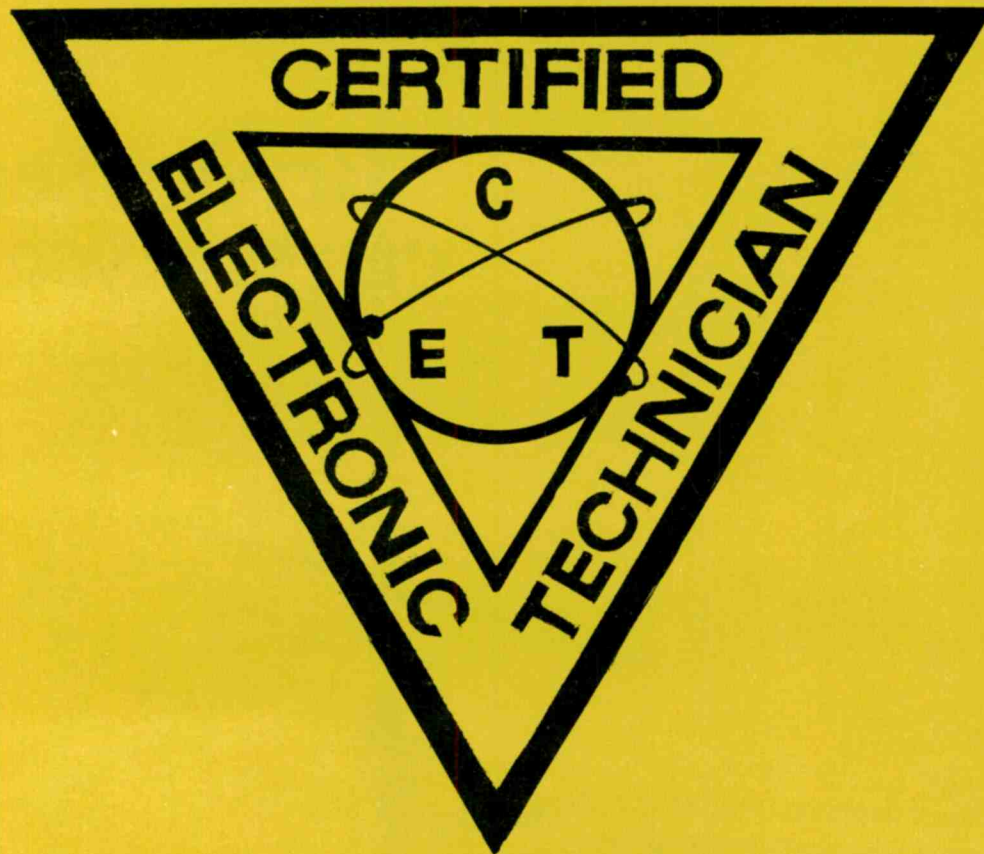


ELECTRONIC service dealer



THE OFFICIAL PUBLICATION OF THE NATIONAL
ELECTRONIC ASSOCIATIONS MAY, 1969



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Jacket Patch**

Every minute is longer up there.

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Sylvania antennas are equipped with a double boom (for strength and rigidity).

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For more information on our line of antennas see your Sylvania distributor.

SYLVANIA
GENERAL TELEPHONE & ELECTRONICS



**Here's where we
can save you time.**

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ELECTRONIC ASSOCIATIONS. MAY, 1969

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All editorial material must be in the hands of the Publisher no later than the 20th of the month proceeding publication. Any material received after deadlines will be held for future issues unless space permits its use in current issue.

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letters

Dear Don:

Replying to a request from Leon Howland by phone last week for information on the results of our license law here in Connecticut.

Briefly, our law licenses television technicians and television dealers who provide service to their customer whether they do it themselves or contract it out, and antenna installers. We also provide for an apprentice program for the technicians. Radio service and other forms of electronic servicing are not covered in our act.

Licensing is like any two sided coin and it depends on who you are talking to as to which side you show. When you're talking to a legislator or public interest, you point out the advantages to him. On the other side you must show the service industry what it will do for him; after all

it must do something for him or he won't support it. Here in Connecticut we think we have succeeded in getting both sides to think they are in the driver's seat.

First let's look at it from the customers point of view. Our television board is made up of five members, two from the trade and three from the public. This means that in the eyes of the public, they are getting a better shake.

For the first time the public has someone to complain to that is concerned only about television problems, not a consumer protection catch all which covers everything from grass seed to shoe laces. For the first time the technician and his business or both can be closed up indefinitely. This can really hurt much more than just a fine or jail term which the act also provides for in the cases of operating without a license, etc.

For the first time a man's qualifications were tested regardless of how long he had been in business. Every service technician in Connecticut had to pass a written oral and practical exam. This definitely has gained customer confidence. While it doesn't make a man honest, the consumers set is less likely to be damaged by incompetent service.

Under our Rules and Regulations, a customer must be informed when asked what he gets in the amount of time for the service call price. This makes it tough on the man who advertises a low service call rate just to come to the door and then hits hard with the labor charge. Minimum, flat rate or hourly rates on types of work must be plainly posted in the service shops for the consumer to see.

While the license act is quite new, the public is quickly being made aware of what they are entitled to and what they can expect in the way of competent and, yes, honest service. Prices haven't gone up any more here than in states without licensing. In fact, people here are better off because they know their television technician had to prove his qualifications and are paying no more for it. The consumer knows and the technician knows that if his work is below par he can get into trouble so he is darn careful what he does.

Now lets look at the other side of the coin, the service technician's side. While it is true that the board is controlled by the public, it takes four members to take any action against a technician or dealer. The consumer now has a place to complain but the dealer who is in the right benefits by experienced investigators who know all the angles on both sides. Also, the public in most cases will listen to the investigator and we feel they get educated as to the problems of television service regardless of whether the dealer is right or wrong.

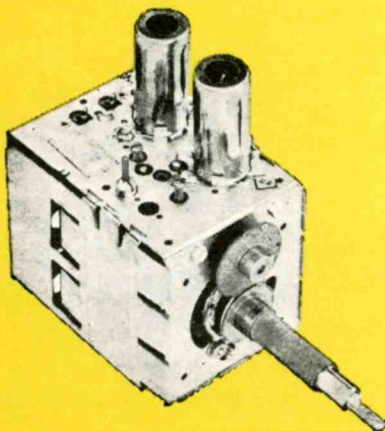
It is true the law can get tough, but a technician or dealer gets a hearing in private before a decision is made. Isn't this better than having someone plant a set and then making the results known in print for everyone to see and to give all service men a black eye.

Down deep, any service technician will not object to being tested if he is worth his salt. I can remember all the moaning and groaning before some of these men in Connecticut took their tests. Now that most of them have passed, just try to change it. It has given self-confidence that is hard to beat. As to the Rules and Regulations, we have taken the mistrust out of the business. We have made better businessmen out of them.

Things are looking up in Connecticut. People are starting to return to the service industry from other industries. Because of the required testing, men went back to schools by the hundreds to learn more. Our association is getting bigger, they realize they need it to keep in touch. The customer is beginning to call him "Mr." instead of "TV man." The technician is finding his place in the sun and who gains most: why the technician, of course.

Sincerely, Arthur R. VanSicklin, CET

TUNER REPAIRS



\$97.50

FOR COMPLETE OVERHAUL

Includes ALL parts (except tubes)
ALL labor on ALL makes

24-HOUR SERVICE with
FULL YEAR WARRANTY

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You get a 12-month guarantee against defective workmanship and parts failure due to normal usage. Cost to you is only \$9.50 and \$15 for UV combinations, including all labor and parts except tubes. No additional costs. No

hidden charges. All tuners repaired on approved, open accounts. You pay shipping. Replacements on tuners beyond practical repair are available at low cost.

When inquiring about service on other than Tarzian-made tuners, always send TV make, chassis and Model number. Check with your local distributor for Sarkes Tarzian replacement tuners, parts, or repair service. Or, use this address for fast factory repair service.

 **SARKES TARZIAN, INC.**
TUNER SERVICE DIVISION

See your distributor,
or use this address

10654 Magnolia Blvd.,
North Hollywood, Calif.
Tel: 769-2720

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ELECTRONIC service dealer

THE OFFICIAL PUBLICATION OF THE NATIONAL
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- 23 OHIO SECTION . . . A report by Bill Frank reports on recent convention.
- 24 IOWA SECTION . . . Clark Pohl discusses the Iowa apprenticeship system. A complete program of the May 16th convention is included and Executive Director Les Buchan talks about some of the planned highlights. Jim Yordy asks . . . What about servicing dealers and Iowa Notes rounds out the section.
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CITY _____ STATE _____ ZIP _____

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San Diego, 283-7361

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PHILCO PARTS STORE
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PHILCO PARTS STORE
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Phoenix, AL 8-3965

editorial



DONALD J. MARTIN, *Editor/Publisher*

Without many exceptions most trade and professional associations have what is called a code of ethics. Doctors have it in the form of a pledge or oath, Attorneys have it, Plumbers have it and even Television Service Associations have it . . . or do they?

Is a code of ethics something that you sign your name to and then ignore in principal and practise? Is it something you show your customers with pride and use as a "promotional tool"? Is it meaningful like the pledge to our flag or is it something we just give lip service to when it is in our best interests?

I noticed not too long ago that NATESA felt so strong about their code of ethics that it means integrity, ability and professionalism for their members. NEA has a code of ethics, so does most State Associations yet what happens when a person violates this code of ethics? Is the membership terminated? Is he given an opportunity to "set the record straight"? Should an association tell a member that his house call charge should include the first half-hour of service in the home? Can you be judged by your peers? Is a file drawer full of complaints from the consumer grounds for investigation and possible expulsion? Do the service dealers of America owe anything to their customers? Should the integrity of an association rise or fall on the basis of one man, one shop, one business?

Let's take the case of John Jones TV in Toonerville. A few years ago he joined a state association, paid his dues and had the owner of the business sign the membership application. On the back of this application was a copy of the code of ethics and his signature accepted the basic fundamentals of that code. The code itself was developed by the membership over a number of years and was not new to this organization or that of many others.

He began a wide spread advertising campaign using listings in almost every yellow page directory plus several ¼th page ads. He opened up all sections of the metropolitan area, he was in, through the use of the phone. His ads carried the integrity and acceptance of the association since it included the groups identifying symbol. There is

certainly nothing wrong with this and, in fact, it brought the emblem into more prominence than ever before.

What then is the problem with Jones TV of Toonerville? The first thing you notice is that the association and local law enforcement agencies are receiving hundreds of complaints about the high cost of his service. Well, we certainly don't tell him what to charge do we? Of course not! After all, basic laws of economics will take care of this problem. Well, if this isn't the problem just what is? Jones happens to be charging \$25.00 for a house call. More power to him if he can get it. What about the code of ethics and all of that stuff? Simple . . . the code he had the owner sign stated that the house call should include the first half-hour of in-home service. This is not a part of Jones TV's policy. The \$25 is to ring the door bell. To replace a receiving tube has a different rate schedule, clean a tuner another, etc.

If every other member abides by the code of ethics then why can't Jones TV? This is now the question. An association can not set prices so how can it set the operating policies for its members? If the law of the association (code of ethics) sets this standard then any violation should be grounds for expulsion . . . or a change in the code itself. If a law is not a good one it should be repealed, not ignored, as in the case of Jones TV.

You say that this is such a minor thing, how could anyone really get up tight about it? You may be right, but the fact remains that the code principal has never been tested. If the association leadership will not stand by its own rules simply because Jones TV is a good member then they should abolish the code or change it to fit special situations. Why try to fool anyone . . . even the general public that

seems to want to chisel you out of every nickle possible. After all, the service industry doesn't owe anything to the consumer . . . or does it?

