THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING

# ELECTRONIC

Servicing & Technology

August 1998

Troubleshooting microprocessors

Troubleshooting tube circuits





#### Working harder for you.

When you need help right away, call Philips Smart Parts. We're working hard to make sure your customers are completely satisfied. Call us today for all your parts, accessories, and service aids. *Call 800-851-8885*.



**PHILIPS** 

Circle (120) on Reply Card

Let's make things better.

THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING

Servicing & Technology

Volume 18, No. 8 August, 1998

## Contents

#### **FEATURES**

### **Troubleshooting microprocessors**

by Bob Rose

Microprocessors are now commonly found in every type of consumer electronics product, including television sets. Consequently, troubleshooting TVs these days frequently means troubleshooting microprocessor circuits. It's not as hard as it might sound. Read this Bob Rose article to find out how to start troubleshooting a set in which you suspect that the problem is microprocessor related.

#### 16 Troubleshooting tube circuits

by Alvin G. Sydnor

They're back. Vacuum tubes that is. Back when transistors and ICs were developed, most of us thought that these multi-pin devices with their glass envelopes and cheerily glowing filaments were obsolete, but, as this article points out, there are still a lot of products that contain vacuum tubes and need to be fixed. If you've never worked with vacuum tubes before but would like to learn more about this aspect of consumer electronics service, this article will help you get started.

### 47 Continuing education in servicing

by the ES&T Staff

Everything in consumer electronics is changing and developing so fast that it's enough to make a technician's head spin. That's why it's so important for technicians to study constantly to keep up with all the changes and developments. This article, compiled by the ES&T staff, provides suggestions and ideas on how to stay abreast of everything that's going on, and lists a number of excellent resources that technicians can turn to for help.

#### DEPARTMENTS

- Editorial 2
- News
- 4 Literature
- Calendar of Events
- Profax
- 46 Books
- **Test Your Electronics Knowledge**
- What Do You Know About Electronics?
- Photofact
- 61 Products
- 62 Classifieds
- Reader's Exchange
- Advertiser's Index

## ADVERTISING SUPPLEMENT

#### 18 Replacement Parts Showcase

The service procedure is never complete until the faulty part has been replaced and the product is back in operation. And as every technician knows, in these times when consumer electronics product manufacturers are using such a variety of specially manufactured parts, many of which are hard to identify, it can become a major challenge just to determine what the part is and to find a supplier for it. In this Showcase, replacement parts suppliers who advertise a half-page or more are given an equivalent amount of space to tell you a little bit about their companies. The information in those company descriptions may help you locate the supplier you're looking for to locate that hard-to-find part.

#### Q410 5V STANDBY REGULATOR R417 LEAKY 5.4V 12.6V (9.2V) R416 § (5.4V) 6V R416

page 6



page 18

## ŘE1 R2 C R3 R4 RE2

page 54

#### ON THE COVER

If you shop around at a few of the grocery stores in your area, you quickly find that some have better produce than others, some have a better butcher department, and some just have a wider selection of all of the products that you need. The same is true with department stores, hardware stores, and just about any type of store where you shop. It should come as no surprise that what's true of consumer shopping applies to replacement parts suppliers, as well. You'll find that some specialize and have a better selection of replacements for a certain manufacturer's products. Some charge more, some less, for shipping and handling. Some provide a great deal of help in identifying a replacement and some don't seem to want to help at all. It pays to choose your supplier carefully. (Photo courtesy of Electro Dynamics, Inc.)

## The joy of troubleshooting

n article by Bob Rose in this issue, "Troubleshooting microprocessors," describes in general how to troubleshoot microprocessors in television sets, and then provides some detailed troubleshooting procedures that he followed in servicing some specific microprocessor-controlled sets. One thing comes through loud and clear as you read the article: while microprocessor control changes somewhat the way in which electronics products operate, for the most part, the tried-and-true troubleshooting techniques used by service technicians apply just as well to microprocessor-controlled circuits as they did to products in the past.

For example, the first rule of thumb that Rose recommends if you suspect the microprocessor and/or surrounding circuits is to check B+ and ground to the processor. Isn't that pretty much the first step that a technician would take in servicing just about any circuit? After all, if a circuit doesn't have B+ or ground, it won't operate.

The article goes on to suggest that the technician check the standby voltage, reset voltage, the oscillator, and data-in and data-out lines. Again, these procedures don't differ much from the procedure that a good technician would follow in servicing a set that was not microprocessor controlled.

A good troubleshooter must possess certain qualities. For starters, an in-depth knowledge of the design and operation of a product is essential. If a technician is going to be able to determine why a product is not operating correctly and restore it to proper operation, it helps immensely to know what is involved in making it work properly in the first place.

Another quality of a good troubleshooter is the drive to solve problems. This includes the ability to ask questions and record and sift data. For example, if a technician is presented with a dead set, the first thing he does is look to see if it's receiving power. A check at the output of the power supply determines whether or not the power line is providing power and the supply is providing the correct output voltage(s). Armed with that basic knowledge, the technician can then step through the rest of the set gathering information on which to base a sound determination of the cause of the problem.

In fact, most competent technicians really enjoy their work. It's a joy and a challenge. Determining the cause of a problem in a TV set or VCR is much like working some kind of puzzle in terms of the intellectual challenge that it presents. It's an exercise in logic. You might say that in a way troubleshooting is a little like building a truth table: this condition exists, and this condition exists, but this condition does not exist. What type of fault could cause this set of conditions?

In some cases, the answers recorded in the initial information-gathering steps is enough to make a determination. In other cases, the first troubleshooting steps provide some valuable information, but not enough. Then the technician begins to ask questions about the data he has already gathered. Why was the voltage at point x a few volts different from that specified? Or is that within tolerance? Why was there no signal at point y? Questions like these allow the technician to gather more information and to refine the information he already has.

Unfortunately, troubleshooting is not all fun and games. Perhaps if it were a leisure pursuit it would be more fun, but reality has a way of rearing its ugly head. The expectation of having to repair so many sets in a day or a week puts a great deal of pressure on the technician. But then, I guess that's why they call it work. And that's why it's so important that a technician be constantly honing his skills. One incorrect conclusion based on the information gathered can lead the technician down a long series of dead ends from which is may be difficult to return. The wrong idea, once implanted, can confuse the technician's thinking to a degree that it makes it difficult to return to the proper frame of reference.

When this situation occurs and the technician just can't seem to make any progress on the repair, the best approach is to put the product aside and let it sit for a while. Such an approach sometimes allows the technician to forget the blind alleys he's gotten into and to bring a fresh mind to the problem.

It can't be overemphasized that troubleshooting is far easier when the required test equipment and service literature is available. The ability to refer to a schematic diagram helps immensely in determining the nature of the problem. For example, if the technician is trying to trace a signal to see where it disappears, it will be difficult in the extreme if the schematic diagram is not available. Moreover, the function of many circuits in today's consumer electronics products is not obvious. The explanation of circuit operation that the technician finds in a service manual or in a manufacturer's seminar may be just the tidbit of information he needs to pinpoint the problem and complete the product repair.

But the enjoyment of troubleshooting and repairing the product doesn't end when the cause of the problem has been identified. In a way, the next step is the best part. Once the faulty components or circuits that are causing the problem have been identified, the technician gets to replace them. Then comes the moment of truth when the technician turns on the set and observes the effects of his troubleshooting and repair. What could be more satisfying than to turn on a set that had just a horizontal white line across the center of the screen and see a picture at full height and in glorious color, or to repair a set that had no volume and that now puts out ample sound in high fidelity stereo, and to realize that it was his skills that had caused the transformation.

Fortunately, it doesn't matter whether the product to be serviced is controlled by a microprocessor or not. Most of the functions are the same, in general, as they were before the application of microprocessor control in television. However, as Bob Rose says in the conclusion to his article: "microprocessors are a fact of life, and they are not going to disappear. As a matter of fact, they and their associated circuitry are getting more complicated as time goes on. It, therefore, behooves people in our business to learn to work with them. After all, this business is our livelihood. Learning how systematically to evaluate their performance is one way to work with them."

Mila Conval Penson

#### Seminars to be featured at National Professional Service Convention

Service managers who attend the 1998 National Professional Service Convention (NPSC) Will find an Intel information processor inside. The name of this processor is Dan Russell, Director of Platform Marketing for Intel Corp.; who will be the keynote speaker. Mr. Russell will relate his company's thoughts on the marriage of the computer with the television set. Of interest to consumer electronics servicing professionals is how this merger will affect the consumer, and thus, what it will demand from the manufacturer, retailer, and servicer. Also to be covered is its effect on the Universal Serial Bus, IEEE 1394 (Firewire). Digital Video Disk, and more.

The keynote session by Mr. Russell will be held on the first day of the six-day service industry event. NPSC '98 will be held August 10 through 15, 1998 at the Hyatt-Orlando Hotel, in Kissimmee, FL.

On the convention's final two days, business guru Mike Stoll will share abundant information about profitable service management In his seminar titled, "If You Sell Below Cost, You Can't Make it Up With Volume," he will discuss pricing strategies for service dealers. His two other seminars will focus on 'Team Power and Performance," and "27 Ways to Increase Profits."

Other sessions at NPSC '98 to help service managers improve their bottom lines will be the famous annual Best Business Ideas Contest, a study session for the Certified Service Manager exam, and seminars on "Discovering Diversity," and "Tax Changes That Affect the Small Service Business."

Forums intended for all convention participants will include a panel on standardizing electronic service data, and information about the progress of High-Definition Television.

Another highlight of the week will be the two-day Professional Service Trade Show, August 12 through 13. This will feature products, services, and equipment for professionals in the product service industry.

Servicers will also have the opportunity to meet privately with the top service executives from dozens of major manufacturers. These information-sharing "Service Information Symposiums" will occur preceding the trade show on Wednesday and Thursday.

More than a dozen technical seminars will help prepare technicians to cope with the newest technology. The featured presentations will cover Windows 95 troubleshooting and network setup, and computer monitor, and PC servicing schools. Also included will be: sessions on DVD concepts, and MPEG Compression, as well as how to service FAX, copiers, scanners, printers, big-screen monitors, LCD projectors, progressive-scan TV, and power supplies.

Registrations are available for the full week, for any three consecutive days, or on a daily basis. Early registrants can save up to \$70 over the \$300 at-the-door price. For registration information, contact NPSC '98, 2708 West Berry, Fort Worth, TX 76109, (817)921-9061, FAX (817) 921-3741, or e-mail: iscetFW@aol.com.

#### First graduating class for C.N.S.T.

ETA, The Electronics Technicians Association, International, Inc., (Green-castle, IN) recently announced the addition to its array of certification programs for electronics technicians, the C.N.S.T., Certified Network Systems Technician, program.

Since that announcement, the C.N.S.T. initiative, developed

by Texas A & M University System's, Engineering Extension Service, has completed beta testing of the 100-question written examination and has gone ahead to certify through ETA, an initial group of computer networking professionals.

