-Way Mobile Equipment – Part I
- Installing, Troubleshooting, & Maintaining Two-Way Mobile Equipment – Part II
- Your Progress Review . . . and FCC License Check – Part IV. (You are now ready for your 2nd Class FCC License Exam)*
- Microwave Communication Systems
- Regulated Power Supplies
- Advanced Troubleshooting Techniques

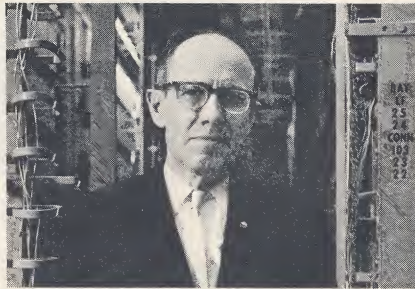
Employers Select CIE....



Mr. W. E. Fuhr, Asst. Ch. Eng., Chicago, Milwaukee, St. Paul & Pac. R.R.

"Our Company has developed a continuing program for up-grading technician skills to the highest level possible. And because electronics is such an integral part of our communications system, we have given this area particular training emphasis.

"To a large extent, we depend on CIE Home Study for basic electronics training. It is an effective and practical way to provide electronics training for our employees. The men enrolled in the program are enthusiastic and so is the Company. It has turned out to be an ideal solution to our electronics training problem."



Mr. Kenneth L. Dally, V.P., Central and Associated Telephone Companies

"The Telephonic Industry is particularly affected by the constantly increasing need for electronics technicians. In our Company we recognize that almost all of our plant personnel must know something about electronic theory and principles.

"After long and careful consideration, we chose a CIE Home Study course for our training. To date, some 270 of our employees are completing this course at a highly satisfactory rate. Any employee, almost regardless of educational background, age, or position can, if he wants to, learn electronics through home study."



Mr. Calvin E. Cooley, Director of Training, Cessna Aircraft Company

"It's imperative that all of our dealers' maintenance personnel have a practical understanding of basic electronics. To meet this need we have developed an electronics training program for Cessna dealers' service men.

"One of the more important elements of this program is the Cleveland Institute Home Study course in electronics. It is designed to give each man a firm grasp of electronic theory. We selected the CIE course only after careful study of many other electronics training programs."

Lifetime Job Service....

Many schools have an employment service of some type for its graduates. A few schools offer job service to students as they near completion. No school exceeds the employment service available to students & graduates of Cleveland Institute.

Every 60 days each student receives a copy of the New Job Opportunities bulletin listing hundreds of job openings. As soon as you become a CIE student you are entitled to this service. All graduates of CIE are eligible for LIFETIME job placement service.

But, that is only a part of our program. For graduates we offer a service that is unequalled. We will prepare and print 200 resumes of your background. Yes, 200 resumes written by personnel who know how to present your qualifications to prospective employers.

Whether you want a job requiring an FCC license or one of the thousands of jobs where employers request a license holder . . . we will train you for the job and then help you get it.

Many Cleveland Institute students and graduates hold jobs with leading companies such as:

| | |
|---------------------------------------|---|
| American Telephone & Telegraph Co. | International Telephone & Telegraph Co. |
| Atomic Energy of Canada | Lockheed Missile & Space Co. |
| Avco Corporation | The Martin Company |
| Bell Telephone System | McDonnell Aircraft |
| Bendix Corporation | Motorola, Inc. |
| Boeing Company | National Cash Register |
| California Water & Telephone Co. | North American Aviation, Inc. |
| Collins Radio Company | Pennsylvania Railroad |
| Douglas Aircraft Co. | Pilco Corp. |
| E. I. DuPont de Nemours | Radio Corporation of America |
| Eastern Airlines | Raytheon Company |
| Federal Electric Corp. | Republic Aviation |
| General Dynamics Astronautics | Republic Steel Co. |
| General Electric Co. | Sperry-Rand, Univac Division |
| General Instrument Corp. | Stewart-Warner Corporation |
| General Motors Corp. | Sylvania Electric Products |
| General Telephone & Electronics Corp. | United Telephone Co. |
| Grumman Aircraft | West Coast Telephone Co. |
| Gulf Communications Co., Inc. | Western Electric Co. |
| Hughes Aircraft Corp. | Western Union Telegraph Co. |
| IBM | Westinghouse Electric & Mfg. Co. |

Does CIE training pay off?