There is one other question. Is one man's dues more important than another's simply because he is more active in association work? Is a combination of other members dues more important than the one in question? Are dues a question at all? Is one member just more important than another? The answer to these questions are, of course, no. Everyone has the same rights under their individual membership but only to the extent that they do not infringe on another's rights. In the case of Jones TV . . . many complaints were received from other members questioning the violation of the code of ethics. Are the complaints of other members against one member important enough to cause the "either or" situation?

Then there is another question . . . should an association stand behind any member regardless of the charges made by the consumer, law enforcement agencies or, for that matter, another member? Just how far should 1,000 individual firms go to protect the rights of one shop to get away with a violation of the code of ethics?

Jones TV may or may not exist in this society but a code of ethics and good business practices reflect back on every single service dealer that is a member of the association who refuses to act against a violator of its principals. Every dealer who subscribes to a code of ethics has an obligation to fulfill the requirements of that obligation or resign.

There is one other alternative . . . eliminate a code of ethics from service associations and allow anyone and everyone to join without discrimination. Just make one requirement . . . pay your dues on time.

NEA president's report



by DICK GLASS, C.E.T.

the constant fear that whatever the charge, the customer may well start to complain. And it's the fear that no matter how much work went into the repair job, that another trouble may crop up the next day or weeks later. And that trouble just may present a practically unsolvable customer relations problem. And if those two examples aren't enough, add the problem of the customer who knowingly tries to get free work out of you, or tries to not pay on the pretext that the work wasn't done exactly right.

You think you are the only one who has these problems? Well, I did run into one shop the other day that said he never had this type problem but I couldn't find out his secret. Every other shop seems to have it, though.

Is there a solution? Can anything be done to lessen this problem just a little bit? What are we doing wrong?

I don't have the answer. But someone once said, that if we knew the problem, outlined it, and made a determination to solve it, that we could.

One thing that seems to work is the constant use of the four NEA public relations pamphlets. Explaining the repair methods and procedures, giving the customer the decision as to whether there is really a legitimate gripe or not, aligning yourself with some legitimate organization, and

showing the customer the courtesy of a printed explanation. These help.

Becoming a C.E.T. helps too. It gives you or your technician a status to use in dispelling any doubts the customer may have about your competency.

And now-a-days a lot of technicians are finding out that dressing and looking professional automatically eliminates some would-be gripers. And it goes a step further and seems to allow slightly higher charges.

Some manufacturers, and some business organizations are trying to help this profession reduce these customer complaints, too.

Using these ideas will help you. And in helping you, it will help all other techs in the country, even if just a little bit. But still there is one extra ingredient that probably is as much, if not more important than these others: That is self-confidence. If you understand the problem, and have talked about it with your local competitors, and you are honest, and you are sincerely interested in solving each encounter, you will. Knowing you really are technically capable and that you are doing the world's toughest job, and that you also are required to be a pretty good diplomat, can make your job of customer problem solving interesting and successful. Good luck.

The Unpleasant Customer Problem

If we can clearly see the road ahead for this business in the areas of Apprenticeship and Training; in Serviceability; in Certification; in business management; extended warranties; and in the Hall of Fame.

And if the way is just as easy to see as far as making local, state, and the national associations work and grow; one problem still exists that seems to plague each and every dealer, and each and every technician who ever handed a repair job back to his customer.

That is the Customer Problem. It's

Governor Reagan Appoints Leighton Hatch To Replace Shine As Division Head

Leighton Hatch, who played a key role in the formulation and passage of the California Administration Discovery Act of 1968 which provides that both sides in license revocation hearings disclose to each other, in advance, evidence to be used in the proceedings, has been named as Director of the Department of Professional and Vocational Standards. Hatch will succeed Henry Shine, Jr. who has accepted an appointment as assistant to the secretary and director of congressional liaison for the U. S. Department of Interior.

ESD MAILING LIST BROUGHT UP TO DATE

The latest membership roster of the National Electronic Association has been submitted to the Electronic Service Dealer and all members will now receive the publication monthly as part of their annual dues. The Electronic Service Dealer has a selected circulation of over 13,000 service dealers monthly and is making every effort to make sure all key people throughout the country are receiving the publication. Within the near future a subscription campaign will be announced whereby anyone in the service industry will have an opportunity of subscribing to the magazine.

Westinghouse To Eliminate Serviceman In Literature In Favor Of Technician

In a recent communication between John Graham, NEA External Affairs Chairman and John Doble, Manager of Field Service for Westinghouse, it seems that this national firm will make an effort to change their terminology from serviceman to technician. In Mr. Doble's letter he states that, "We agree with your terminology 100%. For several years our service publications such as manuals, tech literature, etc. have used Technician and it is our intention to follow this concept at all times. We will call this to the attention of our production people and see if this change can be made."

ARTS In Chicago To Promote CET Examination

The Association of Radio and Television Service in Chicago are undertaking a program to make available the CET examination to any service technician in the greater Chicago area. Under the direction of Howard Wolfson, ARTS Secretary, the drive will include a complete mailing to area technicians, the setting up of several test sights and the administration of the test itself by qualified people. The CET program is growing by leaps and bounds with over 1,000 new members of this elite club of professional, highly technical, electronic technicians. Special lapel pins are now being distributed through the efforts of the Raytheon Company and the new jacket patches, as seen on this month's cover, will be ready for distribution within the near future to all of those who have passed the test.

NEA Adopts Colorful New Jacket Patch For All C. E. T.'s In Nation

On the front cover of this month's issue of ESD is a replica of the newly adopted NEA C.E.T. jacket patch. The emblem is in beautiful colors of blue and gold and can be sewn on any shirt or jacket. The patches will be sent out without charge to all those who are now C.E.T.'s and to all of those who pass the test in the future. Additional patches can be ordered for a nominal fee.

The C.E.T. patch was developed by Ralph Johonnot, Executive Director of the California State Electronics Association and were made by a special firm especially for NEA.

NEA Board To Meet May 9-11 In Philadelphia

The next regular board of directors meeting of the National Electronic Association will be held on May 9-11 at the Bellevue-Stratford Hotel in Philadelphia. The meeting will be held in conjunction with the all-industry conference called by the Philadelphia Association for those dates.



The recent Kentucky Electronic Technician's Association Convention in Louisville was the most successful in the group's history. The above pictures were taken during the affair: In the upper left hand picture, President Fred Watjen (center) was presented the association's "Man of the Year Award" by NEA V.P. Ray Demonbrum (left). Charles Cove is shown on the right. (TOP RIGHT) Special guest O. C. Brown, Indiana's IESA Southern V.P. and former officer in the Kentucky Association was caught by the camera man. (LOWER LEFT) Charles Cove, C.E.T., center, was named as the association's most outstanding member. He was presented his plaque by Ray Demonbrum, left, while President Watjen looks on. (LOWER RIGHT) President Fred Watjen, CET, is shown here as he addressed the delegates. He also had the honor of announcing that he had been re-elected President for another term.

(Continued next page)

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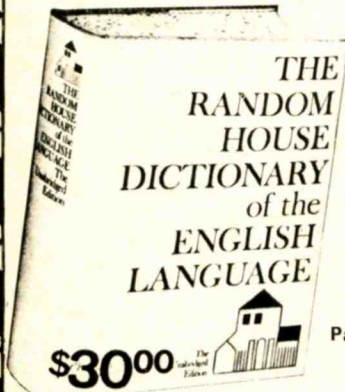
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NATIONAL NEWS & VIEWS

(Continued)

TEXAS TEA SETS JULY 31 - AUGUST 3 FOR ANNUAL CONVENTION

The 17th Annual Texas Electronic Association Clinic and Convention has been set for July 31 through August 3 at the Galvez Hotel in Galveston Texas.

According to J. W. Williams, Executive Director for the group, the agenda includes a fun day of deep sea fishing or golf on the 31st; an all day management seminar on August 1st that will include Joe Ricard, dealer training manager for General Electric, on business management and August 2nd will be devoted to alignment techniques followed by the annual banquet.

CSEA CLAIM RECEIPTS

GOING WELL THROUGHOUT STATE

The newly designed CSEA claim receipts that have been approved by the BERDR have had excellent reception by dealers throughout the state. Under the new BERDR regulation, dealers must give an estimate when requested and this form complies with the new ruling. Although the claim check itself carries the CSEA bug, they can be used by any dealer. They are available from the CSEA office at 13666 South Hawthorne Blvd., Hawthorne, California 90250. They are priced at \$8.50 for 500 or \$16 for one thousand.

NEA President Dick Glass Replies

To Consumer Digest Article on TV Repairs

NEA President Dick Glass directed a letter last month to the editor of Consumers Digest in response to their recent article titled: "Cut Your TV Repair Costs 200%."

In his letter Mr. Glass stated that, "this article, which you notice is unsigned, is nowhere near the truth. From the third paragraph, where the inference is made that to pay \$13 for a service call to install a tube that cost \$1.75, is a mistake for the consumer, all the way through the article to the last page and the replacement tube price list, CD has made a grave error. CD has done a great injustice to every honest TV technician in the country. For instance, on your price list you show the common color regulator tube 6BK4 as being priced at \$4.35. Now, if you as a customer were charged the manufacturer's list price: \$7.55, or the \$8.80 price that RCA Service Co. charges its customers nationwide, would you not feel cheated? And under your total: related parts, you show "Tuners and Condensers from \$20 to \$40 depending on the size of the set. There is not a TV condenser in "any" TV set that costs even close to \$20. And a TV Tuner cost "at least" \$40 (but is really rarely replaced totally). In both of these instances the size of the set has absolutely "no" bearing on the price!"

Mr. Glass went on to say that, "there are dozens of errors in the article. Whoever wrote it had limited knowledge of the business. I would like to see CD apologize to its readers for the error. NEA will be glad to help you write a future article that is truthful and does the job this article purports to but fails so badly in."



Here are two pictures taken during the last NEA Board meeting in Dallas. Named "Business and Pleasure" with a question mark on the pleasure are: (LEFT) a peek at one of the business sessions showing good attendance and participation. (RIGHT) The music??? is being supplied by President Dick Glass, J. W. Williams, Texas President Gene Ware's lovely wife, who should know better, and Ray Demonbrum of Kentucky . . . Mercy!