Each successful C.N.S.T. receives a wall certificate and wallet card and is entered in ETA's international certification data base at Greencastle, IN. In addition, those who qualify for Senior C.N.S.T. status, receive a walnut and brass wall plaque attesting to their accomplishment and status. C.N.S.T. lapel pins are also part of the recognition items.

On June 9, Texas A & M's Engineering Extension Service in San Antonio, graduated the first class of C.N.S.T. technician aspirants at its HemisFair Park campus. The rigorous 144-hour program is designed to prepare the students who pursue it to pass the C.N.S.T. exam.

The C.N.S.T.'s role in the telecommunications industry is between that of a Computer Desk Top Service Technician, and a Network Systems Engineer. The C.N.S.T. assists the Network Systems Engineer in designing, installing, and maintaining computer networks. Prerequisite for applying for the C.N.S.T. through ETA is an ETA C.E.T. in Computers, or the A+ certification through CompTIA. Two years of experience and/or schooling are required for the Journeyman C.N.S.T. status in ETA.

Dick Glass, President of ETA, stated that the C.N.S.T. certification program has generated more initial interest in its first 3 months, than any other of the association's 15 skills and knowledge certification categories, since 1986.

While additional classroom courses are not a requirement of the C.N.S.T. program, ETA advises that, unless the networking technician is already an expert, an in-depth class such as that conducted by Texas A & M, (and being implemented by several other proprietary schools around the country), can bring the computer technician up to the level of C.N.S.T and its current higher financial rewards.

For more information and the competencies listing for C.N.S.T. certification, contact ETA at: 602 N Jackson, Greencastle, IN 46135, Fax 765-653-8262, e-mail: eta@indy.tdsnet.com

#### CEMA applauds FCC decision on consumer cable devices

The Consumer Electronics Manufacturers Association (CEMA) applauds today's decision by the Federal Communications Commission (FCC) to adopt pro-competitive, pro-consumer rules allowing consumer cable devices to be sold at retail.

"This decision will benefit consumers because it will foster innovation and competition. Consumer electronics manufacturers now can move forward to develop a wide range of products and features, increasing consumer choice and driving down consumer costs," said CEMA President Gary Shapiro.

The Telecommunications Act required the FCC to enact rules that provided for a competitive market for cable services equipment. As a result of today's decision, consumers will be able to purchase set-top cable boxes at retail like any other consumer electronics product.

CEMA is a sector of the Electronic Industries Alliance (EIA), the 74-year-old Arlington, Virginia-based trade organization representing all facets of electronics manufacturing. CEMA represents U.S. manufacturers of audio, video, accessories, mobile electronics, communication, information and multimedia products which are sold through consumer channels.

# ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING CONTROL OF THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING FOR THE PROFESSIONAL MAGAZINE FOR ELECTRONICS AND COMPUTER SERVICING FOR THE PROFESSIONAL FOR ELECTRONICS AND COMPUTER SERVICING FOR ELECTRONICS AND COMPUTER SERVI

Servicing & Technology

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

#### **EDITORIAL**

Nils Conrad Persson, Editor (Internet e-mail: cpersedit@aol.com) Kirstie A. Wickham, Associate Editor (Internet e-mail: kirstieest@aol.com) Richard S. Moseson, NW2L, On-Line Coordinator

#### **CONSULTING EDITORS**

Homer L.Davidson, *TV Servicing Consultant* Victor Meeldijk, *Components Consultant* John E. Shepler, *Audio Consultant* Sam Wilson, *Electronics Theory Consultant* 

#### **PRODUCTION**

Elizabeth Ryan, Art Director
Barbara McGowan, Associate Art Director
Edmond Pesonen, Electronic Composition Mgr.
Dorothy Kehrwieder, Production Manager
Emily Leary, Assistant Production Manager
Pat Le Blanc, Phototypographer

#### BUSINESS

Richard A. Ross, *Publisher*Sal Del Grosso, *Accounting Manager*Ann Marie DeMeo, *Accounting Department*Catherine Ross, *Circulation Manager*Melissa Kehrwieder, *Operations Manager*Jean Sawchuk, *Data Processing*Denise Kells, *Customer Service* 

#### **ADVERTISING SALES OFFICE**

Electronic Servicing & Technology 21704 SE 35th Street, Issaquah, WA 98029 Tel.: 425-557-9611 Fax: 425-557-9612

Evelyn Garrison, *Director of Advertising* Emily Leary, *Sales Assistant* 

#### **EDITORIAL CORRESPONDENCE:**

P.O. Box 12487 Overland Park, KS 66212 913-492-4857







Electronic Servicing & Technology (ISSN 0278-9922) is published 12 times a year by CO Communications, Inc. 25 Newbridge Road, Hicksville, NY 11801. Telephone (516) 681-2922. Periodical class postage paid at Hicksville, NY and additional offices. Subscription prices (payable in US dollars only): Domestic—one year \$26.95, two years \$49.95. Canadian—one year \$36.95, two years \$69.95. Foreign Air Post—one year \$44.95, two years \$85.95. Entire contents copyright 1998 by CO Communications, Inc. Electronic Servicing & Technology or CO Communications, Inc. assumes no responsibility for unsolicited manuscripts. Allow six weeks for delivery of first Issue and for change of address. Printed in the United States of America.

Postmaster: Please send change of address notice to Electronic Servicing & Technology, 25 Newbridge Road, Hicksville, NY 11801.

CQ Communications, Inc. is publisher of CQ The Radio Amateur's Journal, Popular Communications, CQ Radio Amateur (Spanish CQ), CQ VHF, CQ Contest, and Electronic Servicing & Technology.

## ----LITERATURE\_\_\_\_



#### Transformer information website

Signal Transformer Company, an operating unit of the Insilco Technologies Group, has unveiled a website that makes it easier for engineers to obtain information about the company's off-the-shelf and custom power transformers, as well as valuable educational material on transformer design and applications.

The website, located at http://www.signaltransformer.com, features a home page that offers functionality and the ability to easily link to other sections of the website. Product information on Signal's comprehensive line of printed-circuit (PC) and chassis-mount transformers, as well as supplemental magnetics, can be easily accessed directly from the home page. Detailed specifications and part numbers are available by downloading Adobe Acrobat portable document files (PDFs) for various products. Visitors can also download the Custom Magnetics Design Data Sheet to find information on the company's custom design capability.

Users looking for technical information on transformers can find it by accessing the Technical Library section, which posts application notes on various transformer technology products.

Circle (86) on Reply Card

## Tool, tool kit, tool case and test equipment catalog

Specialized Products has released its new comprehensive Spring '98 Catalog. The new 384-page publication features a wide assortment of products for virtually every service application in telecom, LAN, fiber optic, wireless, medical electronic and computer industries.

Technicians, field service managers and engineers can choose from a complete assortment of electronic test equip-



ment featuring component testers, digital multimeters, frequency counters, function generators, oscilloscopes, power supplies and more.

The computer testing selection includes benchtop test equipment, EPROM testers and SIMM testers. LAN test equipment choices include analyzers, category 5 testers, continuity testers and fiber optic test equipment. The telecom selection features bit error rate testers, digit grabbers, digital butt sets and transmission test sets. For fiber optic test equipment, the technician can choose from cleavers, light sources, optical time domain reflectometers, power meters, strippers and more.

Circle (87) on Reply Card

## Electrostatic discharge control catalog

Desco's new catalog of electrostatic discharge control products has 68 pages of products in sections of personnel grounding, neutralization, shielding and test equipment. Products include wrist straps, foot grounders, floor and table mats, ground cords, shielding bags, floor finish ionizers, test equipment and more. A separate section on the basics of ESD control is also included.

Circle (88) on Reply Card

#### Component data book

Alps has released the all-new 1998 Data Book. Completely redesigned and expanded, the data book features a new page format and a new compact size in a book binding. Several new additions include more detail drawings, product reference guide for each section and an all-inclusive index, and Alps ISO certifications.

Circle (89) on Reply Card

#### Test equipment catalog

Amprobe announces its Golden Anniversary Catalog, covering the entire product range and including a host of new products. The catalog has extensive cross-reference charts and product in-use photographs enabling customers to quickly find the tool that provides the best solution for their needs.

Circle (90) on Reply Card

#### Catalog update

This 64-page update from Contact East lists the latest in test instruments and tools for engineers and technicians. Featured are quality products from brand name manufacturers for testing, repairing, and assembling electrical and electronic equipment. New product highlights indude Fluke's T5 Electrical Testers. Tektronix' Huntron Tracker TR210, and the CEK-74 complete electronics tool kit. Other products displayed are DMMs. oscilloscopes. soldering/desoldering tools, clamp meters, power supplies, ESD protection products, aerosol cleaners, adhesives, and precision hand tools. Choose from quality brand names like Fluke, Tektronix, Hewlett Packard, Xcellite, Xuron, Ideal and Weller.

Circle (91) on Reply Card



#### Power products guide and catalog

Hewlett-Packard Company announces the availability of the 1998/1999 editions of its System Power Products Selection Guide and Power Products Catalog. The 16-page guide (Literature No. 5966-1707) contains a succinct overview of the company's power product line, highlighting key features and specifications.

The 65-page catalog (Literature No. 5966-1706) provides R&D and production engineers complete technical information on more than 125 models of dynamic measurement de sources, ac power source/analyzers, harmonic/flicker test systems, de power supplies, de electronic loads, solar array simulators and modular power systems.

Circle (92) on Reply Card



# Troubleshooting microprocessors

by Bob Rose

ritually every modern television consists of five basic systems. Whether it's a nine-inch fellow

Rose is an independent consumer electronics business owner and technician.

that is kept in the kitchen or a 60-inch job that dominates a room in the house, it will still have five systems: power supply, system control, deflection, video, and audio. Each system presents a special challenge to the technician because each system is different.

#### System control

This article will explore the TV's system control, the "brains" of which is the

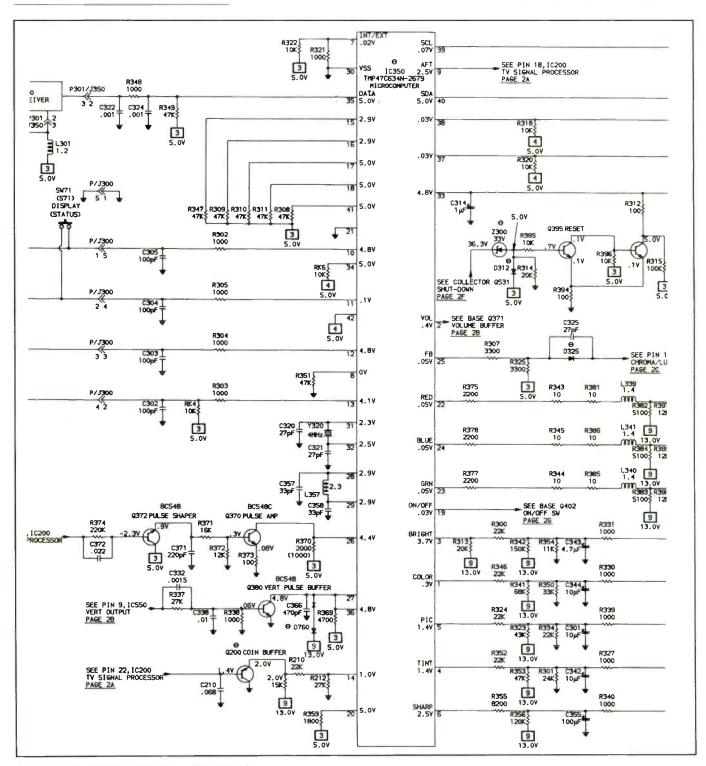


Figure 1. The CPU for a Magnavox 25N1 chassis.