TV Broadcast Engineer earns \$150 more a month

"Since taking your course, I have received my First-Class FCC License. Now I am a TV Broadcast Engineer."

Donald N. Fosco, Rochester, New York

My income has jumped \$3,000 a year

"My CIE course was so helpful that my annual income has jumped \$3,000. I passed my FCC First-Class License exam before I finished the first part of the course."

Thomas C. Arnold, Sulphur, Louisiana

Passed FCC License exam... lands new job

"I know that you will be pleased to learn that I received my FCC License and am working with the Pacific Tel. & Tel. in their Mobile Div. I tried to get this job for over a year, but the license did the trick."

Calvin Smith, Salinas, California

CIE grad doubled his previous income

"I obtained my present position as a technical writer for General Dynamics as a direct result of your excellent letter of recommendation and resume. Although I was already 52 years old, my increase in salary since taking your course has more than doubled my previous income."

Howard A. Harvey, Coventry, Rhode Island

Wins new job and \$228 raise in pay

"These CIE courses are wonderful! I like the way they're written. They're easy to understand and well presented. Without CIE training I could not have passed the entrance exam for my present job, which pays \$228 a month more."

Eugene W. Frost, Columbus, Ohio

Student gets good job with RCA

"Thanks to Cleveland Institute of Electronics I got a good

job with RCA Service Co... I've been in radio and TV repair for the past 10 years, but my knowledge of electronics was hazy before I took your electronics course."

James B. McCollough, Ossining, New York

Gets two raises at Bell Telephone Co.

"Since getting my 2nd Class FCC License, I have received a much better job with Bell Telephone Company. In addition to two raises in pay in six months, I have been attending our company school on teletype, data speed, and mobile telephone."

Carl H. Lawson, Spartanburg, South Carolina

Top paid technician with Collins Radio

"I have just been released from the Navy and I picked the job which I liked best; which is with Collins Radio Co. My CIE course really prepared me for their technical employment test and the FCC License Exam which I also passed. I'm now one of their top paid electronics test technicians."

Robert H. Paulsen, Cedar Rapids, Iowa

Promoted to Senior Engineer... credits CIE

"I am happy to report that I received a promotion to Senior Designer and a raise (first in three months) of \$47.70 a month. I feel that this was prompted by taking your electronics course."

John V. Vargovic, Barberton, Ohio

Customer Engineer at IBM moves ahead

"I sincerely believe the knowledge I received through your home study electronics course has had a direct bearing on the progress I've made at IBM. I'd recommend a CIE electronics course to anyone who wants to get ahead in electronics."

Dan J. Daly, Montgomery, Alabama

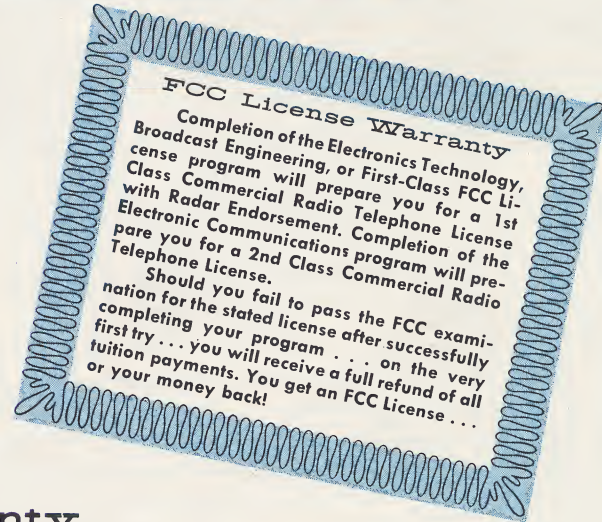
Satisfaction-Warranty...