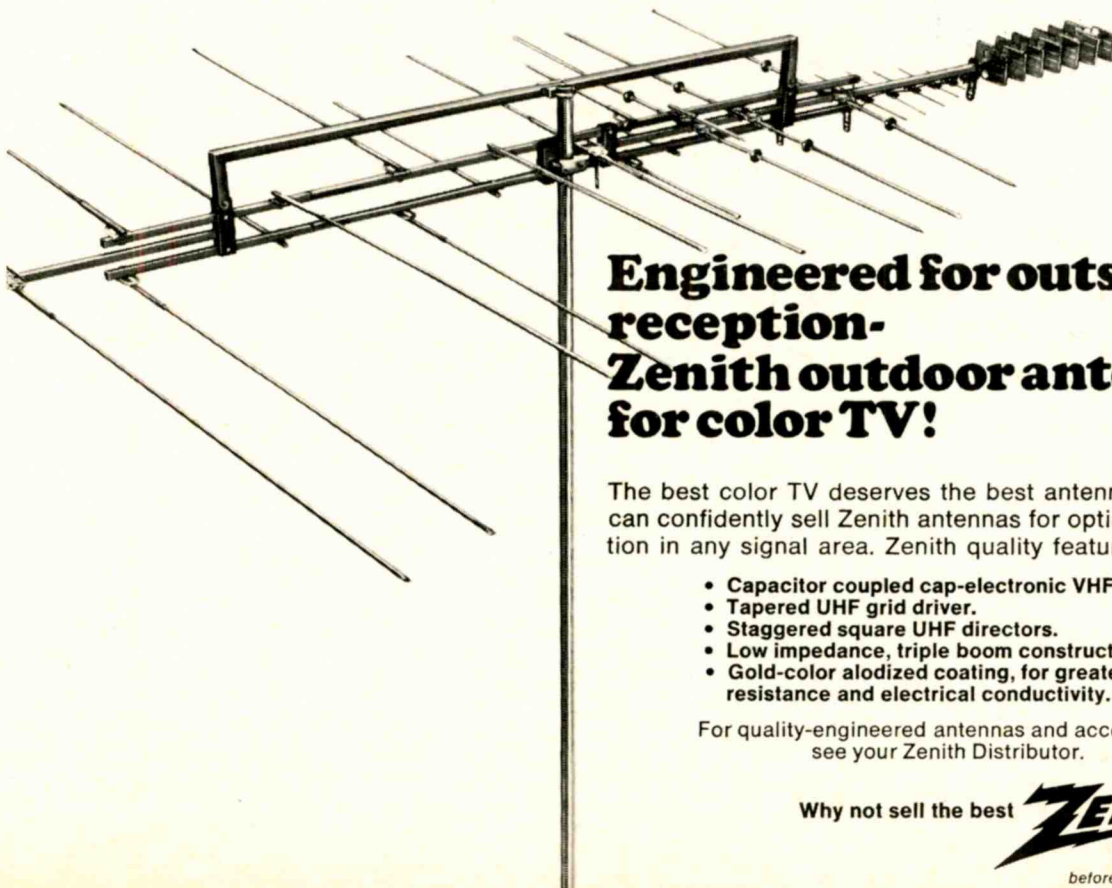
AWARD NOMINATIONS MUST BE SUBMITTED WITHIN NEXT 30 DAYS STATES BREHM

Nea Awards Chairman Roger Brehm of Nebraska has announced that all nominations for NEA awards should be made within the next 30 days. Awards to be made include: Outstanding NEA Committee Chairman; Outstanding Local Association President; Outstanding NEA Officer; Hal Chase Memorial Award for the most outstanding state association president; The O. W. Donald "Man of the Year" award; the Finney Company Membership Achievement Awards and the ESD Publication Excellence Award for the best local association publication. Nominations should be sent directly to Roger Brehm, CET, Box 3935, Lincoln, Neb. 68505. Industry Recognition award nominations should also be sent

to this address. These include special recognition for manufacturers, distributors, representatives or others who have contributed to the overall promotion of the service industry.



One of the big reasons behind the success of the NEA C.E.T. program is that the industry leaders are all for it. In the top picture, Gene Ware, President of TEA in Texas is shown receiving his C.E.T. Certificate by C. J. Rucker. The bottom picture features Rex Jenkins, far left, president of Worth Electronics in Fort Worth who, along with the Finney Company, sponsored the participation of these 15 dealers in the recent TEA Business Management Seminar. Worth Electronics is a Fort Worth Distributor.



Engineered for outstanding reception- Zenith outdoor antennas for color TV!

The best color TV deserves the best antenna. And you can confidently sell Zenith antennas for optimum reception in any signal area. Zenith quality features include:

- Capacitor coupled cap-electronic VHF dipoles.
- Tapered UHF grid driver.
- Staggered square UHF directors.
- Low impedance, triple boom construction.
- Gold-color alodized coating, for greater corrosion resistance and electrical conductivity.

For quality-engineered antennas and accessories, see your Zenith Distributor.

Why not sell the best **ZENITH**
The quality goes in
before the name goes on

CHEMICALS SPEED ELECTRONIC SERVICING

Not too many years ago, chemistry and electronics seemed to be only distantly related. Today, with the trend toward solid state devices and integrated circuits, we are beginning to realize that in order to understand electronics, we must understand chemistry—especially the chemistry of semi-conductors. And it seems safe to predict that the future will see electronics and chemistry blending almost indistinguishably together. The electronic technician of the future, therefore will need a thorough understanding of chemistry in order to comprehend electronic theory.

Today, however, you don't have to be a chemist to understand how useful chemicals can be in facilitating the servicing of electronic products like TV and radio receivers, Hi-Fi sets, CB and Ham gear, tape recorders and record players, etc.

Tuner Cleaner/Lubricants

Perhaps the most commonly used electronic servicing chemicals are tuner cleaners. Back in the early days of TV, carbon tetrachloride was commonly used to clean all kinds of contacts, including tuner contacts. Unfortunately, carbon tet has a number of limitations, including toxicity. Over the past 15 years, tremendous strides have been made in formulating cleaners specifically for today's TV tuners.

It's a mistake, however, to think that all of today's tuner cleaners are the same. Each manufacturer has developed his own formula (or copies someone else's) and each formula produces different effects.

For example, before color TV became popular just a few years ago, detuning was no problem. Tuner sprays



A Review On How New

*Chemicals Can
Cut Service Costs
and Provide
Greater Profits*

by Al Friedman

did cause a shift in frequency response, but tuning of black and white pictures is not at all critical.

Color pictures are a different story. Because the color sub carrier is detected in phase, even a slight shift in response causes problems. Yellows often turn greenish and reds orangish. Increase the shift a little more and you lose the color entirely.

Many of the older tuner cleaners and even some of the new tuner cleaners cause detuning. If you spray a color tuner with a cleaner with the TV set operating, you will usually notice that the color disappears rather quickly. With a good tuner spray, the color returns with good fidelity in less than a minute — the time it takes the spray to dry.

With a tuner spray not properly formulated, the color either fails to come back or comes back with poor fidelity. Of course, you can compensate for this tuner drift by adjusting the fine tuner or the tuning slug. The problem here is that eventually — after a week or two — the tuner cleaner does dry thoroughly and response is shifted again. During this time your customer is unhappily making adjustments. If the problem is serious, you may have a callback on your hands.

Another common problem with tuner sprays is that they may attack soft plastic parts. Again, this was no problem until recently. You see more and more Japanese tuners today and many of these use plastic parts that are easily affected by many chemicals.

Nuvisor tuners are also very, very sensitive. Wetting the neutralizing capacitor of a Nuvisor tuner with *any*

(Continued next page)

ELECTRONIC SERVICE DEALER

spray will cause detuning. With some sprays, the neutralizing capacitor dries quickly and operation is restored. With others you absolutely ruin the tuner if you spray the neutralizing capacitor. Since there is no need to clean or lubricate the neutralizing capacitor, it's a good idea to keep *all* sprays away from it.

Perhaps the most insidious tuner spray problem of which you should be aware is the tendency of some products to "gunk up." Tuner rebuilding specialists report that many tuners they receive are so heavily coated with built-up layers of poor quality lubricants that they don't work at all. Their first step in rebuilding tuners, therefore, is to use an ultrasonic bath.

Recently, a new type of tuner spray has been introduced on the market. Whereas most tuner sprays provide a combination of cleaning and lubrication, these sprays provide only high powered cleaning action.

Most technicians make it a practice to clean the tuner of every set they work on, as a service to the customer. An ordinary cleaner/lubricant is fine for this type of routine preventative maintenance.

For tuner troubles, however, a high-powered tuner cleaner, such as Chemtronics TUN-O-WASH, should be used.

Your first step in repairing a tuner is: **START WITH A CLEAN TUNER.** Intermittents, snowy pictures, flashing and streaking and poor color response

are problems often caused by dirty or gunked up tuners. High powered tuner cleaners have about 10 times as much cleaning power as ordinary cleaner/lubricants. They are most effective as ultrasonic baths in cleaning tuners thoroughly.

Before you clean the tuner, it's a good idea to remove the tubes from their sockets. This gives you a chance to clean the sockets themselves, which often become corroded.

If you follow this procedure, you'll be surprised to see how many tuners you "repair" simply by cleaning them thoroughly. According to tuner repair specialists, many of the tuners they get in for servicing work perfectly when they come out of the ultrasonic bath.

Once the tuner is thoroughly cleaned and working properly, it should still be sprayed with a good cleaner/lubricant, as shown in Figure 1. The lubricant keeps the tuner working smoothly for a long, long time, and retarding oxidation and minimizing abrasion, which can wear off gold or silver plating.

Before you choose a tuner cleaner/lubricant, check several brands. Make your own tests for detuning, deterioration of plastics, and lubrosity. It pays to spend a little extra for a good cleaner/lubricant because your time is what is really costly.

Circuit Coolers

Another important electronic ser-

vice aid is the circuit cooler. Circuit coolers are invaluable in locating thermal intermittents. Intermittents have always been known as "tough dogs." Using ordinary servicing methods, they can be very time consuming. And if you spend several hours troubleshooting a set, you simply cannot charge your customer enough money to compensate for your time.

There are two basic kinds of thermal intermittents: those that work properly when the set is cold and those that work properly when the set is hot. Both are hard to track down. Suppose, for example, that a resistor works properly when cool, but changes value when it heats up. You may get a faulty voltage reading, but when you turn the set off and check the resistance it reads normal.

On the other hand, some resistors and capacitors have hairline cracks or open contacts when cold. Then, once the set heats up, expansion closes the contacts and the circuit works properly.

Circuit coolers make it unnecessary to wait while a TV set heats or cools to display problem symptoms. Instead, you simply use the following procedure:

1. Let the set "cook" until the problem either appears or disappears.
2. Spray each resistor, and capacitor and semiconductor (only rarely do coils develop intermittent problems) individually, watching the TV screen and listening to the sound. Use an extension tube to pinpoint your spray to a single component at a time.
3. When you hit the intermittent component with a circuit cooler, you should see an instantaneous reaction, depending on the type of problem involved. In either case, you have tracked down your faulty component and can easily fix the set by replacing it. Once the set is repaired, you should allow it to "cook" again for half an hour or so to be sure there are no other thermal problems. To be doubly sure, spray the suspected circuit again to make sure no changes occur with changes in temperature.

Generally speaking, there are two basic types of circuit cooler available

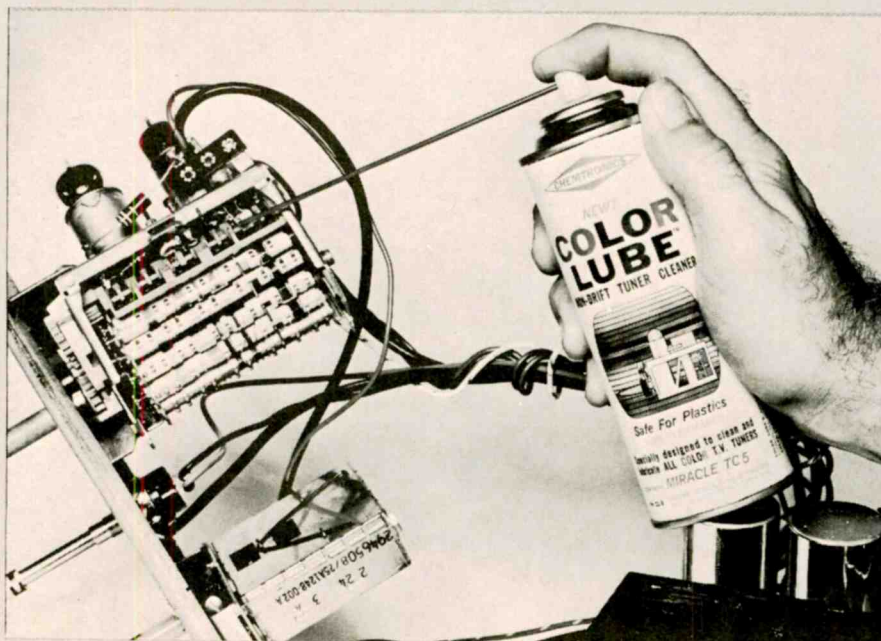


Figure 1

(Continued next page)

today. The first type comes in an ordinary can and does an excellent job provided you use enough of it on each component to cool it sufficiently.