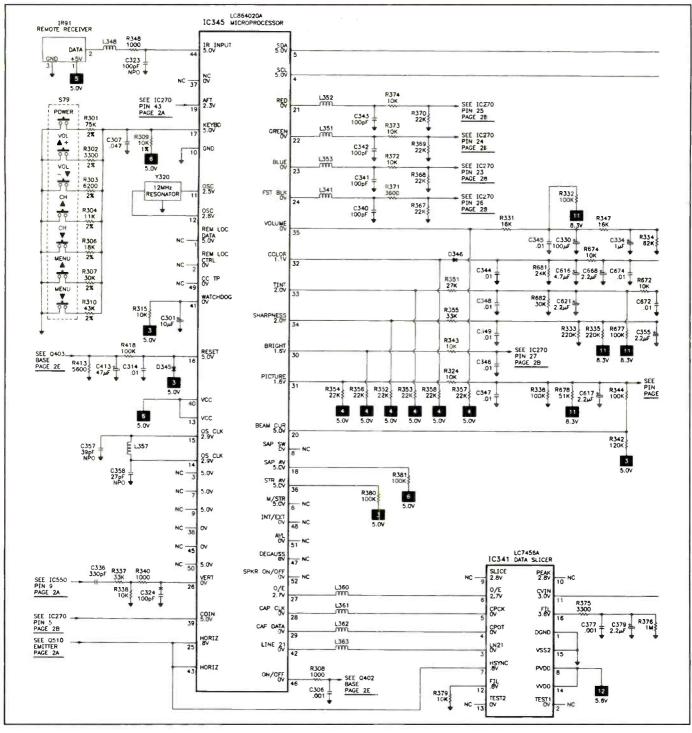


Figure 2. The microprocessor for a Philips' G-6 chassis.

microprocessor. Perhaps this is as good a place as any to note that microprocessor technology is not going to go away. It is in fact getting more and more complex. For example, if you service RCA TV's you know that the microprocessor uses data and bus lines to communicate with the EEPROM, video IC, tuner, and audio circuits. Consider the operation of the horizontal oscillator. The CPU receives information about horizontal frequency and phase from the EEPROM and sends

the information via clock and data lines to the video processing IC where the horizontal drive signal is generated.

I just recently received Panasonic Services Company's training manual for its new VCR (the UZ mechanism) and TV/VCR combination. These units feature the "I-Squared-C" bus which consists of a data line and a clock line. It employs a "master" (system control microprocessor), a "slave" (EEPROM), and several other "slaves" (the TV jungle IC, the HI-FI IC, and the Y/C/normal audio IC). This system replaces many of the mechanical controls to which we have grown accustomed with an on-screen display (OSD: as in "service menu") and adjustments via remote control.

#### Is it a system control problem?

Given the complexity of these new circuits, how do you determine if the problem you are trying to solve is a system control problem? Once you have determined

#### **NEW! AnaTek Data Direct**

## All the information you need to repair Electronics

Sam Goldwasser's "Notes on the Troubleshooting and Repair of..." Monitors, VCRs, TVs, Appliances, CD Drives, Switching Power Supplies, CRTs, Audio, FBTs, Deflection

The Electronic Repair Center FAQ on Monitors, TVs, VCRs, Printers, Test Equipment, Projection TV's, plus discussion group postings cover every electronic topic

All on One Convenient CD! Nothing to Join, no WWW surfing Introductory Offer just \$79.95



1-800-999-0304 603-673-4342

info@anatekcorp.com http://www.anatekcorp.com

Circle (60) on Reply Card

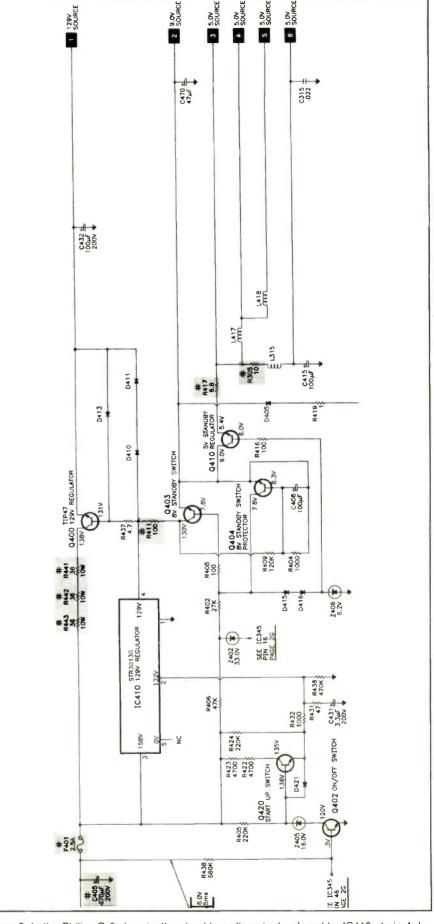


# Your Ticket to SUCCESS

More than 40,000 technicians have gained admittance worldwide as certified professionals. Let your ticket start opening doors for you. ISCET offers Journeyman certification in Consumer Electronics, Industrial, Medical, Communications, Radar, Computer and Video. For more information, contact the International Society of Certified Electronics Technicians, 2708 West Berry Street Fort Worth TX 76109; (817) 921-9101

Name
Address
City
StateZip
Send material about ISCET and becoming certified
Send one "Study Guide for the
Associate Level CET Test."
Enclosed is \$10 (inc. postage).

Circle (76) on Reply Card



**Figure 3.** In the Philips G-6 chassis, the stand-by voltage is developed by IC410 at pin 4. In stand-by mode this voltage should be about 15.7V.

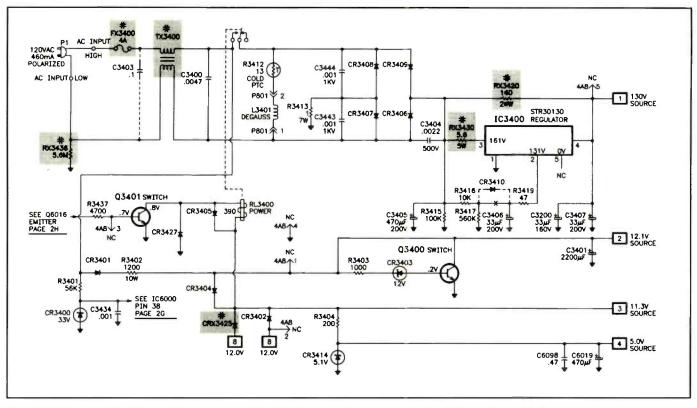


Figure 4. When all else fails, check the standby 5V. In this set, this voltage measured about 4V, and had a lot of noise on it.

that you have a system control problem, how do you pinpoint the exact cause?

I am going to suggest a five-step approach to help you answer these questions. First, locate the microprocessor and then check the following: B+ and ground, reset, oscillator, input data lines, and output data lines. These few measurements will give you a picture of the health of the microprocessor and should point you to the source of your problem.

#### Troubleshooting tools

Now a word about some necessary troubleshooting tools. You will need good literature. The literature will give you pinouts and voltages, and it will also provide you with waveforms. You will need a good DMM, and I recommend a good oscilloscope. There are some problems you will not find if you don't use an oscilloscope. For example, you might condemn a tuner when the tuner is good. If you had checked clock and data inputs to

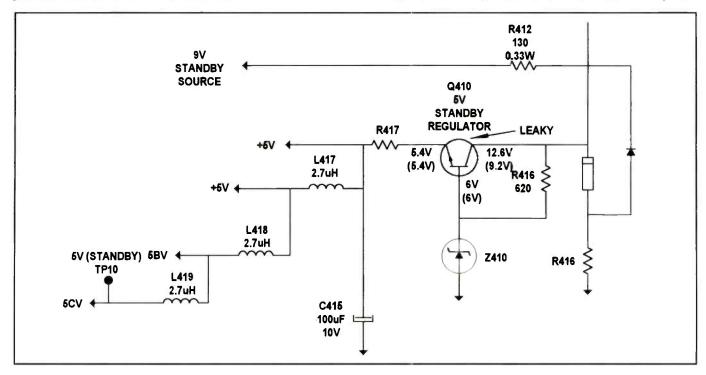


Figure 5. In one set, the picture looked washed out, as if there were a problem with the contrast. Transistor Q410 at the 5V regulator, was leaky and permitting 6V to get to the microprocessor.

the tuner you would have found one or both signals missing. Those missing signals would have pointed you to the microprocessor or memory IC. There are lots of technicians who do not use an oscilloscope, and I am willing to bet they miss a lot of diagnoses (and fees) because of it. If your oscilloscope (or DMM) does not have a frequency counter, you will need a frequency counter because you will want to check the frequency of the microprocessor's oscillator.

#### Check B+ and ground

The very first check you should make is the B+ to the processor. I include a check of the ground as well, because, believe it or not, a loose ground connection can cause all sorts of weird problems. Figure 1 is the CPU for a Magnavox 25N1 chassis. I remember almost changing the microprocessor in one of these sets because the set was dead and would not respond to any command. Just before I began to unsolder the chip, I noticed "a ringing crack" around pin 30. I resoldered the pin, and the set acted normally from that time on. The problem was caused by a bad ground connection.

Figure 2 is the microprocessor for a Philips' G-6 chassis. One of these sets was brought in for repair and was completely dead. We checked pin 13 of IC345 for 5V. The voltage at that pin wasn't cor-

rect. The stand-by voltage is developed by IC410 at pin 4 (Figure 3). In stand-by mode this voltage should be about 15.7V. It was less than 2V. A new IC410, an STR 30130, solved the problem. I should emphasize the fact that when the set is operating, this voltage must be very close to 5V, and it should be as free of ripple and other noise as possible.

A customer brought a Zenith TV in for repair, complaining that sometimes the set would come on and sometimes it wouldn't. When it came on, it might stay on for a minute or two and would go off as if it had been unplugged. We checked the obvious, the B+ regulator, to see if it was defective. It wasn't. What now?