TEN good reasons why you should select Cleveland Institute to help you to move ahead in Electronics . . .

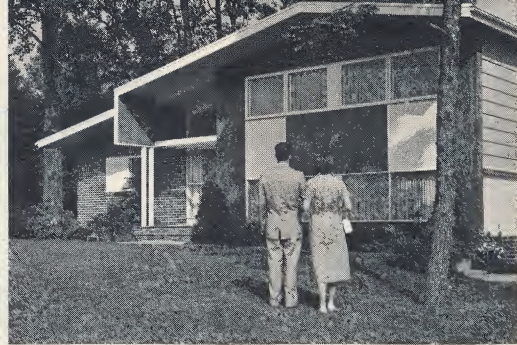
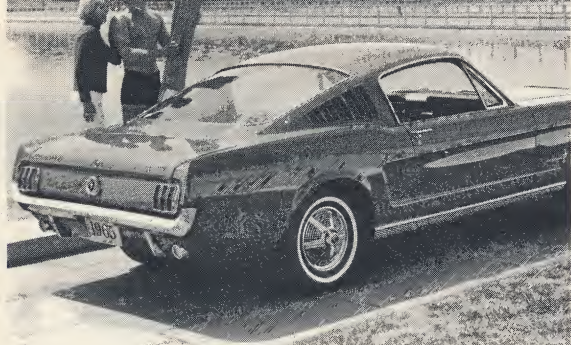
1. Accredited by the Accrediting Commission of the National Home Study Council, Washington, D.C.
2. Approved by the Ohio State Department of Education
3. Business member of the Chamber of Commerce of the United States of America
4. Up-to-date AUTO-PROGRAMMED lesson material written by leading authors in electronics
5. Consultation on special complex problems for all students at no extra cost
6. CIE Employment Placement Service for all students and graduates
7. Present student body of over 15,500
8. Over 80,000 students enrolled since 1950
9. 10-day money back warranty
10. An FCC License . . . or Your Money Back

10 day money back Warranty....

We want you to see and actually use the first shipment of ten lessons. Examine them thoroughly . . . see how easy they are to understand. Yes, you can even work as many lessons as you like . . . without any obligation. You have ten full days to make up your mind.



If you aren't satisfied that you have enrolled in the finest electronics training program best suited to prepare you for success, you can get all your money back. Simply return the used material and we will promptly refund your tuition in full.



ARE you ready for a better job? This may sound like a silly question, but many men are actually not ready. They are forever waiting for some “lucky break.”

Chances are that their magic day will never come. Only those who take the initiative and actually do something about their future will advance to a better job . . . with more pay, more opportunity, more security.

You have read this booklet and learned that the field of Electronics is booming . . . and that skilled Electronic Technicians will be in demand for years to come. If you are not already employed in Electronics, now is your chance to get in on the ground floor . . . there's plenty of room at the top. If you are presently employed in the field, here is a golden opportunity to gain valuable additional knowledge . . . new techniques that you can put to use on the job.

Every single member of the CIE faculty will do everything possible to help you each step of the way. CIE is dedicated to teach you all you desire to learn while you are a student . . . and to further your electronics interest throughout your future career. Will you give us the opportunity to help you advance?

“He is not only idle who does nothing, but he is idle who may be better employed.” – Socrates. So get started now! Pick a CAREER . . . pick a COURSE . . . pick CIE. Send your Application For Enrollment today to:



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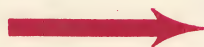
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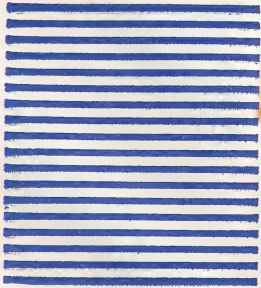
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