The second type comes in a seamless can. This type of can is required by law for the kinds of chemicals and pressures required to produce very fast cooling action. The super coolers cost more, but even the shortest of sprays cools components quickly to below -50°F . Thus, though this type of cooler costs more, it is generally more economical to use than ordinary cooling sprays. Further, you never have to wonder whether you've given the resistor or capacitor enough spray to cool it. In other words, there is no danger that you will pass up an intermittent component because you failed to make it cool enough to produce a charge.

In addition to tracking down intermittents, circuit coolers are useful in a number of other ways. For example, if you have to solder a transistor into a circuit, a shot of cooler will keep the heat of the soldering iron from damaging the unit.

Circuit coolers also make excellent fire extinguishers. They not only cool the fuel, but cut off the oxygen supply. Some technicians keep extra cans of circuit coolers handy in their homes and their vehicles, just to use as fire extinguishers in cases of emergency.

Surprisingly, circuit coolers are an excellent first aid treatment for bites by poisonous snakes and insects. Spray the bite every few seconds and the poison will not be able to spread through your system. This keeps the problem in check till you can see a doctor.

Finally, circuit coolers are also very good for relieving pains and itches from burns and non-poisonous insect bites and stings. They really work great on sunburn.

Insulating Chemicals

Arcing in a high voltage circuit can be a real nuisance. Often, you solder in a new fly-back transformer or repair an old one and you see arcing or corona discharge. The cure for this problem is simplified with a high voltage insulating spray. One or two



Figure 2

pinpoint applications of this type of spray on projecting points and you don't have to worry any more about arcing or corona. A good high voltage insulating spray can handle up to 30,000 volts when it is thoroughly dry.

For less demanding applications, clear acrylic insulating sprays such as that shown in Figure 3 are ideal. This type of spray can be used for any exposed wiring. It will not run and is resistant to fungus and chemicals.

Many antenna installers use clear acrylic insulating sprays to protect antenna elements. The antenna terminals to which twinlead is attached often rust in time. Thus, when it is time to

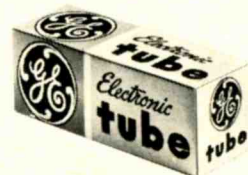
GE tubes are built to satisfy tough customers!



General Electric has an organization of real *tough customers* working to make sure every tube satisfies you and your customers □ There's the materials jury that tests the parts tubes are made of to be sure you get the best tubes made □ the design chief who redesigns tubes for replacement use to do a better job for you □ the quality control manager who tests tubes 14 different ways so you'll know every one will pass the test in your customer's set □ the packaging engineer who demands 100% operation after rugged drop tests of packaged tubes □ and the warehouse ramrod who gets all the tubes you need to your GE distributor when you need them. No wonder you can stake your reputation on dependable GE tubes — the "service designed" line for all your replacement needs. Stock up today.

288-22 B

GENERAL  ELECTRIC



Reach for this when you ask,
"What else needs fixing?"

replace cracked twinlead, you are faced with the problem of loosening the terminals and making solid contact with the new twinlead. This problem can be avoided if you simply spray the terminals with acrylic insulation at the time of installation. This spray can also be used to protect u-bolts, mounting brackets and any other metal parts exposed to the elements.

Acrylic insulating spray is also commonly used for protecting exposed wiring and waterproofing auto ignition systems.

Control and Contact Cleaners

Aside from tuners, electronic gear includes many other controls and contact devices - potentiometers, variable capacitors, switches, relays, etc. You could use a tuner spray on most of these contact devices, but chemicals designed specifically for this application work better.

Some technicians attempt to use this type of cleaner on tuners, but results are not too good.

Miscellaneous Servicing Chemicals

To be complete, the technician's chemical shelf should include a wide variety of chemicals including:

1. Anti-static cleaners for TV picture tubes and other glass and plastic surfaces.
2. General purpose penetrating and lubricating oils.
3. Record player and tape recorder cleaners.
4. Restorer to prevent slipping of rubber drive wheels, drive belts and tuning cords.
5. Glues and cements for repairing speakers, plastic cabinets, etc.

Choose your servicing chemicals carefully. The right chemical at the right time can speed servicing, prevent callbacks and increase your profits.

Six New Members Added To CSEA Membership

Six more new members have been accepted into CSEA during the last month. These include: Radio Lab of Glendale; South Pacific TV of Inglewood; Barnes TV of Ukiah; Davis-Brown Co., Costa Mesa; Eddies TV of Los Angeles and Pacific TV of Long Beach.

CET Tests Continue To Be Taken In California

The NEA C.E.T. program is gaining even more recognition and attention throughout California as more and more dealers take the test.

In recent weeks many have traveled at great lengths to visit the CSEA office in Hawthorne in order to take the test with others taking advantage of local testing sights and dates set up by chapters. With the advent of

lapel pins and jacket patches it will become even more important to the individual to want to become a C.E.T. This is one way you can tell your customers that you are qualified to service electronic home entertainment products. There is no better way to build pride in your ability, your profession and your industry then through the C.E.T. program. The next testing session in Northern California will be held at the Edisco Warehouse on May 8th.

ANNOUNCING SPACE AGE

FOAMING ACTION TUN-O-FOAM

**CLEANS, POLISHES,
& LUBRICATES CONTACTS
EACH TIME CHANNEL
IS CHANGED**



**SPACE AGE
LUBRICANT
DOESN'T DRY OUT
FOAMS AWAY
DIRT AND CORROSION**

TUN-O-FOAM is a new generation of tuner sprays. It is not simply a cleaner with a little residue of lubricant. It is a space age lubricant that cleans as it lubricates. Ordinary lubricants are hydrocarbon compounds which dry out rapidly. TUN-O-FOAM is a space age lubricant in which the carbon has been replaced by a rugged, synthetic element. The result is a long-lasting lubricant capable of withstanding extremes of temperature and maintaining lubricity over thousands of channel changes. Thus, no matter how hot the chassis runs, TUN-O-FOAM will not cake up or dry out. Especially well suited to silver and gold plated contacts, it is the same type of lubricant used in today's spacecraft — the finest ingredients ever put into a can. Each time the tuner is rotated, the contacts are cleaned, polished and lubricated. Yet TUN-O-FOAM is non-abrasive. It will not wear away contacts, and it cannot cause detuning.

TRY TUN-O-FOAM. IT'S GUARANTEED TO BE THE BEST TUNER LUBRICANT/CLEANER YOU'VE EVER USED OR YOUR MONEY REFUNDED.

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HOOSIER TEST PROBE

A SPECIAL ESD FEATURE

IESA Convention HIGHLIGHTS



Major speaker at this year's IESA Convention was Phil Eskew, Commission, Indiana High School Athletic Association. A top speaker, who has addressed over 2,800 audiences, his wit and humor was enjoyed by everyone.



With the presentation of these certified electronic technician certificates during the IESA convention, Indiana now has 126 C.E.T.'s. The Indiana group is now second in the nation and pressing California for the top spot.



Highlight of the IESA convention was the awarding of door prizes. Here are some of the lucky winners for 1969.

82-channel signal grabber

The Jerrold VUfinder® Antenna. The first 300-ohm UHF-VHF-FM antenna designed—from the ground up—for uncompromising color and black-and-white excellence across the entire TV spectrum. Models available for metropolitan to deepest fringe areas.

- Sharp directivity eliminates color ghosts
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- Exclusive bi-modal director system for extra gain

VUfinders are easy to put together, can't possibly fall apart. The quality that's built in stays in. Quickly convertible to 75-ohm Color-axial performance. VUfinders come in 5 models. Each is supplied with a UHF/VHF frequency splitter. And the list prices range from \$17.95 to \$79.95. There's no better performance per dollar than this—anywhere.

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ELECTRONIC service dealer

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From the very conception of the CSEA our policies and aims were directed toward the TV and radio service industry only. Today, more and more, we are becoming involved in other phases of electronics such as garage door openers, electronic ovens, electronic timers and other sophisticated type of electronics equipment. However, one phase of our industry has been somewhat ignored. In spite of the fact that we are an organization of service companies, over 90% of our members are engaged in sales as well as service. These sales can go from five thousand a year to three million a year depending on the size of the company. Regardless of the size of the company they have one thing in common, loss of profit due to service, at times major, required on new sets out of the crate before these sets can be put on the floor.

In the early days of black and white television this was never a big problem. For one thing, most companies had a price setup where the dealer realized a markup of 30 to 40 per cent on every set sold. Most dealers would not carry a line priced below the 30% markup. Many manufacturers had a modified inboard service rebate on some of the problems that showed up in their sets after they were in the field a short time. Another reason this was not too much of an issue was that all parts warranties were somewhat uniform and a dealer would recover some of his cost of in-warranty servicing by parts and labor sales after the first 90 days warranty period had been completed. Today we have an entirely different picture. The cost of doing business has increased many times and added to this the mark-up on the sets have been cut, in some cases more than half. Today a 40% markup is only real in a shop owner's dream.



LARRY SCHMITT

With the advent of color many new problems were introduced. Color brought with it such things as convergence problems, purity, color balance and much more complicated circuitry than we had in black and white sets. Because of the great demand for color sets the manufacturers pushed production so fast that the theory of quality control became secondary. Every dealer was plagued by the run of sets requiring service when uncrated, this was, without question, the result of poor quality control. In addition to this we are also faced with extended service warranties where parts and picture tubes carry a warranty from one to three years. The loser in all of this has been the service/sales dealer.

Today the dealer is saying, "we have had it, something must be done to change this one sided problem. If the manufacturers cannot correct their quality control problems then they must pay for these problems." I do not know of any dealer who is not willing to make the minor service adjustments that are sometimes required without

(Continued on Page 30)

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and priced
for you**



Look for the Centralab Capacitor Carousel . . . 166 of the most requested capacitances. Extra value in every pack, each pack priced to you at **\$1.05**



You've never been able to select and buy capacitors so easily. Centralab's new Capacitor Carousel proves that better packaging and better pricing can increase your profits from service work. Bubble packs of ceramic, low-voltage semiconductor type, electrolytic and polystyrene capacitors are identified by type, capacitance, tolerance and voltage. They provide a package that makes for better housekeeping. Capacitor Carousels are at your Centralab Distributor.

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GLOBE-UNION INC.

**DON'T FORGET TO ASK
"WHAT ELSE NEEDS FIXING?"**

CSEA 14th ANNUAL CONVENTION

May 29th Through June 1st

Hacienda Motel — Fresno

PROGRAM

Thursday, May 29, 1969

Registration — lobby 1:00 p.m. to 5:00 p.m.

Swimming — Hacienda

Golf — Fig Garden Golf Course

CET exams — Hacienda

Manufacturers set up of displays

5:00 p.m. — Cocktails, Hospitality room

6:00 p.m. — Hawaiian Luau, Poolside
Hawaiian quartet and dancing — courtesy of Sencore, Channel Master, and others.

Friday, May 30, 1969

8:00 a.m. — to Noon — registration lobby

8:00 a.m. — Breakfast, official convention opening — sponsored by The Finney Co.

MC-Ken Deedler

Host speaker — Tom Pfeiffer

Introduction of guest speaker, welcome to convention— Larry Schmitt

Guest speaker — Dick Reed

9:00 a.m. — Board of Directors and Delegates joint meeting

10:00 a.m. — Coffee break

11:00 a.m. — Nominating committee report for state officers 1969-70, introduction of by-laws, and other business

12:00 noon — Luncheon — sponsored by General Electric, Equipment Component Division

MC — Harold Baughman

Host speaker — R. E. Giannini

Introduction of guest speaker — Oakley Dexter

Guest Speaker — A. R. Lawrence "Hidden Profits through Training"

1:30 p.m. — Visit sponsor's displays — displays and representatives will be present throughout convention.