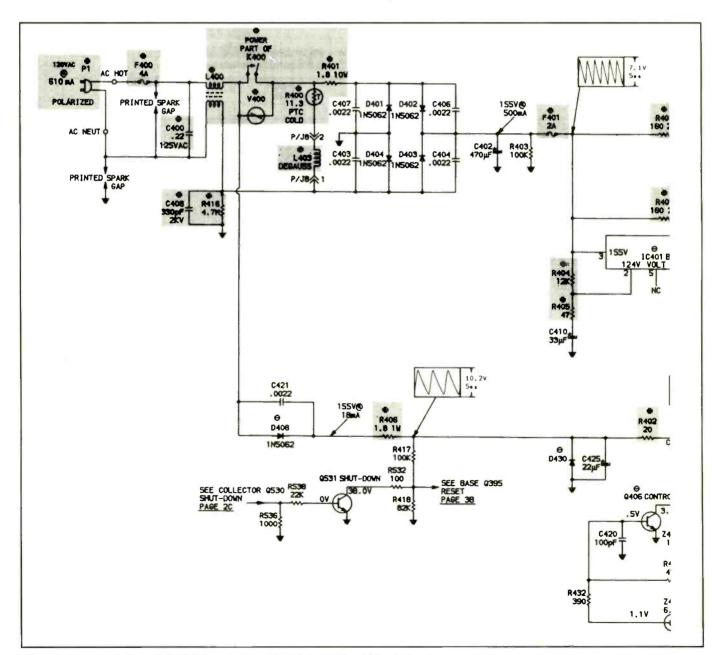


Figure 6. The reset voltage in the N1 chassis is developed via R417, a 100 , 1W resistor.

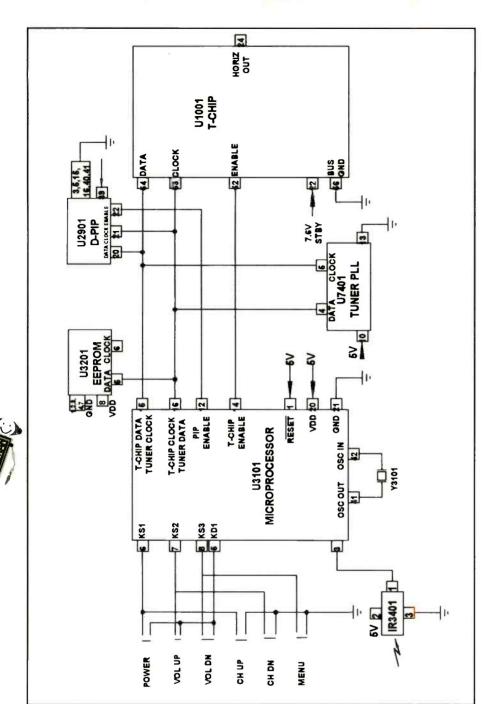


Figure 7. A load on an input data line can mimic a defective CPU.

When all else fails, check the standby 5V. This voltage measured about 4V (Figure 4), and had a lot of noise on it. We replaced a leaky diode and filter capacitor to restore this voltage to the correct 5V (CR 3414 and C6019 in Figure 4). A good DMM would have revealed the low voltage, but it took a good oscilloscope to show the "hash" riding on the supply voltage.

What would be the situation if this voltage exceeded 5V? We serviced a set that had such a problem earlier this year. The picture looked washed out, as if there was a problem with the contrast. The color

was also very poor. But the really odd symptom was a very dark, almost black, OSD. None of the customer controls had an effect on the quality of the picture. I have a rule-of-thumb. When you have an oddball problem, check the power supply. In this instance the 5V regulator was leaky and permitting 6V to get to the microprocessor (Q410 in Figure 5).

#### Check reset voltage

Suppose you have good B+ and the ground connection is also good, but the set still will not come on. What next? Don't forget the reset voltage. Look again at Figure 1. Pin 33 (reset) should be an active high after ac has been applied. This high signals IC350 to initialize its program. If the voltage is missing, IC350 does not initialize its program, and the result is a dead set. According to Figure 6, the reset voltage is developed via R417, a  $100k\Omega$ . 1W resistor. For some reason, these N-1 chassis are tough on R417. Rarely does a month go by that I don't have to replace an open R417. If your service center is like mine, it will not see many reset problems. Nevertheless, when you encounter a dead set and suspect a system control failure, be sure to verify the reset voltage. The reset may be an active high or active low (a condition when the reset will go high for a specified time when ac is applied and then low).

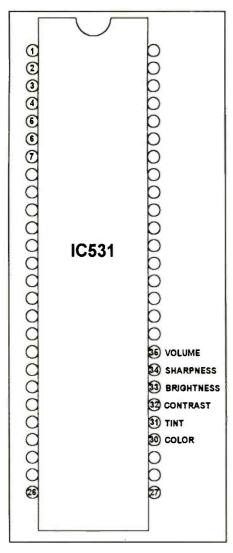
#### Check the oscillator

If a television set is to operate properly, the oscillator should be on frequency, and the waveform should have the specified peak-to-peak value. The latter is usually around 5V. The former will vary from chassis-to-chassis. For example, the N-1 chassis runs at 4MHz while the G-6 runs at 12MHz. Always consult the manufacturer's literature for voltage and frequency. If the oscillator is not running, or if the waveform is not close to the stated value, the microprocessor will not operate. The most common cause of a faulty oscillator in my area is lightning damage. When the oscillator is not running, I usually replace both the IC and the crystal.

Oscillators can cause problems. For example, I remember one N-1 chassis that would be playing fine and suddenly go off, as if the set had been unplugged. Well, a lot of things can cause the problem, but in this instance Y320 at pin 31 of IC350 was failing. I don't think we would have found the problem if we hadn't consulted the engineers at Philips who were kind enough to point us in the right direction.

Be certain to confirm these parameters before moving on to the next level. If the oscillator is running, is it on frequency, and is the waveform the correct value?

Incidentally, a microprocessor needs more than B+, reset, and oscillator to perform its functions. For example, if it generates on-screen display information, it will also need inputs from the horizontal



**Figure 8.** A partial schematic for a Sanyo DS 31450. One of these sets that we serviced had been damaged by lightning and was completely dead.

and vertical output circuits. So, if the OSD is missing, you would naturally check these inputs to the microprocessor.

#### Check input data lines

A load on an input data line can mimic a defective CPU. Take a look at Figure 7, a partial schematic for an RCA CTC 177. We just recently received such a unit for service. The customer said it began to channel up by itself and then turned itself off and would not come back on. A peculiar set of symptoms! I immediately suspected a system control problem. Following the procedure I am outlining, I began with U3101. B+ voltage was about 4.8V, and the ground was good. The oscillator was working, and the reset voltage was the correct value, but there was no communication between the CPU and the EEPROM. Was, therefore, the EEPROM or the microprocessor defective? Let's not change either just yet. The next check will then be the input data lines (pins 5, 6, 7, and 8) which should be at 0V. Sure enough, one of the pins was high, which pointed to a defective front control switch. Replacing the switch (Channel up. Remember the customer's complaint.) restored this CTC 177 to proper operation.

What about the loss of a single function? Philips has had several chassis that would intermittently lose remote control function. Every function worked except the remote control. The G-6 chassis in Figure 2 was one of the affected TV's. If you scoped pin 44 of IC345, you would

find the IR signal present. The problem almost had to be the IC itself, which in fact it was. Philips came out with a service bulletin confirming the diagnosis. It seems that random noise would lock up the IR port. The problem could be cured by removing ac for a couple of minutes. When power was reapplied, IC345 reset and the remote functioned fine. But the only permanent cure was to replace the chip. If one function does not work, you must check the appropriate data input to see if the input changes. The change may be a voltage change, or it may be a change that appears on the oscilloscope as a series of pulses. If there is data input, then you will have to check the appropriate data output port. Which brings me to step five.

#### Check data output.

Always make this final check before you condemn the microprocessor. Remember if a data output line appears "hung up," some component tied to the line may be hanging it up. I once checked a Goldstar TV that had a system control problem. All checks were good except when I got the data output lines. It turned out some "glue" left from the manufacturing process had shorted out two of the output lines.

Figure 8 is a partial schematic for a Sanyo DS 31450. The TV had been damaged by lightning and was completely dead when we began to work on it. We began by getting the power supply up and

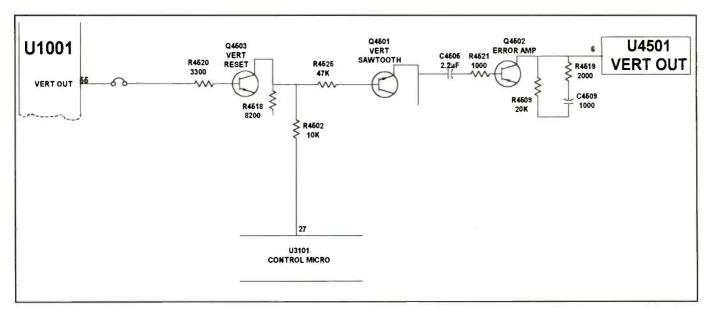


Figure 9. In one RCA CTC167 that exhibited a horizontal white line in the middle of the screen, the most obvious place to begin troublesooting was the vertical circuits. I quickly determined that all voltages were present, but there was no vertical drive at pin 6 of U4501.

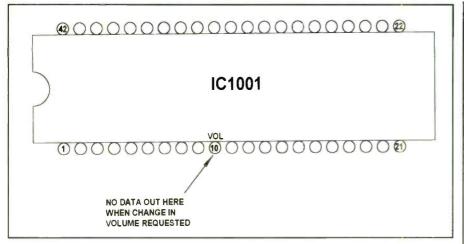


Figure 10. A partial schematic for a Sharp 25A-M050. The complaint was "cannot raise or lower the audio." In this case, IC1001 was defective.

running. Then we repaired vertical deflection. When deflection had been restored, the TV came on with no raster and no audio. The OSD worked, and the channel numbers changed. But that was all. We couldn't even force a video signal through the set. What was going on?

Some of the voltages on the video processor were substantially off, but these voltages were controlled by IC531, the microprocessor. Voltages on pins 30 through 35 of IC531 were substantially off. When the pins were wicked out, the voltages were still off. We replaced the IC, and the TV began to work as it should.

#### A strange problem

Let's look at another "slightly weird" problem caused by a defective microcomputer. I accepted an RCA CTC 167 for repair. The customer's complaint was "a line in the middle of the screen," in other words no vertical deflection. When I assessed the TV I noted that there was indeed no vertical deflection. There was also no audio and, as far as I could tell, there was no video. In fact the only function that worked on the remote or the front controls was power on/off.

Where to begin? The most obvious place was the vertical problem. I quickly determined that all voltages were present, but there was no vertical drive at pin 6 of U4501(Figure 9). Drive exited pin 55 of U1001, but it almost disappeared at the base of Q4501. A waveform that should have been about 20Vpp had dropped to almost nothing! This chassis takes vertical drive at the collector of O4503 and sends it to U3101 to develop OSD information. I wicked out pin 27 of U3101, which restored vertical deflection. However, the other problems had not gone away. A new microcomputer put this CTC 167 in good working order!