Official manufacturers host — Fred Roehrig

2:30 p.m. — Panel discussion — "The BERDR and Regulations that May Effect You"

Moderator — Vern Hassett

Panelists — Jack Hayes, Bob Whitmore, By Peterson,

Darrel Petzwal, Al Zitterkoph, Harry Midkiff

3:30 p.m. — Coffee break

3:45 p.m. — Panel discussion — "If Manufacturers Would Only"

Moderator — Dick Curtis

Panelists — W.W. Dickerson, Richard Glass, Ray Murphy, Bob Walters, R. L. Van Schiak, Charles Bleile

5:00 p.m. — Swim time — champagne — Mermaid Room

6:30 p.m. — Cocktails — Hospitality Room

7:30 p.m. — Dinner — sponsored by Philco Ford

MC — Everett Pershing

Host speaker — Carl Huber

Introduction of guest speaker — Emmett Mefford

Guest speaker — Dick Glass "Let's all Hang Together"

9:00 p.m. — Cocktails — Hospitality Room

Hacienda Mermaids

10:00 p.m. — Hacienda Floor Show

Saturday, May 31, 1969

- 8:00 a.m. – Breakfast sponsored by Raytheon
MC – Roy Grybowski
Host speaker – Boyd Barrick
Introduction of guest speaker – Ray Merrill
Guest Speaker – Harold Camp, U.S. Dept. of Labor,
Apprenticeship Training
- 9:00 a.m. – Panel discussion – “TV Alignment as a Practical Profit
making procedure” (for both the technician and
the employer)
Moderator – Irving Tjomsland
Panelists – Ronnie Simon, Gene Hazlett, Bill Hefner,
Tom Ishii, Al Cardemeuis, Dave Kirkwood
- 10:30 a.m. – Coffee Break
- 10:45 a.m. – Panel discussion – “RCA Inboard Warranty and How
it May Effect Future Warranties”
Moderator – Don Martin
Panelists – Mike Fusaro, John Von Ah, Buzz Seal,
Ed Wysniak, Gene Hazlett, Carl Huber
- 12:30 p.m. – Luncheon sponsored by Winegard
MC – Paul E. Fort
Host speaker – Joseph Ridge
Introduction of guest speaker – John Auger
Guest speaker – Robert J. Ryan “The Value of Mutual
Fund Investment”
“Naughty Nities” lingerie show during luncheon,
courtesy of Major Electronics
- 1:30 p.m. – Fashion show poolside for the ladies
- 2:00 p.m. – Campaign speeches, caucus and election of officers, plus
any business of concern to the general membership.
- 2:30 p.m. – Buses leave for the Fresno Mall for the ladies
- 3:00 p.m. – Coffee Break
- 4:00 p.m. – Panel discussion “How to Make Your Chapter Successful”
Moderator – Ralph Johonnot
Panelists – Karl Vosk, Ray Bulla, Bill Lawler, Darryl
Widman, Ed Murray, James Scarborough
- 5:00 p.m. – Swim time
- 6:30 p.m. – Cocktails – Hospitality Room
- 7:30 p.m. – Banquet dinner sponsored by Sylvania
MC – Capp Loughboro
Host Speaker – Ted Napp
Introduction of guest speaker – Darrel Petzwal
Guest speaker – Don Martin “Our Profession, Past, Present
and Future”
Presentation – trophies - awards

Sunday, June 1, 1969

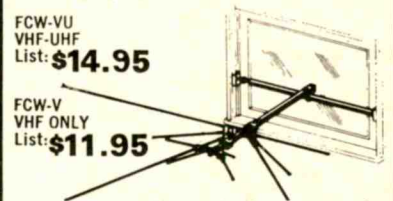
- 9:30 a.m. – Breakfast, sponsored by Leader
MC – Al Fox
Host speaker – Ed Mann & Jack McGruder
Introduction of guest speaker – Jack Hayes
Guest speaker – Henry Shine, Director, Dept. Professional
and Vocational Standards
- 10:30 a.m. – General meeting of the membership, adoption of resolutions
and by-laws and any other business
- 11:00 a.m. – Coffee break
final visit to manufacturer’s displays and your personal
‘thank you’ to them for making this convention
a success
- 12:30 p.m. – President’s luncheon sponsored by RCA
MC – Hugh Wilkins
Host speaker – Robert Kreuzer
Introduction of guest speaker – Ben Leff
Guest speaker – to be announced
Installation of new officers – Keith Kirstine, installing
officer
Past President’s “Fond Fairwell”
Incoming President’s address
Drawing of prizes – convention adjourns
- 2:30 p.m. – New Board of Directors meet for organizational planning,
appointments of committees, etc.

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WINDOW
ANTENNA
by FINCO®**

**Outperforms any
indoor antenna!**

FCW-VU
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DEADLINE**

May 15th

- Couple: \$15
Single: \$10
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Breakfast and lunch only

After May 15th

- Couple: \$17.50
Single: \$12.50
Children \$ 7.50

Send your reservations in now to
the California State Electronics
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Blvd., Hawthorne, Calif. 90250.

(The above prices include all meals
for the four day event)

NEWLY PROPOSED CALIFORNIA LAW TO REGULATE TECHNICAL ABILITY INTRODUCED IN STATE LEGISLATURE

Here is the complete text of the new law just introduced in California. It is being published at the request of the California State Electronics Association as a means to notify all service technicians of what is involved and to eliminate any mis-understandings.

An act to add Chapter 20.5 (commencing with Section 9890 to Division 3 of the Business and Professions and Professions Code, relating to the licensing and regulation of electronic technicians, and making an appropriation therefor.

The people of the State of California do enact as follows:

Section 1. It is the intention of the Legislature in enacting this act to protect the public from financial losses and safety hazards resulting from irresponsible service methods, irresponsible maintenance, and irresponsible repair of electronic equipment normally found in the home and to provide an adequate supply of skilled technicians throughout the state.

Section 2. Chapter 20.5 (commencing with Section 9890) is added to Division 3 of the Business and Professions Code, to read:

Chapter 20.5. Electronic Technicians

Article 1. General Provisions

9890. This chapter constitutes the chapter on electronic technicians. It may be cited as the Electronic Technician's Law.

9890.1. "Apprentice electronic technician" means an individual to whom a license as an apprentice has been issued pursuant to the provisions of this chapter.

9890.2. "Bureau" means the Bureau of Electronic Repair Dealer Registration.

9890.3. "Committee" means the Electronic Technician Advisory Committee.

9890.4. "Licensed electronic technician" means an individual who has been licensed by the bureau as an electronic technician pursuant to the provisions of this chapter.

9890.5. "Service" or servicing" means consulting, installation, maintenance, repair, replacement, inspection, or modification of sets as used by an individual in the home or in a motor vehicle.

9890.6. "Set" means new or used television, radio, tape recorder, or phonograph, or their associate components.

9890.7. This chapter does not apply to any of the following:

(a) A service dealer registered pursuant to Chapter 20 (commencing with Section 9800) of Division 3 of this code, except that if a service dealer is an individual, he shall not engage in the servicing of sets unless he has an electronic technician's license.

(b) A public entity as defined in Section 811.2 of the Government Code.

(c) The government of the United States or any department or agency thereof.

(d) Any school, public or private, offering as part of a vocational education program courses and training in the servicing of sets and the instructors and teachers thereof. The exclusion granted in this subdivision shall be applicable only to the servicing of sets rendered in, and as a part of, a regularly constituted vocational educational program and when such service is not offered to the public for hire.

(e) Any person, as defined in Section 205 of the Public Utilities Code, regulated by the Public Utilities Commission or any federal regulatory agency or any affiliate of such person, and its employees, where the work performed is on behalf of such person.

(f) Any communications equipment which requires a license from the Federal Communications Commission to operate.

(g) Any person who services a set which he owns or who, without compensation, services a set for another.

Article 2. Administration

9890.20. The bureau shall administer the provisions of this chapter.

9890.21. The bureau may adopt, amend, and repeal such rules and regulations as it determines are reasonably necessary to carry out the provisions of this chapter. Such rules and regulations shall be adopted, amended, and repealed in accordance with the provisions of Chapter 4.5 (commencing with Section 11371) of Part 1 of Division 3 of Title 2 of the Government Code.

9890.22. There is within the bureau an Electronic Technician Advisory Committee composed of five members appointed by the Governor from a list of at least 25 names prepared and submitted to him by the Director of Professional and Vocational Standards. The director may accept recommendations from the industry with respect to such list.

Except for the first appointees, each member of the committee shall be a licensed electronic technician. The first appointees shall be persons who qualify for a provisional license.

9890.23. The first members of the committee shall be appointed within 60 days from and after the effective date of this chapter.

9890.24. Each member of the committee, except the

members first appointed, shall be appointed for a term of four years and shall hold office until the appointment and qualification of his successor or until one year shall have elapsed since the expiration of the term for which he was appointed, whichever occurs first.

The terms of the members of the committee first appointed shall expire as follows: one member, June 1, 1971; two members, June 1, 1972; two members, June 1, 1973. The terms shall thereafter expire in the same relative order. Vacancies occurring shall be filled by appointment to the unexpired term.

9890.25. Each member of the committee shall receive a per diem and expenses as provided in Section 103 of this code.

9890.26. The committee shall meet at least twice a year. Additional meetings may be held upon call of the chairman or a written request of any two members of the committee. A majority of the members of the committee shall constitute a quorum. The committee shall elect from its members, each for a term of one year, a chairman and a vice-chairman. The Chief of the Bureau of Electronic Repair Dealer Registration shall serve ex officio as the secretary of the committee, but shall not be a member of the committee.

9890.27. The committee shall do all of the following:

(a) Prepare examinations and change the questions from time to time so the questions shall parallel the progress made in the industry regulated by this chapter.

(b) Study and recommend means of eliminating irresponsible and inferior servicing of sets.

(c) Study and recommend the establishment of additional categories of licensing, and standards of training, experience, and examinations therefor, reasonably necessary to carry out the purposes of this chapter.

(d) Study and recommend the adoption, amendment, and repeal of rules of professional conduct appropriate to the establishment of a high standard of integrity and dignity in the industry.

Article 3. Issuance of Licenses

9890.40. On and after July 1, 1970, it shall be unlawful for any individual for compensation to service sets without a license issued pursuant to this chapter.

9890.41. To obtain a license an individual shall (a) make application in writing to the bureau on a form approved by the bureau, specifying in such application whether he is applying for an apprentice license or an electronic technician license, and if the latter, the category of license, (b) pay the application fee required by this chapter, (c) meet all the qualifications for the particular license, and (d) unless exempt by Sections 9890.43, 9890.44, or 9890.48. pass the examination given by the bureau for the license.

9890.42. Every applicant for a license shall have a high school education or the equivalent thereof, be of good moral character and, if applying for an electronic technician license, have one of the following:

(a) At least four years of experience in the servicing of sets which the bureau determines will competently and safely permit the applicant to engage in the activities regulated by this chapter.

(b) At least four years of technical training in the ser-

vicings of sets acquired in a university or a college, or in a correspondence, vocational, or technical school.

(c) Experience or education which the bureau deems equivalent to that acquired under subdivision (a) or (b).

Any applicant under this section who does not have the qualifications contained in subdivision (a), (b), or (c) may obtain such a license if he passes a special examination given by the bureau. The examination shall cover those subjects which the bureau determines an applicant who has the qualifications contained in subdivision (a), (b), or (c) would have learned through his experience or education. The examination shall include a practical demonstration of the activities regulated by this chapter and a written test.

9890.43. The bureau may issue a license without examination to any person who, at the time of the application or within 30 days prior thereto, was licensed to engage in servicing sets by another state under a law which contains qualifications that the bureau determines are substantially similar to the qualifications contained in this chapter, which state grants reciprocity to persons licensed under this chapter.

9890.44. Notwithstanding any other provision of this chapter:

(a) Any resident of this state, who, within the four-year period immediately prior to July 1, 1970, has had at least four years of experience in the servicing of sets which the bureau determines will competently and safely permit the applicant to engage in the activities regulated by this chapter, on application to the bureau and payment of the fee required by this chapter, shall be granted a provisional license as an electronic technician without an examination.

(b) Any resident of this state who, on January 1, 1969, was registered as a service dealer under Chapter 20 (commencing with Section 9800) of this division, on application to the bureau and payment of the fee required by this chapter, shall be granted a provisional license as an electronic technician without an examination.

A provisional license issued under this section shall be valid until June 30, 1972, and shall not be renewable.

The holder of a provisional license shall pay an initial license fee of No other fee shall be charged for such a license.

The holder of a provisional license may service all sets.

9890.45. (a) The bureau shall, when issuing an electronic technician license under this chapter, restrict the type of servicing of sets which may be conducted under the license to one or more of the following categories:

(1) General. This category authorizes the licensee to service all sets.

(2) Auto radio. This category authorizes the licensee to service new or used radios and tape recorders attached to motor vehicles.

(3) Home Service. This category authorizes the licensee to perform the servicing of sets in the homes which shall be limited to such repairs as the bureau by rule or regulation determines can be performed without removing the set to another location for repair.

(4) Antenna installation. This category authorizes the licensee to service antennas.

(5) Tape recorder. This category authorizes the licensee

to service tape recorders.

(6) Any additional categories established by the bureau pursuant to subdivision (c) of Section 9990.27.

(b) In restricting the license to one or more of the categories specified in this section the bureau shall consider the applicant's experience.

9890.46. At least twice a year the bureau shall hold examinations for an electronic technician license. The exam shall be divided into the different categories specified in Section 9890.45. An applicant shall only be tested in that portion of the examination covering the category of license for which the bureau determines his experience qualifies him.

9890.47. Any applicant failing in an examination may be examined again at the next scheduled examination time upon filing a new application and the payment of the re-examination fee fixed by this chapter.

9890.48. No examination shall be required for an apprentice technician license.

An apprentice technician license authorizes the holder thereof, under the supervision and direction of a licensed electronic technician, to service sets. Not more than three apprentices shall work under the direction and supervision of one electronic technician.

An apprentice technician license may be renewed four times. Thereafter, renewal shall be granted by the bureau only if it determines that such renewal will not conflict with the purposes of this chapter.

Article 4. Regulations

9890.60. Each individual engaged in servicing sets shall exhibit his license upon the request of any customer or any member of the bureau or committee.

9890.61. No individual shall do any of the following:

(a) Present or attempt to present as his own the license of another.

(b) Represent himself falsely as or impersonate a licensed electronic technician or an apprentice electronic technician.

(c) Use or attempt to use a license which has expired or which has been suspended or revoked.

(d) Use or attempt to use a license which is restricted as provided in Section 9890.45 in excess of the restrictions imposed thereon.

9890.62. All services to a customer made by a person licensed under this chapter shall include the full name and license number of such person on any invoice which he may give to the customer.

9890.63. Every individual who holds an electronic technician license under this chapter may place the letters "E.T." after his name.

Article 5. Discipline

9890.70. The bureau may upon its own motion, and shall upon the verified complaint in writing of any person, initiate an investigation of the actions of any licensee, and may suspend for a period not exceeding one year, or revoke, the license of any licensee who is guilty of any one or more of the acts or omissions constituting grounds for disciplinary action under this chapter.

9890.71. All proceedings with respect to the denial of a license or for the suspension or revocation of a license under this chapter shall be conducted in accordance with the provisions of Chapter 5 (commencing with Section 11500)

of Part 1 of Division 3 of Title 2 of the Government Code. The bureau shall have all of the powers granted therein.

9890.72. After revocation of a license upon any of the grounds set forth in this chapter, the bureau may not renew or reissue such license. An applicant may, however, after one year file a new application for an examination with the bureau, and upon showing that all conditions imposed by the decision of revocation have been complied with, the bureau may issue a new license.

9890.73. The fact that the licensee is acting in violation of the provisions of this chapter, or of any rule or regulation adopted pursuant to this chapter, constitutes a ground for disciplinary action.

9890.74. The fact that the licensee has obtained the license by fraud or misrepresentations, or that the person named in the license has obtained it by fraud or misrepresentation constitutes a ground for disciplinary action.

9890.75. The fact that the licensee has been guilty of fraud or deceit in connection with any activity for which he is licensed constitutes a ground for disciplinary action.

9890.76. The fact that the licensee has been guilty of gross negligence or willful misconduct constitutes a ground for disciplinary action.

9890.77. The fact that the licensee has been guilty of gross incompetence constitutes ground for disciplinary action.

9890.78. The conviction of a felony arising from or in connection with any activity for which he is licensed constitutes a ground for disciplinary action. The record of a conviction shall be conclusive evidence thereof.

9890.79. A plea or verdict of guilty or a conviction following a plea of nolo contendere made to a charge of a felony is deemed to be a conviction within the meaning of this article. The bureau may order the license suspended or revoked, or may decline to issue a license, when the time for appeal has elapsed, or the judgment of conviction has been affirmed on appeal or when an order granting probation is made suspending the imposition of sentence, irrespective of a subsequent order under the provisions of Section 1203.4 of the Penal Code allowing such persons to withdraw his plea of guilty and to enter a plea of not guilty, or setting aside the verdict of guilty, or dismissal of the accusation, information or indictment.

Article 6. Penalties

9890.90. It is unlawful for any individual not licensed as an electronic technician under this chapter to use the letters "E.T." in connection with or following his name so as to lead another to believe he is a licensed electronic technician.

9890.91. Any individual who violates any of the provisions of this chapter is guilty of a misdemeanor.

Article 7. Revenue

9890.95. (a) Every licensee shall pay an annual renewal fee to the bureau. The fee shall be due and payable on or before the date of his birth.

If a renewal application is filed more than 90 days after the licensee's birthdate, the license shall expire and shall not be renewable. Any licensee who is delinquent in filing a timely renewal application shall file a new application and comply with the provisions of Section 9890.40.

(b) The bureau shall issue a receipt to each licensee

(Continued on Page 30)



TSA OHIO NEWS

A SPECIAL ESD FEATURE

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OHIO PRESIDENT'S REPORT



by BILL FRANK

Well now, the quarter year is over, the convention activity is over, the seasonal change is over and summer is approaching. This particular time is, of course, no time to set back and rest on your laurels of the first portion of the year.

Take account of yourself, your working conditions, your activity. *Are* you satisfied with *your* efforts for the first quarter of this year? It is all down there in black and white in your ledger book. Have you gone just so far in your ledger book. Have you gone just so far in your daily efforts to complete your day's work a little better than yesterday's work.

A good illustration of these concepts is to ask yourself if you are ready for retirement. Have you, yourself made some arrangement to prepare for the day when you lay your "newt stick" down and really begin to enjoy life? Everything you learned from the convention, "The John Graham Convention," was to enable you to aid yourself in all your endeavours. The technical seminars, the caucus's, the fellowship, the advertising, the TSA Ohio business meeting, the fun 'n games — no, *nothing* was left out by all means, those of you who enriched your lives by these efforts, most certainly have gained a great deal.

To a great electronist, Mr. John Graham, a *mighty lasting salute!* All that was said, announced, or done was for the living hall of fame member of our own TSA Ohio, our own John. With his inspiration, we have reactivated TSA Ohio and it will continue to grow — grow — grow!

Then as we all look forward with great zeal to the mid-year programming — we take stock of our situation in

the business world today is like taking stock of our business. Remember in November we all went to the ballot box — cast our vote for and against? Well, now is the time to sum up your position. Are you in your most ready, your most productive, your most dependable and reliable and of course, your most successful position? Take an "inventory" of your own, analyze your position and let's see you prove to yourself that *you are successful*.

Of course, as members of TSA Ohio, you are entitled to all the aids — efforts — concepts and benefits of this group. A good illustration of this would be the efforts of our Northern Vice President, (CET — Oh I) Mr. Art Clough of Akron. Mr. Clough relinquished time to be able to brief the ETSA — Columbiana county area in the CET program. Efforts! Most certainly . . . concepts — undoubtedly . . . beneficial . . . if the briefings didn't stir your mind — nothing would. Without any doubt, the aids of the briefings were quite lucrative.

Again, I stress the need to sum up for yourself. Take advantage of all that is gained by affiliation with TSA Ohio. This in conjunction with N.E.A. is quite beneficial. The inspiration derived from fellowship with persons like Mr. John Graham is something of real value. The time for taking stock is at hand — follow up on your thoughts and ideas. Put them down on a piece of paper and illustrate what you've accomplished. Also show what good intentions you have to improve your position in this next quarter. In this same light, be certain to avail yourself of the efforts of those in TSA Ohio who are more than willing to cooperate. In fact, let us all pull together as a productive association and continue to upgrade our profession in a business-like manner. It all requires some effort on your part and some consideration . . . think . . . think about that!



IOWA BEACON

A SPECIAL ESD FEATURE

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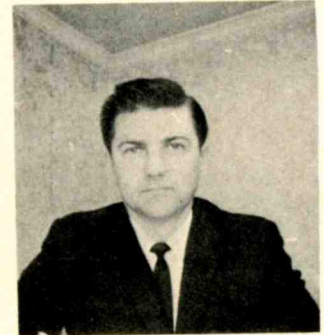
Television Servicemen's Association of Iowa had the good judgment to be one of the first in the industry to develop a comprehensive Apprentice training program. The purpose was to provide each shop-owner with a workable system through which employees may advance to the status of Certified Electronics Technician (Journeyman).

In 1965 the National Electronics Association, Inc. adopted an Apprenticeship system which is much the same as the Iowa program. As a matter of fact, I believe the original Iowa program was used as a guide in setting up the National program which has now become a universal pattern for all qualified shops. This is something we can all be proud of and certainly a credit to our Association.

I am sure that most will agree that highly skilled Technicians are the life-blood of our industry. Therefore, it becomes vital that we let our Apprentice training program serve as a base upon which we may continue to build quality service.

Perhaps it is time that we take stock of what we have in the way of training facilities and look upon our program as one of our most valuable assets. There is absolutely no reason in the world why our shops cannot benefit from formal training in the same way that building contractors, manufacturers, the printing industry, and others, have benefitted. Apprenticeship is the only successful way to round out the Technician's training in a manner suitable to us. We should learn this lesson well and before we find ourselves bogged down without the skilled manpower we need in an industry that is growing by leaps and bounds, with increased demands upon our skills each day.

IOWA president's report



by CLARK POHL

TRAINING THROUGH FORMAL APPRENTICESHIP IN THE RADIO-TELEVISION SERVICE INDUSTRY

Why kid ourselves? — We pay for the training of our skilled Technicians in one way or another. Therefore, it makes sense that we participate in the more formalized way, through Apprenticeship. It will cost us much less in the long run. Our costs are high enough as it is, so it is logical that we attempt to reduce costs wherever we can.