#### No volume control

Let's use one more example. Figure 10 is a partial schematic for a Sharp 25A-M050. The complaint was "cannot raise or lower the audio." I checked B+, reset, and oscillator of IC1001 even though all other functions worked. I hope I have learned not to ignore the obvious. These were within acceptable parameters. Data was present when I requested a change in volume, but there was no data out on pin 10. I wicked out pin 10 and checked it again. Still no change when data input changed. IC1001 was indeed defective.

#### Microprocessors have become a fact of life

Microprocessors are a fact of life, and they are not going to disappear. As a matter of fact, they and their associated circuitry are getting more complicated as time goes on. It, therefore, behooves people in our business to learn to work with them. After all, this business is our livelihood. Learning how to systematically evaluate their performance is one way to work with them. Use my system if you like it; if not, work up one you do like.

## **CAPACITORS**

ARE THE LEADING CAUSES OF FAILURE IN TVs & VCRs. **CHECK CAPACITORS IN-CIRCUIT WITH 100%** ACCURACY IN SECONDS



#### CapAnalyzer 88

- Automatically discharges capacitor, Checks for low DCR and shorted caps, Checks high-frequency ESR and displays on 20-segment LED meter.
- 3-color chart shows typical readings.
- Includes gold-plated tweezer probe.
- Portable... Batteries included!

#### LOCATE ANY SHORTED LEAKY COMPONENT



#### Leak Seeker 82A

Locates shorted & leaky parts to the exact spot on the PCB without cutting up the board or unsoldering any parts! AVAILIABLE AT YOUR DISTRIBUTOR *60 DAY MONEY-BACK GUARANTEE* ON ALL EDS TEST EQUIPMENT SEE US AT THE NESDA CONVENTION!







ELECTRONIC DESIGN SPECIALISTS 4647 Appalachian St, Boca Raton, FL 33428 www.eds-inc.com 561-487-6103

> we make test equipment designed to make you money.

## Troubleshooting tube circuits

by Alvin C. Sydnor

has been designed to be operated within certain predetermined limitations that are called "characteristics." When dealing with tube operating characteristics you will encounter the term "amplification factor."

One of the most important features of a tube is the fact that a very small variation or change in grid voltage will produce a large change in plate current. This is possible due to the ability of the tube to *amplify*. We can also cause a change in plate current by varying the plate voltage, but we can get a greater change in plate current by a smaller change in grid voltage.

#### **Amplification**

Let's assume that we have a tube operating in a circuit and we measure an increase of 5mA when the grid voltage is driven 10V more positive, but that an increase of 30V on the plate was needed to produce the same 5mA increase in the plate current. From this we can see that it takes a three times greater increase in plate voltage than the increase in grid voltage to produce the same 5mA change in the plate current. From this simple test we can say that this tube has an amplification factor of three. When looking at tube characteristic data it is common practice to call the amplification factor the "MU" (µ) of a tube.

The amplification factor or  $\mu$  of any vacuum tube is the ratio of the change in plate voltage to the change in grid voltage that would be required is required to produce the same change in plate current.

Troubleshooting vacuum tube circuits can become very easy once you are familiar with the Eg-Ip and Ep-Ip curves. Looking at the curve shown in Figure 1 you will notice that if -3V were applied to the grid of this tube, 25mA of plate current would be flowing. With -6V on the grid, the plate current will be reduced to

Sydnor is a retired consumer electronics servicing technician,

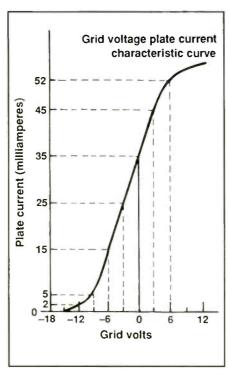


Figure 1. Characteristic curve of a typical vacuum tube.

15mA. With -9V on the grid the plate current drops down to 5mA. When the grid voltage is -15V the plate current drops down to zero. This point at which the plate current drops to zero is called *cutoff*.

The characteristic curve shown in Figure I also shows us that by making the grid more negative we can reduce plate current, and by making the grid more positive we will be increasing plate current. Also notice that as the grid gradually becomes more positive the change in plate current is not as great as for values located on the straight portion of the curve, which indicates that we are approaching this particular tube's saturation point at higher grid voltages.

#### **Tube characteristics**

The particular characteristic curve shown in Figure 1 acquires its specific slope only when a certain positive voltage is maintained on the plate. If a different voltage were applied to the plate, the slope of the curve would be altered, and the plate current values for a given grid voltage would be different from that shown. An important point to remember is that a higher plate voltage will result in a steeper grid-voltage/plate-current curve, whereas a lower plate voltage will result in the curve having a more gradual slope. When you look in any tube manual you'll see different slope curves for different tubes, so we can see that each tube type has its own particular Ep-Ip curves.

Every tube and its associated circuit is designed to operate within certain limitations, and by conforming to these limitations and specifications, a tube's life can be prolonged considerably. There are many factors that contribute to a tube's life span and in many cases little can be done to control them. There are, however, some things that you should be aware of that can help in controlling tube life.

## Factors that determine the lifetime of a tube

Whenever a low filament emission occurs, the filament or the cathode is unable to supply the necessary electrons to the plate or grid. This deficiency of electrons manifests itself as weak signals within the circuits associated with a weak tube. The external factors that affect emission life are filament temperature which in turn depends upon filament voltage, plate current, plate voltage and overall temperature of the tube.

Whenever a vacuum tube becomes gassy, ionization takes place and the plate or grid current no longer responds to any variations in electrode voltages as required in the circuit design. Filament emission is destroyed very rapidly by the presence of gas. A gassy tube in some cases is caused by deficiencies in manufacturing techniques.

Severe overloads, either prolonged or momentary, can cause an appreciable release of gas within a tube. Only limited provisions are made in the fundamental design of the tube to limit this gas release. Some tubes use the metal tantalum, which has the ability to quickly absorb gases that

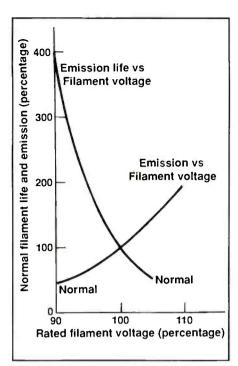


Figure 2. This graphic shows the effects of emission and emission life versus filament voltage for tungsten filaments.

are liberated by momentary overloads, within their structure.

A cracked seal, as distinguished from a broken bulb, usually permits a small amount of air to enter the bulb. If the process of admitting air takes place very slowly over a long time period, the tube will possibly behave as though it was gassy. Once enough air enters the tube, the filament will burn out immediately.

In some cases a cracked seal can be attributed to a weakness in the manufacturing process or careless handling during the manufacturing process. Severe vibrations, sudden shock, overheating, voltage arc-overs, and corona are other possible abuses that could cause problems for the technician.

#### Tubes react to abuse

Abusive handling of tubes in the form of shock and vibration can result in broken or possible shifting of internal elements. For example, the control grid could sag toward the cathode. This type of failure can render a tube useless because of internal shorts, broken filament, sagging grid, broken leads and misaligned elements. Tapping and hitting tubes while in operation can be classified as abusive handling.

Overheating elements can cause the liberation of excessive gas and can also cause warping or melting of electrodes within the bulb. All these failures combined can cause localized heating. I have seen tubes that had developed localized heating so great that the bulb became deformed and melted the glass at the point of excessive heat. Localized heating is usually caused by inadequate cooling, which occurs when the tube is covered with dust and dirt. Keep the tubes clean.

#### Tube life vs. emission

The effects of emission and emission life versus filament voltage for tungsten filaments are shown in Figure 2. The life of a tungsten filament depends on the rate of evaporation or reduction of the tungsten wire. This rate depends on the temperature at which the tungsten wire is being operated.

As shown in Figure 2, a three percent decrease below normal filament voltage will result in an approximately 50 percent increase in emission life with only a 20 percent decrease in filament emission. Also note that a three percent increase above normal filament voltage will result in about a 30 percent decrease in emission life with an increase of 25 percent in emission. This illustration points out the need to be aware of the filament voltages.

Since most filaments draw very high currents at relatively low voltages, it is important to be aware of filament voltages. Extreme care must be taken when checking the filament circuits looking for and eliminating contact resistance where appreciable voltage drops may develop. Examine and clean the filament tube pins to eliminate corrosion and any other high resistance substance. Examine all filament wiring and always measure filament voltages at the tube pins.

#### Parasitic oscillation

Parasitic oscillation is a condition in which undesired oscillations occur due to feedback. These undesired oscillations can be caused by long leads, unshielded leads, large interelectrode capacitance, and relatively high values of transconductance, all of which are common to power-output tubes. Besides subjecting a tube to excessive voltages and currents, parasitic oscillations can reduce power output and cause distortion. These phenomena can usually be observed by monitoring the grid and plate currents which will most likely be fluctuating.

#### References:

- RCA Receiving Tube Manual RC-34 (or later edition)
- Radiotron Designers Handbook 3rd Edition
- Principles of Electron Tubes By H. Reich
- Saga Of The Vacuum Tube By Tyne

## **ES&T Calendar**

NESDA 48th/ISCET 28th/NIAS 6th

Annual

August 10-15, 1998

Kissimmee, FL

817-921-9061

CeBit Home Electronics '98

August 26-30, 1998

Hanover Germany

609-987-1202

**PCS** 98

September 23-25, 1998

Orlando, FL

703-739-0300

Personal Computer & Electronics Expo

October 15-18, 1998 Uniondale L.I., NY 800-886-8000

PCS 99

September 22-24, 1999 New Orleans, LA

703-739-0300



o you remember that old bit of doggerel that goes: "For want of a nail the show was lost, for want of a show the horse was lost?" If so, you might remember that the last lines read "For want of a ...the kingdom was lost. All for want of a nail"

Doesn't that pretty much express an idea along the same lines as what happens when a service center can't find a replacement part for a television set, VCR, camcorder or stereo. Although 1 suppose you'd conclude "For want of a part, the sale was lost."

Unfortunately, that kind of problem crops up much more often than most service centers care to think about. As an example, there was the case of a certain brand of consumer electronics product manufactured off-shore. It was sold in the U.S. for a year or two, then the company went out of business in the U.S. and it was all but impossible to locate replacement parts. A lot of customers were unhappy about the products they owned, and a lot of service centers spent a lot of time researching, only to find that it was futile. The parts didn't exist.

That's an extreme example, but lack of parts availability is a pervasive problem in consumer electronics service. Another problem that sometimes faces service centers is early obsolescence of product. Many consumers are very happy with the electronics products they buy. They use them for a number of years, pleased with the sound and picture, and when the product fails, they want to get them serviced. However, in many cases if the product is

more than about seven years old, they may not be able to get it fixed.

Oh, if the problem is caused by a standard resistor, capacitor, inductor, transistor, the service center will probably be able to track down a replacement and restore the product to working order. But if the faulty part is a horizontal-output transformer, or a yoke, or a proprietary IC, the customer, and the service center that has a great deal of diagnostic and parts research time sunk into the unit, are both probably out of luck.

From time to time, however, it happens that although the product is obsolete and many suppliers have no replacement parts for the product, one or two resourceful distributors might just know how to get their hands on that part. And that's one of the differences between a good distributor and an excellent distributor. There are many other qualities that differentiate the best parts suppliers from the good and very good suppliers. Sometimes it's hard to tell which is which. The list below provides some guidelines.

#### **Evaluating a distributor**

Here's a list of questions you might ask yourself when you're evaluating a distributor.

- How many locations do they have?
- How often are they able to fill orders from stock?
- What payment options do they offer open order account, credit card, etc.?
- How soon after receipt of an order to they ship?
  - Do they add a shipping surcharge?

- Do they have a toll free number?
- What ordering options do they offer?
- What is their return policy?
- Do they offer a warranty?
- Is there a minimum order amount?
- What shipping options do they offer?
- What special services do they offer?
- Do they have a research department to help technicians find a specific part?

"You want to find someone you can count on for reliability, convenience and service."

#### Food for thought

Keep some of these questions in mind when you're looking for a supplier of replacement components. You want to find someone you can count on for reliability, convenience and service. Merely locating someone who stocks the part isn't the only consideration. For example, if you have to wait until you fill a large minimum order amount before you can order, or if you have to wait weeks for the part to arrive, you'll have that defective product sitting around the service center for a long time without earning you any profit, and the customer will not be pleased with the wait.

It might be tempting to order from the first distributor that comes to mind, but if you will take the time to ask a few questions, it might save time, money and aggravation. The following section will give you a head start in answering some of those questions.



## **Thomson Consumer Electronics**

Thomson Consumer Electronics believes that you should have a choice. We realize that you rely on our genuine replacement parts not only during the required warranty period, but also when you want the highest level of quality and performance available. We also realize that not every estimate you give can be converted to a repair using original parts. That's our difference, we give you the choice!

#### **Original Parts**

RCA and GE genuine replacement parts provide today's service professional with the reliability they need when completing in-warranty repairs. And they are delivered to you by parts distributors who provide an outstanding level of service. In fact, our most recent survey of the service industry continues to show that three out of four servicers believe that no other manufacturer provided a consistently better parts fulfillment system than the Thomson Consumer Electronics' parts distributors.

Thomson Premier Distributors can fill your warranty part orders either off their shelves on all in-stock products, or by placing a Direct Drop Shipment (DDS) order via computer directly into the TCE national parts depot. Either way, you receive the part you need to complete the repair quickly and you get the highest possible fill rate for warranty parts to service RCA, GE and ProScan products. This computer link also allows the Premier Distributor access to all the information needed to provide you with the high level of service you require in today's fast paced business.

#### SK Series Universal Parts

You know that lower estimates

equal more repairs and more business for you. To help you turn more of those COD estimates into repairs. Thomson continues to broaden it's line of SK Series Universal Products. These quality parts let you reduce the repair estimate by lowering your replacement parts cost, and that's good news for you!

SK Series Universal Products cover a wide range of high wear, high usage parts. Whether you need video heads, flyback transformers, video replacement parts, belts, tires, pinch rollers, laser pickups, RF modulators, exact semiconductors, servicer aids, repair kits, capacitors, resistors and more, you can look to SK Series First.

#### **TCE Literature**

Thomson also provides a number of publications which makes finding the right part for the repair even easier. Our latest "SK Series Product Guide" (Catalog #301) is a guick reference tool to the SK Series Universal Product line. Photographs, text and graphic illustrations all help guide you to the right stock number very quickly and easily.

In addition to TCE's service data, the "Television Components Quick Reference Guide" contains key part numbers for recent RCA, GE and ProScan chassis. It's ideal for the technician on the road. It folds to fit in your pocket. The Quick Reference Guide also contains a section dedicated to the EPROM's associated with chassis CTC169 through CTC189.

And there is of course, our well known and widely accepted "OEM Remote Control" book. This book is printed once a year and no one that

repairs TCE products should be without one!

These publications are available from your Authorized Thomson Parts Distributor. For the "SK Series Product Guide" order publication 1J1226, for the "Quick Reference Guide" order publication 1J9548, and for the "Remote Control" book order 1F5790.

#### Accessories and Components Business

The Thomson Consumer Electronics, Accessories and Components Business provides service from a 358,000 square foot facility located in Deptford, New Jersey. All business functions—customer service, sales and marketing, quality assurance, product analysis, administrative departments and ware- housing operate under one roof. Some parts are stocked in satellite warehouse facilities in El Paso. TX, and Indianapolis, IN.

A full line of RCA brand Consumer Electronics Accessories is marketed from this facility as well. The business is managed by Jack Nick, Vice President. Thomson Consumer Electronics corporate headquarters is in Indianapolis.

#### One Call Is All You Need To Make

Whether you need original RCA and GE parts or SK Series products, your Thomson distributor is your one stop source. A single call to a Thomson Distributor gives you the choice you deserve, making your business more profitable. To locate a nearby Thomson Authorized Distributor simply call (800) 336-1900 today.

## **Panasonic Services Company**

20421 84th Avenue South Kent, Washington 98021 Phone: 800-833-9626

Fax: 800-237-9080

For over 35 years, the Panasonic, Quasar, and Technics brand names have appeared throughout American homes and industries. In that time, our company's commitment to total customer satisfaction has manifested itself in many ways. Our approach to post sales support has evolved to include programs that encompass qualitative human resource training, as well as ones that stress the development of automated processes that allow us to offer timely, accurate solutions to our end users' service needs.

The engine behind PASC's ability to ensure timely repairs is our ability to deliver parts, accessories, and service literature to our network of factory service centers, independent servicers, and dealers in a timely manner. We are now seeing the results of over a decade of continued investment in the modernization of our facilities. The primary point of support for all replacement parts and service literature is the National Parts Center in Kent, Washington. From here, and with further support from sales & marketing staff and field staff throughout our U.S. regions, we handle a wide variety of inquiries and fill just about any request made of us.

#### **Customer Contact**

Generally, the first line of customer support is provided by our order offices located in Kent, Washington. This office handles a wide variety of customer calls ranging from simple parts orders to requests to do research on unique model numbers. Currently, the order office handles an average of 1,800 calls a day just for taking orders, as well as take an average of 250 calls from customers requesting such things as estimated shipping time, return authorizations, processing credits, and special orders. Also, the office receives over 1,000 faxes daily. In addition to all this, we offer retail customers toll-free phone and fax numbers to call and order literature, parts, or any of our comprehensive line of accessories.

In order to further improve our level of service, we've made significant investments in phone management systems to improve our efficiency. Data gathered from these systems graphically depict work load volume, peak times, and average call length on a daily basis, and give management a true picture of where additional improvements are needed.

Our staff includes representatives which reach out to the field as well. Regional parts accessory representatives call on distributors, independent servicers, dealers, and even end users. to assess their needs. With a comprehensive portfolio of sales programs and promotional items, they are able to offer profitable opportunities to small and large businesses alike. Along the way, they are able to keep in touch with the ever changing needs of all, and make the necessary recommendations to our market development personnel.

Our commitment doesn't stop with our internal efforts. We also maintain a network of over 40 authorized independent parts and accessory distributors who are well positioned to support our wide range of customers in various markets throughout the country.

#### **Parts and Service Literature** Distribution

Once we've established what our customer needs, we have to get it to them. That's the job of over 125 employees that staff our parts and service literature warehouse in Kent. The building is a guarter mile long, and encompasses 228,000 square feet, which houses over 110,000 line items and 2.8 million pieces.

The warehouse day begins at 6:00 a.m. There are over 2,000 parts orders being processed at any given time. In order to manage such an overwhelming task, procedures have been created that allow us to meet our goal of having all orders shipped within 24 hours. By the end of the day, the facility will have shipped approximately 2,700 parts and literature orders, which consist of over 7,000 line items, and over 35,000 pieces!

Through the use of bar coding, and a RF (radio frequency) based receiving system, we are able to reduce the turn around time for receiving and stocking making goods available to the customer even sooner.

We have recently completed our investment in the modernization of our warehouse operations. This includes the expanded use of RF and bar codes throughout the facility, conveyors, carousels and a new software system. Designed to create a paperless environment, this comprehensive, state of the art installation enables us to provide faster, error free service to our customers as well as positioning Matsushita for the next decade.

Finally, in our effort to be earth friendly, the warehouse has been a leader in the effort to recycle. It all started four years ago when we began to use biodegradable packing material. Today, we have a comprehensive program to recycle all paper, cardboard, aluminum cans, and pallets. We make an effort to purchase recycled product when it is available. In recognition of our efforts, we were designated a "Distinguished Business in the Green" by King County.

#### The Future

There will be a continued emphasis on expansion of our customers' ability to go "on line" with PASC, not just for order entry and order inquiry, but also for credit and return procedures.

Internally, with systems that our customers don't directly see, we move further into the information age. Not only do our purchasing agents continue to employ CD-ROM information systems, we are now on line with our factories in Japan for inquiry purposes, a capability we plan to expand to selected aspects of our market. The use of bar coding will continue to expand.

Our goal for the future is customer satisfaction, not just for our direct customer, but anyone who comes in contact with Panasonic, Technics, or Quasar.

# Matsushita Original Replacement Parts and Accessories



Nothing less than total satisfaction is expected by today's customers. The only way to live up to this standard is by using Matsushita Original Replacement Parts and Accessories. The source of this quality is Panasonic Services Company and your Authorized Replacement Parts Distributor. Consult the list below, or call **1-800-545-2672** for the location nearest you.