I am aware that the system is being used in several shops— however, not to the extent that we are producing Technicians for tomorrow — or, for that matter, even for today. I have a feeling that formal Apprenticeship has not been adopted in many shops because the shop-owner does not understand the program and the objective that we are trying to achieve. Some of us seem to feel that a person must be a college graduate to be a Technician. No one will argue against education — however, let's be practical, and perhaps a bit more realistic. There is no way under the sun for a Technician to become fully qualified other than in the shop, at the bench, and with the tools of the trade, working under conditions where every move counts. Perhaps we do not realize this, but our shops are actually the most ideal classroom. Granted — we are obtaining Technicians who have had several months of institutional training. This is fine, and we can be very thankful to our school systems for helping us to get youth started in our service trade. The Vocational Education program needs our support. It will fail, however, if we leave all of the training to the schools. We need to utilize the skills of individuals graduating from technical schools, by coupling their training with our own Apprenticeship program, because their training is not complete until the individuals have had a chance to spend a considerable time in our shops,

(Continued next page)

IOWA NOTES CONTINUED

learning our ways of doing things.

Selection of Apprentices is one of the most important steps we taken. First of all, the person selected must have sufficient background, interest and aptitudes to become a skilled Technician. If the trainee is a beginner, we must be especially careful to select on the basis of highest qualifications. These minimum requirements are all listed in our Apprenticeship Standards — which incidentally, can be obtained through the Association.

If the trainee is a product of a trade school, we must carefully evaluate the skill level achieved and allow credits toward the completion of Apprenticeship. Also, these credits will place the trainee in the equivalent wage bracket. For example: if we credit a trainee with two years of experience, we should start him in our shop as a 3rd-Year Apprentice. Here again you will find the proposed wage schedules outlined in our Apprenticeship Standards. As a matter of fact, everything you need to know about training the Apprentice will be found in the Standards.

Care scheduling of training within your shop should pro-

Careful scheduling of training within your shop should produce a Technician who can pass the Certification Test. After all, the Certification Test is the final examination for the completing Apprentice. He should be the man you have always wanted in your shop — indoctrinated to your thinking and policies and able to uphold the ethics of our trade.

To reach this goal is not always as simple as it may seem. We must all work together and pledge our joint efforts within the Association to make our program successful. This is one program that must not fail, if we intend to grow strong and continue as a highly respected service organization. After all our most valuable asset is our skills. Anyone can sell a radio or television set — the real test comes in proper installation and service.

I would like to see our Association become more involved. Perhaps we should think about the possibility of a Statewide Conference dealing almost entirely with the issue of training. At least, I believe we owe it to ourselves to get together and study ways to utilize the program more effectively in our shops. If you have any real good thoughts along these lines, please let us hear from you. There are outside sources ready and willing to help us with our training program. For example: The Bureau of Apprenticeship & Training representatives located in Des Moines and Davenport, Iowa, can render valuable service in helping you to get started. Your local Vocational Director can also help you in selecting qualified candidates. The State Employment Service can render a service by testing applicants for aptitudes, etc.

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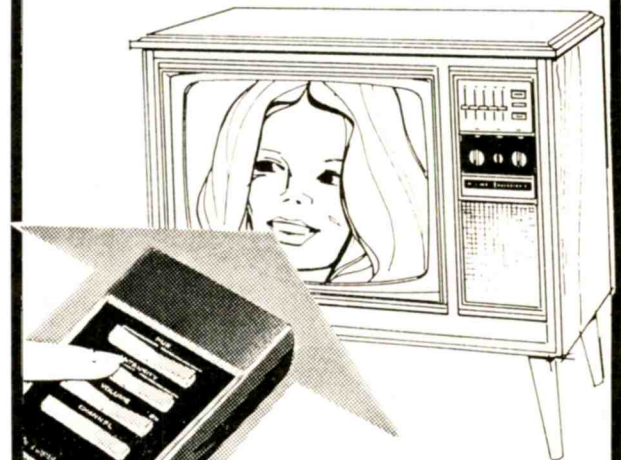
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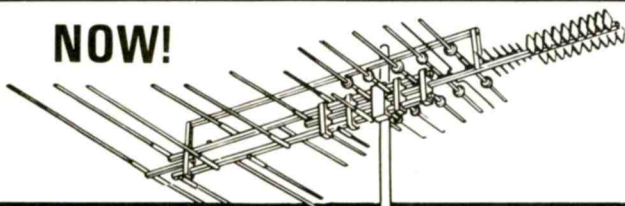
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ANNUAL CONVENTION

HOLIDAY INN — WATERLOO

MAY 16, 17 and 18

Friday — May 16

- 4:00 PM — Registration Desk Opens - Lobby
- 6:00 PM — Buffet Supper
- 7:30 PM — First Convention Session

Saturday — May 17

- 7:30 PM — Breakfast
- 8:30 AM — Board of Directors Meeting
- 9:30 AM — Second Convention Session
- 10:30 AM — Coffee Break
- 10:45 AM — Continue Convention Session
- 11:00 AM — New Requirements of the Wage and Hour Law, Russell Smith, Wage and Hour Investigator, U. S. Department of Labor.
- 12:00 PM — Lunch
- 1:30 PM — Third Convention Session
- 2:30 PM — Coffee Break
- 2:45 PM — Truth-in-Lending Regulation and How It Affects Firms Offering Consumer Credit.
- 6:00 PM — Cocktail Party
- 7:00 PM — Banquet, Entertainment, Speaker, Dick Glass, President, National Electronics Association.
- 9:30 PM — Nite On The Town (if you wish)

Sunday — May 18

- 8:00 AM — Breakfast
- 9:00 AM — Final Convention Session

Ladies Program

Friday, May 16

- 7:30 PM — Waterloo Community Theatre — "Look Homeward Angel"
- 10:00 AM — My Tour of South America — Slides and Comments by Mrs. Winnie Whannel (Last Year's Speaker)
- 1:00 PM — Waterloo Stores Welcome You
- 6:00 PM — Cocktail Party
- 7:00 PM — Banquet

IOWA NEWS NOTES

Drake won their last game in Louisville, against North Carolina, it so happened to be Drake's President Sharp's last school. He was Chancellor at North Carolina and had recruited some of the players before coming to Drake. Drake's Maurey John has been named *Coach of the Year* by the Sports Writers, now that all games have been played.

Iowa State University won the NCAA Wrestling Championship, our hats off to those men who represented them.

Only minutes to go and pack for the Iowa TSA Convention, see you at the Barrrrrrrrrr or in room 6000000000.

Dick Moon is on the mend anyway he is out of the Hospital, his wife Lois says he gets tired easy but glad to have him home.

Anybody seen Glen Dickey, se're still looking for him, after the writer put his or her two bits in. Maybe he will be at the convention and expalin his views, I am sure they are different.



NOTES . . . FROM LES

Les Buchan, TSA-Iowa Executive Secretary

From the Office —

Listed in this issue is the preliminary program for the annual convention of the Television Service Association of Iowa. If you haven't made your reservation, you had better do it now as this is the one event of the year *you do not want to miss*.

Please note the two topics of the outside speakers at this year's convention. Your board of directors thought these were topics of vital interest to everyone. New regulations of the Wage and Hour Law could now be applicable — to your shop and vitally effect your business. Although these facts are published we sometimes have to be told in person before we realize how they effect us personally. Mr. Smith is a Wage and Hour Investigator for the U. S. Department of Labor and will be able to answer your questions.

The second topic will be an explanation of the new Truth-in-Lending Regulation. If you extend consumer credit, you must be familiar with Regulation Z on Truth-in-Lending. You will be responsible, as a creditor, for complying with this regulation. We hope to have all the latest information to present at this time.

And we haven't forgotten the ladies. Friday night they will attend the Waterloo Community Theatre Production of "Look Homeward Angel." Those who have attended these production in the past know high calibre productions presented by this local group. If you haven't attended it is your opportunity to see one of the best community threatre groups in the Midwest.

Saturday morning the ladies will again be entertained by Mrs. Winnie Whannel and her slides and comments on South America. This is the same lady who enthralled the group last year with her presentation on Russia.

And of course, for the ladies, we have allowed time to visit the shops and stores in Waterloo. For ladies attending any convention this is a must.

We haven't forgotten the fun part of a convention either with the Hospitality Party Friday night and the cocktail party and banquet Saturday evening.

It will be a great show and one you do not want to miss. And it is all planned *just for you*. IF YOU DON'T COME YOU WILL BE SORRY!!!

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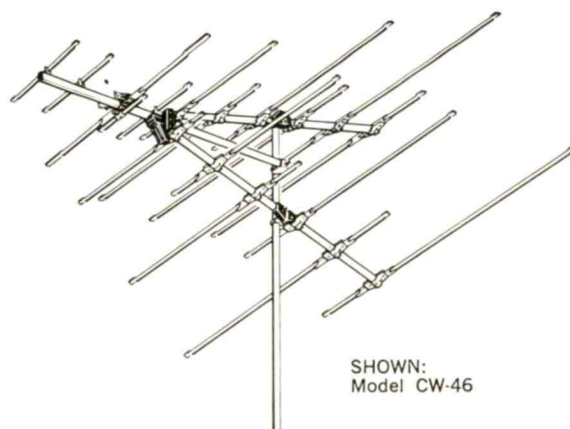
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What About Servicing Dealers?

By JIM YORDY

The farmer has his faults, like putting land in a soil bank and then producing twice as much on the land he has in production, thus defeating his original purpose. The union man demands mostly what he had coming as far as wages but maybe pushes his luck as far as his rights and working conditions are concerned. I speak with authority in this field since I was president of a local union some time ago.

The distributor, considering all

things, does a good job in our area, and he push, push, pushes his product. But he has to do it with tremendous pressure from both ends, the manufacturer and the service dealer. So now we come to the real "patsie," the servicing dealer.

Yeah! He's the fellow that sells the name brand and brags on his own brand when he knows from facts and reported figures that his set has a 45 per cent failure rate in the first 90

days. In other words, he's bragging about a fairly well designed piece of electronic equipment on which the manufacturer has shown that he could care less whether there is any quality control or not.

So we go backwards now to the distributor who may even have trouble getting parts for brand name sets that won't work even when new. It's your decision as to whose fault this is, but it's certainly not your fault that the lousy set didn't work in the first place and now you can't get parts.

Now, back to the union worker who maybe didn't do his job on quality control inspection. He, like the manufacturer, couldn't care less whether the set works or no unless he should happen to buy it. But there is a feeling here that all union workers are not alike but that most manufacturers are. Again the decision is yours.

As far as the servicing dealer is concerned, there seems to be no hope. He bailed the top gun, or manufacturer, out of his troubles on transistor radios without adequate replacement parts or diagrams. There was a lot of money lost here but not by the union man, the distributor, or the manufacturer.

So now the service dealer is going to, and is in fact already doing, the same thing again. Not only that, but he's bragging about his product.

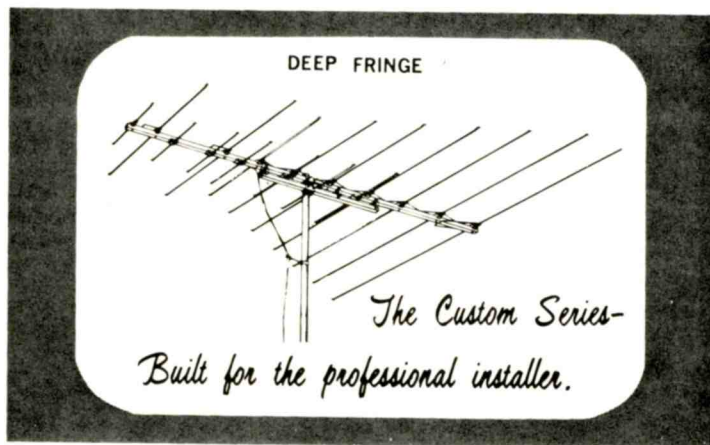
Where does the farmer come in? Well, like the service dealer, he is contributing to inflation by not realizing and taking advantage of what he could accomplish if he really wanted to work together. Also, the farmer, like the service dealer, receives plenty of junky, high-priced machinery from the manufacturer, and it doesn't work too well either.