#### **CALIFORNIA**

Andrews Electronics (C/V/M/A) \* 25158 Avenue Stanford, Santa Clarita 91355 \* 800-289-0300 \* EAV 9(0) 290 0201

AVAC Curp. (V) \* 3746 Bradview Dr., Sacramento 95827 \* 916-361-7491 \* FAX 916-361-5480 Blakeman Wholesale (V) \* 1800 E. Walmut St., Fullerion, 92631 \* 714-680-6800 \* FAX 714-680-8700 Cass Electronics (C/V/M/A) \* 801 Seventh Ave., Oakland 94606 \* 510-839-2493 or 800-289-0300 (nutside 510) \* FAX 510-465-5927

E and K Parts, Inc. (C/V/M/A) \* 2115 Westwood Blvd., Los Angeles 90025 \* 800-331-8263 or 310-475-6848 \* FAX 800-826-0890 or 310-474-0846

Pacific Coast Parts (C/V/M/A) \* 15024 Staff Court, Gardena 90248 \* 800-421-5080 \* FAX 800-782-5747 Star For Parts (V) \* 10727 Commerce Way, Suite B, Fontana, 92335 \* 909-428-1404 \* FAX 909-428-3213

#### COLORADO

Star For Parts (V) \* 2350 Arapahoe St., Denver 80205 \* 303-296-2117 \* FAX 303-296-2120

#### CONNECTICUT

Signal Electronics Supply, Inc. (C/M/A) \* 589 New Park Ave., West Hartford 06110 \* 860-233-8551 \* FAX 860-233-8554

#### FLORIDA

Herman Electronics (C/V/M/A) \* 7350 N.W. 35th Terrace, Miami 33122 \* 800-938-4376 \* FAX 800-938-4377

Layeo, Inc. (C/V/M/A) \* 501 S. Mairt St., Crestview 32536 \* 850-682-0321 \* FAX 850-682-8820 Vance Baldwin (C/M/A) \* 2701 W. McNab Road, Pompano Beach, 33069 \* 800-432-8542 \* 954-969-1811 \* FAX 954-969-0226 \* 800-552-1431

Vance Baldwin (C/M/A) \* 1801 N.E. 2nd Ave., Miami 33132 \* 305-379-4794 \*FAX 305-373-8855 Vance Baldwin (C/V/M/A) \* 1007 N. Himes Ave., Tampa 33607 \*800-299-1007 \* FAX 813-870-1088

#### **GEORGIA**

Buckeye Vacuum Cleaner (∀) \* 2870 Plant Atkinson Rd., Smyrna 30080 \* 404-351-7300 \* FAX 404-351-7307

\*\*Mbolesale Influstrial (CfM/A) \* 5925 Peachtree Corners East, Norcross 30071 \* 770-447-8436 \*\*FAX 770-447-1078

#### ILLINOIS

B-B & W. Inc. (C/V/M) \* 2137 S. Euclid Ave., Berwyn 60402 \* 708-749-1710 \* FAX 708-749-0325 Heseo, Inc. (Y) \* 6633 N. Milwaukee Ave., Niles 60714 \* 847-647-6700 \* FAX 847-647-0534 Joseph Electronics, Inc. (C/M/A) \* 8830 N. Milwaukee Ave., Niles 60714 \* 847-297-4208 \* FAX 847-297-6923

Union Electronic Dist. (C/V/M/A) \* 311 E. Corning Rd., Beecher, IL. 60401 \* 800-648-6657 or 708-946-9500 \* FAX 800-43-UNION or 708-946-9200

#### INDIANA

Electronic Service Parts (C/V/M) \* 2901 E. Washington St., Indianapolis 46201 \* 317-269-1527 \* FAX 800-899-1220

#### **MARYLAND**

Tritronics, Inc. (CV/M/A) \* 1306 Continental Dr., Abingdon 21009-2334 \* 800-638-3328 \* FAX 800-888-FAXD

#### **MASSACHUSETTS**

Tec Vec Supply Co. (C/V/M/A) \* 407 R Mystic Avc., PO Box 649, Medford 02155 \* 781-395-9440 \* FAX 781-391-8020

#### **MICHIGAN**

Allied National (V) \* 13270 Capital Avenue, Oak Park 48237 \* 800-730-5696 \* FAX 800-999-8099 G. M. Popkey Co. (C/V/M/A) \* 5000 W. Greenbrooke Dr. S.E., Grand Rapids 49512 \* 800-444-3920 or 616-698-2390 \* FAX 616-698-0794

Remcor Electronics (C/V/M/A) \* 10670 W. Nine Mile Rd., Oak Park 48237 \* 248-541-5666 - FAX 248-398-1016

CODING: (C) Consumer Electronic Parts (V) Vacuum Parts (M) Major Appliance Parts (A) Accessories

#### MINNESOTA

AVAC Corp. (V) \* 666 University Avc., St. Paul. 55104 \* 612-222-0763 \* FAX 612-224-2674 Ness Electronics, Inc. (C/V/M/A) \* 441 Stinson Blvd. N.E., Minneapolis. 55413 \* 612-623-9505 \* FAX 612-623-9540

#### MISSOURI

Cititronix, Inc. (C/V/M/A) \* 1641 Dictman Rd., St. Louis 63132 \* 800-846-2484 or 314-427-3420 \* FAX 314-427-3360

Tacony Corp. (V) \* 1760 Gilsinn Lane, Fenton 63026 \* 314-349-3000 \* FAX 314-349-2333

#### NEVADA

MCM Electronics (C/V/M/A) \* 495 East Part Blvd.. Reno 89512 \* 800-543-4330 \* FAX 513-434-6959 (OH)

#### **NEW IERSEY**

Panson Electronics, (C/V/M/A) \* 1-80 and New Maple Ave, PO Box 2003, Pine Brook 07058 \* 800-255-5229 or 973-244-2400 \* FAX 800-332-3922

#### **NEW YORK**

Date Electronics (C/V/M/A) \* 7 E. 20th St., New York City 10003 \* 212-475-1124 \* FAX 212-475-1963 For International, Inc. (C/V/M/A) \* 241-A Central Ave., Farmingdale, 11735 \* 800-321-6993 or 516-694-1354 \* FAX 516-694-0595

Radio Equipment Corp. (C/A) \* 196 Vulcan St., Buffalo 14207 \* 716-874-2690 \* FAX 716-874-2698 Standard Electronics (C/V/M/A) \* 215 John Glenn Dr., Amherst | 14228 \* 800-333-1519 OR 716-691-3371 \* FAX 800-338-1241

Star For Parts (V) \* 250 Rabro Drive E., Hauppauge | 11788-0255 \* 800-525-6046 \* FAX 516-348-7160

#### OHIO

Electric Sweeper Co/ESSCO (V) \* 7800 Bub Parkway. Valley View 44125-5711 \* 800-321-2664 \* FAX 216-524-4142

Fox International, Inc. (C/V/M/A) \* 23600 Aurora Rd., Bedford Heights :44146 \* 440-439-8500 \* FAX 800-445-7991

MCM Electronics (C/V/M/A) \* 650 Congress Park Dr., Centerville 45459-4072 \* 800-543-4330 or 937-434-0031 \* FAX 937-434-6959

#### OREGON

Diversified Parts (C/V/M/A) \* 2114 S.E. 9th Ave., Portland 97214-4615 \* 800-338-6342 \* FAX 800-962-0602

Northwest Wholesale (V) \* 426 N.E. Davis St., Portland 97232 \* 800-234-8227 or 503-232-7114 \* FAX 503-232-7115

#### **PENNSYLVANIA**

Steel City Vacuum Co., Inc. (V) \* 919 Penn Avc., Pittsburgh | 15221 \* 800-822-1199 or 412-731-0300 \* FAX 412-731-3205

#### **TENNESSEE**

Electrotex, Inc. (C/V/M/A) \* 6122 Macon Rd., \* Memphis 38134 \* 901-383-9300 \* FAX 901-388-0258 Shields Electronics Supply, Inc. (C/V/M/A) \* 4722 Middlebrook Pike, Knoxyille 37921 \* 423-588-2421 \* FAX 423-588-3431

#### **TEXAS**

Electrotex, Inc. (C/V/M/A) \* 2300 Richmond Ave., Flouston 77098-3299 \* 713-526-3456 \* FAX 713-639-6400

Electrotex, Inc. (C/V/M/A) \* 1200 W. Hildebrand, San Antonio 78201 \* 210-735-9271 \* FAX 210-737-2642 Fox International (C/V/M) \* 752 S. Sherman, Richardson 75081 \* 800-321-6993 or 216-439-8500 \* FAX 800-445-7991

VCP International, Inc. (V) \* 2285 Merritt Dr., Garland 75040 \* 972-271-7474 \* FAX 972-278-5981

#### WISCONSIN

G. M. Popkey Company (C/V/M/A) \* 2035 Larsen Ave., Green Bay 54307-2237 \* 920-497-0400 \* FAX 920-497-4894

G. M. Popker Company (C/V/M/A) \* 2355 S. Calhoun Rd., New Berlin 53151 \* 414-786-5887 \* FAX 414-786-9031

## **Panasonic Services Company**

20421 84th Avenue South, Kent, Washington 98032

Panasonic ®

**Technics** 



## **Philips Software Development**

#### 401 East Old Andrew Johnson Highway Jefferson City, TN 37760 Phone: 423-475-0393

Fax: 423-475-0178

The Software Development department grew out of an effort to create the best electronic service manual program possible. From this effort, we have embraced the goal to "Develop the most user friendly software products for the service industry".

The criteria we used in developing our electronic service manual program:

- 1. An electronic service manual program has to be FAST to allow a technician to make the most of their time. Access to diagrams and other information needs to be simple and fast.
- 2. It had to be COMPATIBLE with all other manufacturers. In order to prevent servicers from having to have multiple systems, our program is designed to be flexible to accommodate any manufacturers service manual data.
- 3. The most challenging and important is that our program had to OVERCOME EVERY COMPLAINT we could imagine concerning the use of paper manuals.

Overcoming every complaint was most difficult. There are so many problems to using paper manuals. This is a short list of problems we worked to overcome:

- · Manuals get lost on one bench, under other manuals and do not get refilled.
- · Tracing signals through a manual is time consuming
  - Finding any information in a manual takes too long.
  - The diagrams are printed too small for most people.
- It takes too long to order and receive a manual when it is needed.
- Storing paper manuals takes up too much floor space in the shop.
- Paper manuals take up too much bench space when opened to view the diagram.
- · Keeping paper manuals updated in a timely manner is difficult.
- Paper manuals lack an up to date history of known fixes and troubleshooting techniques.
  - Paper manuals cost too much.
- Every company makes their manual in a different style. We considered every one of these complaints and designed FORCE, our service manual program, to overcome these and many more complaints. FORCE makes every manual available to every technician at the same time. It includes Hot Spot signal tracing that quickly jump from one diagram to another. Location information for components circuits, diagram name, and all Known Faults are included. We can deliver our manuals via the Internet as well as update it at any time. We allow you to make notes about any fix that you find. In addition, we are soliciting consumer electronics company wishing to make manuals in this style to join us.

FORCE is user friendly and can improve productivity so much that every technician will soon have his or her own computer. We see productivity improving by 10% to 30%, depending on the technician's use and the kind of products worked on. It costs only 1% of that productivity improvement to put a computer in the hands of every technician.

#### How to distribute and use electronics manuals

CD-ROMS can be used to distribute manuals but to use manuals while on a ROM has problems. ROMs slow the manual down, eliminate your ability to make notes on diagrams, limit usage to one technician at a time, and if you don't file them, they can get lost p

We want to update your manuals daily with new fix information, corrections to part numbers, and make sure your diagrams are accurate. We can do this through the Internet most effectively.