We should really give the manufacturer credit though. He is really contributing more than his share to the growing inflation.

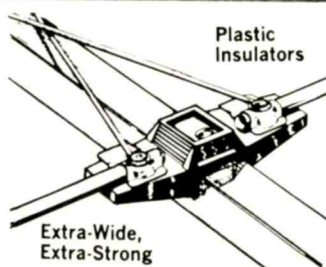
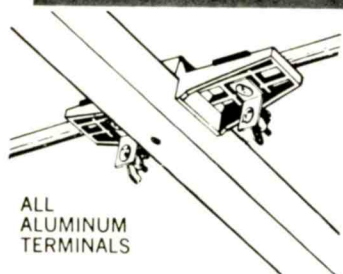
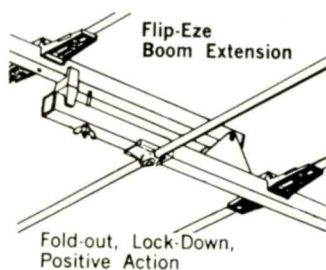
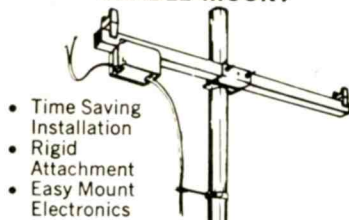
Who am I? I'm a crazy service dealer who is a little more than disgusted by his electronic product, and I'm realizing that we, like the farmer, are defeating ourselves.

In conclusion, I think it's time we demanded something better in the product line, at least a product worth being proud of, and one we can brag about with a clear conscience.

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KEA President's Message



by LLOYD MILHAM

Parts Availability are the manufacturer's responsibility. Each manufacturer should see to it that all their distributors are just as interested in getting replacement parts to the Service Dealers as they are in getting their new sets on the Dealer's floor. The parts situation in this area for most manufacturers is very poor.

One company has the kind of distributor that we can call before 3 PM any day but Friday and have the parts

we ordered delivered to our door the next morning. This kind of service is worthy of our support for the distributor and the brand name sets that he sells. Most other distributors, however do not have this kind of service.

One major brand distributor just goes to the post office three times a week, Monday, Wednesday and Friday. If we call Monday after 3 PM they will mail the part Wednesday PM and we get it Friday. In other words it takes all week to get a mailed item 35 miles. It would seem to me that if they are interested in keeping their sets working they should go to the post office at least three times a day.

Another major brand distributor that we call quite often will look up a part and tell us that they have it but when you ask how soon you can get this part, they tell you that their shipping department is 10 days behind. In other words the parts man is

standing by the phone with the part you need in his hand and telling you that it will take ten days to get your name and address written on the box. For two weeks or longer you have a color TV in your way because the distributor that made the original sale could care less whether their sets are in the customer's home in working order or gathering dust in our shops.

I think all manufacturers should check their distributors and see to it that the service dealers do not have to wait two weeks or more for every part that we order. We can not stock all the parts for every set on the market but the distributor should stock all the parts for the sets they sell. Their parts department should be set up such that they can mail or ship all parts orders the same day they come in. This is the only way that our customers can get the kind of service they want and the service we want to give them.



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CSEA PRESIDENT'S REPORT

Continued

charging the manufacturer. We realize this is a necessary evil in our business, however, when it comes to major work and sub-chassis service, this is another matter.

When the dealer uncreates a set and finds he has to change the picture tube because it has spots, dark lines in the phosphorus, or the shadow mask has warped or broken loose; when he has to pull a chassis because of burning

Kiesub Karnival Held Last Month in 5 Stores

Kiesub Corporation, Southern California Parts Distributor, held their annual Kiesub Karnival last month with dealers filling the five local stores to see the latest in products.

In addition to the product show, the stores featured special test equipment seminars with Sencore's Bill Heffner and Lectrotech's Bill Grossman demonstrating the latest in test equipment.

In all, there were five different shows from April 18 through the 25th.

and finds wires pinched under transformer lugs are shorting to ground, and printed boards have points that were never soldered, these are the problems of the manufacturer and should be recognized as such. RCA has set up a program where these problems will, we hope, be solved. We understand that Zenith is also considering a similar type program.

LICENSE LAW *Continued*

promptly upon payment of the annual fee.

9890.96. The bureau shall set fees as prescribed by the following schedule:

- (a) Electronic technician examination and license _____.
- (b) Re-examination fee _____.
- (c) Renewal fee electronic technician license _____.
- (d) Apprentice electronic technician _____.
- (e) Renewal fee apprentice electronic technician _____.
- (f) Restricted electronic technician _____.
- (g) Renewal fee restricted electronic technician _____.
- (h) Duplicate license _____.

9890.97. Within 30 days after the beginning of every month, all fees collected by the bureau for the month preceding shall be paid into the State Treasury to the credit of the Electronic Repair Dealer Registration Fund.

9890.98. All expenses incurred in the operation of this chapter shall be paid out of the Electronic Repair Dealer Registration Fund from the revenue received by the bureau under this chapter and deposited in that fund. No part of these expenses shall be charged against any funds which are derived from functions of the bureau provided for in other chapters of this code.

Section 3. The sum of _____ (\$_____) is hereby appropriated from the General Fund to be used by the Electronic Repair Dealer Registration Fund to be used by the Bureau of Electronic Repair Dealer Registration during the balance of the 1969-70 fiscal year to carry out the purpose of Chapter 20.5 (commencing with Section 9890) of Division 3 of the Business and Professions Code.

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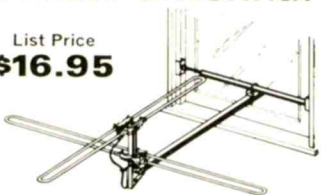
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- Color-Duct 82 is the lowest loss RG-59 type cable ever made for color TV reception.
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- Both black and white jackets are of highest grade vinyl
 - Ultra-violet resisting black Color-Duct 82 for outdoor leads and built-in distribution lines.
 - Unimprinted white jacket Color-Duct 82 for unobtrusive interior surface runs of distribution lines. For indoor use only.
- Both models of Color-Duct 82 use standard "F" fittings. In addition, the four parallel strain wires moulded into the cable are tinned copper to permit soldering where grounding of the shield is required.
- Color-Duct-82 is 100% swept and meets all requirements for "non-contamination".

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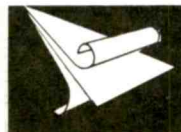


BLACK-JACKET
Model 9537
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Model 9536
500' spools
WHITE-JACKET
Model 9373
(unimprinted)
1,000' spools

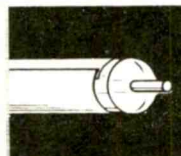
"100% SHIELDING" literally creates
a direct line to color.

Until now, solid shielding has been used *only* on transmission cables in commercial and military communications, radar, and in professional audio and broadcasting installations. Here, where complete shielding from radiation and interference pick-up are critical, the solid tube type of shield has always proven most effective.

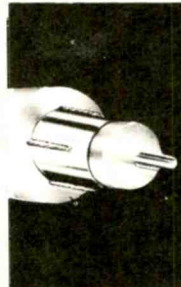
NOW, Channel Master has applied this proven 100% shielded construction . . . for the first time in TV history . . . to 75-ohm coaxial cable designed for home television installation.



Channel Master's solid shield is created by laminating aluminum foil to both sides of high tensile strength mylar.



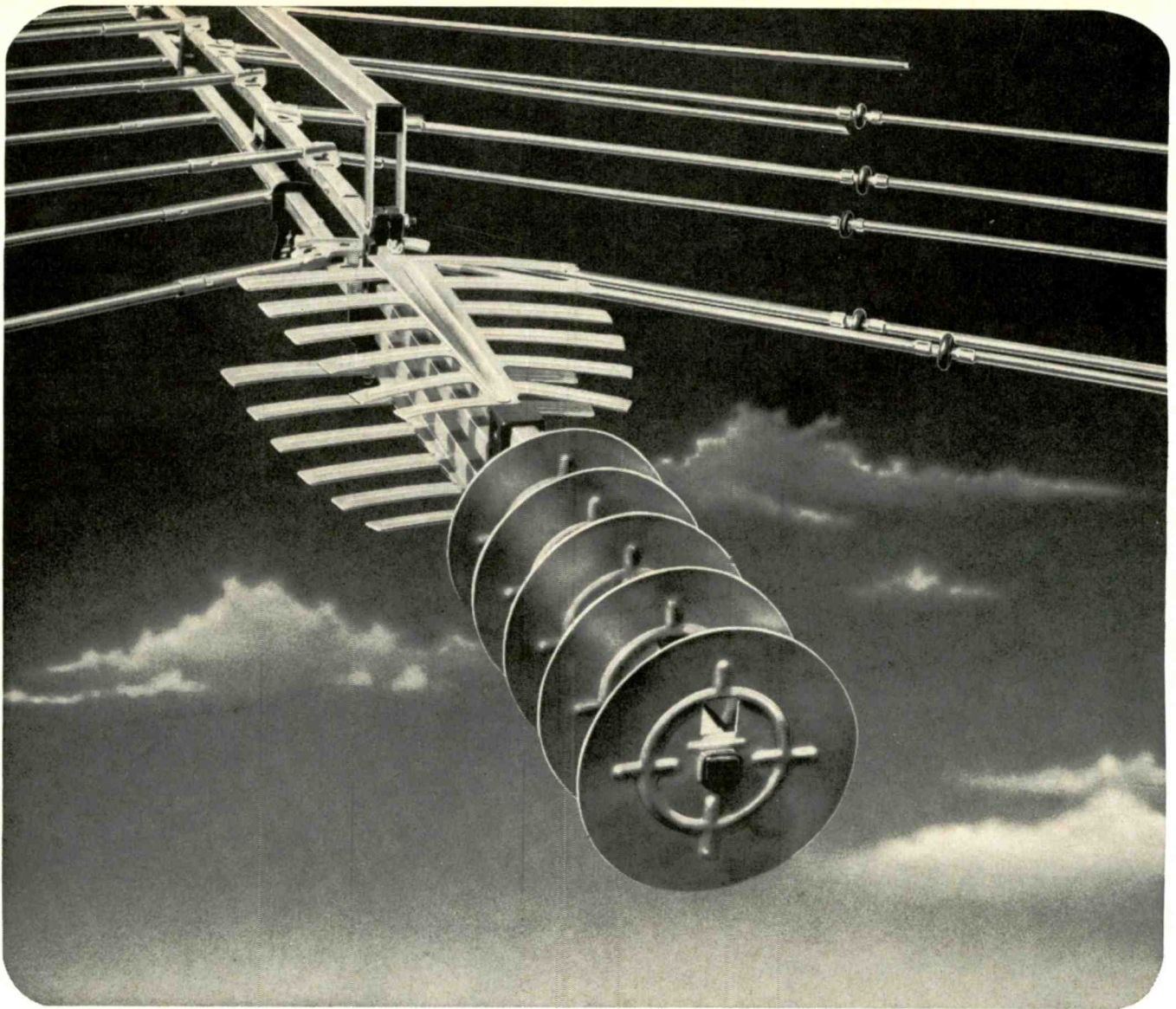
This shield is then totally wrapped and over-lapped around the virgin polyethylene dielectric core containing the copper clad steel center conductor.



Before the black outer jacket is applied, four equally-spaced, tinned copper, parallel strain wires are positioned around the circumference of the shield. In addition to providing extra strength to the cable, these wires maintain electrical conductivity even if a break should occur in the shielding.

DB LOSS PER 100 FEET

VHF	RG-59/U	COLOR DUCT-82
55 MC	2.8	2.0
200 MC	5.6	3.8
UHF		
500 MC	9.0	6.3
650 MC	10.1	6.9
800 MC	11.8	8.3



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