#### What are the main features of FORCE?

- Diagram zooming and panning is very fast.
- Part numbers can be linked to pricing to allow orders or fast estimates.
- Our manuals are small, 500k for a regular TV to 3meg for a large VCR.
  - We allow distribution via CD-ROM or over the Internet.
- Instant access to all parts of a service manual insures a speedy repair.
- Signal flow from circuit to circuit is as fast as a tag and a jump.
  - Keep a fix history of all repairs.
- Draw a box on a diagram, type a note, and from then on its viewability by everyone using the manual.
- Force was designed from the beginning to be used by all manufacturers.

The FUTURE of FORCE is growth and expansion. We are adding many more features:

- · Cause voltage measurements to appear on-screen and remain there while you diagnose a problem.
- Draw or write on a diagram, save it and FAX it to a help line.
- Link via modem to any compatible help line to exchange ideas on a repair.
- Allow NARDA claims to be generated and electronically filed right from the job.

There are more features being planned and we expect technicians to make suggestions that turn into even more new features.

The Software Development Department is ready to help any company make manuals that work with Force. We want to overcome the last complaint about paper manuals and finally produce manuals that are easy and intuitive to use. FORCE is designed to do just that.

**Philips Service Solutions Group** 

PO Box 555

401 E. Old Andrew Johnson Highway

Jefferson City, TN 37760 Phone: 800-851-8885

Fax: 800-535-3715

PHILIPS SERVICE COMPANY is fast becoming known as the PHILIPS SER-VICE SOLUTIONS GROUP. We have changed our name because it better describes who we are and what we offer.....TIMELY SOLUTIONS for all of your parts, accessories, and servicing needs. In addition to stocking genuine factory replacement parts, Philips Service Solutions Group has a complete line of BK Precision test equipment, Sencore test equipment, and a full line of Chemtronics Chemicals and Service Aids, in addition to a vast array of Magnavox Accessories.

#### Easy to Do Business With

#### Toll Free Order Line - 800-851-8885 Toll Free Fax Line - 800-535-3715

Courteous and knowledgeable phone representatives are available Monday through Friday, 8:00 a.m. - 8:00 p.m. EST and Saturdays from 8:00 a.m. to 5:00 p.m. EST and are ready to take your

order or assist you with on-line pricing and availability information. A toll free fax is also available 24-hours a day, 7 days a week for customers to fax their orders. A confirmation of your order can be returned upon request indicating the order number and item availability.

#### Accessories: Added-Value Electronics

Philips offers a full line of added-value electronics in the form of Magnavox and SouthWestern Bell branded accessories. We have something to enhance everyone's enjoyment of their electronic products. Shop us for all your needs in Surge Protection, Audio/Video Tapes, Audio, Video Cables, Universal Remotes, Observation Systems, Telephone Accessories, Audio/Video Cleaning Products, Camcorder Batteries/Chargers, VCR/Camcorder accessories and much, much, more. Also, ask about our FREE personalized accessory display (\$500 minimum purchase).

#### No Hassle Return Policy

In our continued effort to be easy to do business with Philips offers a 30-day No Hassle Return policy. The details of this policy are provided on the back of your packing slip, and enable the servicer to maximize this turnaround time of



customer repairs and estimates by allowing the return of new parts within 30-days of purchase with No Hassle.

#### **Customer Service Department**

Servicers are encouraged to contact our Customer Service Department if they experience any problems with their orders, parts returns, or account. Associates are trained to resolve most problems while you are on the phone. The Customer Service Department can be reached through the Parts and Accessories ordering number 1-800-851-8885.

#### **Making Things Better**

#### **Reduced Pricing**

In our effort to continually make things better, Philips Service Solutions Group reduced its parts pricing in late 1996 representing a reduction in price from 2% - 23% for many of our most popular items such as tuners, remotes, and transformers. There have been no significant changes since that time to increase pricing and we continue to review to ensure we remain competitive in our pricing. We believe in offering the highest quality products as the best possible price.

## electro dynamics, inc.

Leading The Way in the USA 7 Oser Avenue, Hauppauge, NY 11788-3808

Phone: 1-800-426-6423 Fax: 1-800-873-2948

#### There is no time like the future...

... And the future is now. The convergence of the home electronics and personal computer marketplace is no longer a discussion or theory. It is now a fact. The only question left is how much time remains before these two industries consolidate into one. With Bill Gates investing over \$1 billion dollars into cable providers, and other hardware / software competitors pledging allegiance, it would appear that the business plan is already in place. Business models are being adjusted. Marketing and distribution efforts are being modified to comply. Support systems will have to be created. Distributors and manufacturers are scrambling to understand, and to manage, this new emerging marketplace.

#### What is the Crossover Convergence?

As the communications and entertainment marketplace embrace the new digital era, information distribution vehicles will convert to full digital technology. Simply, put this means that the television and VCR that you use on a daily basis will soon utilize the same components as your personal computer. Belts and idlers will be replaced by flash memory and micro-controllers. Information will be transmitted as binary code not as an analog signal. What were two succinctly different markets, are now one.

#### How will it affect our industry?

The replacement parts distribution companies that have prepared for this convergence of technologies will be the ones ready to meet the needs of their customers. Those that have not properly prepared will not be able to provide the proper services.

#### **EDI** is Ready

Information is the commodity of the new digital era. Information is the key to any service center's future. To prepare for this new commodity EDI has

formed alliances with service companies that consolidate and supply pertinent, valid, and concise information to service centers globally.

We have engaged in marketing and distribution efforts that will bring this information to the service centers cheaper and quicker than ever before. We have invested in the development of this information for future technologies and for future delivery platforms.

We're not looking towards tomorrowwe've brought tomorrow to our customers today.

"...TV is now on a collision course with the PC - a modest little \$125 billion industry. Companies on both sides of the fence are jumping into the convergence game, bidding up the stakes to dizzying levels."

Robert H. Reid, 'The Real Revolution', WIRED, page 122, October 1997

#### Company evolution

For more than 14 years, Electro Dynamics has been importing and distributing television, VCR, computer monitors and other peripheral electronic replacement components. As the growth of the computer service and maintenance marketplace became apparent, EDI crossed over into this market in 1989. EDI's customer base reaches from local and family owned repair service centers to global corporations in the United States, Canada, Europe and South America.

Our current penetration level into the marketplace allows for power purchasing. Our active customer base will continue to aid and develop that penetration level for years to come. We have insured that position by extending our customer base and by expanding our product line. Through this growth and planning, EDI has created a niche for itself into other growing marketplaces such as government installations, major educational institutions and medical research facilities.

#### Why do we want to help advance our customers' success?

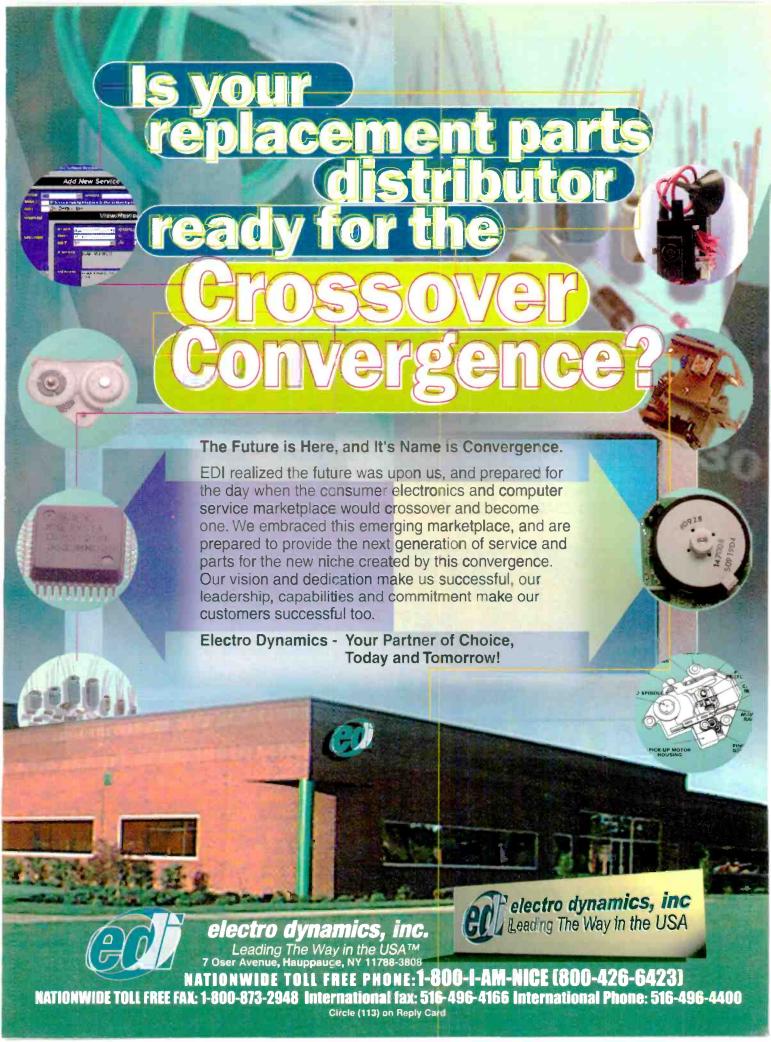
The core philosophy of our company is based on three concepts; service, service and service. If our customer's do not succeed in making this crossover we will not succeed. At EDI we know that it is our customers that make our success and we never stop improving our service to our customers. This is our number one concern.

EDI is a highly engineered, product specific, future involved company. Its business model has been constructed of the right materials, formulated, tested and refined over the course of 14 years. Its corporate culture and structure has been constantly adapted and designed for the future and the immediate needs of the marketplace. This has been accomplished by an ongoing dedication to planning and forecasting. These kinds of accomplishments have taken personal as well as financial commitment.

EDI realized the future was upon us, and prepared for the day when the consumer electronics and computer service marketplace would crossover and become one. We embraced this emerging marketplace, and are prepared to provide the next generation of service and parts for the new niche created by this convergence.

Our vision and dedication make us successful, our leadership, capabilities and commitment make our customers successful too.

Electro Dynamics - Your Partner of Choice, Today and Tomorrow



## **Herman Electronics**

7350 Herman Way Miami, FL 33122

Phone: 800-938-4376 Fax: 800-938-4377

Herman Electronics is a diverse and multifaceted full-line distributor of everything in electronics, committed to offering only the best in original replacement parts, everything in service accessories, and most importantly, customer service to their customers. In business for over 35 years, Herman Electronics has clearly established itself as one of the leaders in the industry by providing only quality products and outstanding customer service to all facets of the electronics industry. The heartbeat of the company lies in the OEM parts department. While serving the industry for over 3 decades, Herman has many of the major OEM parts lines enabling them to provide more efficient and cost effective service to you, their valued customer. The company prides itself on being a SINGLE source to the service industry

Herman Electronics is one of the largest original replacement parts and accessory distributors in the country and is factory authorized for most of the major brands. In addition, Herman Electronics is the source for everything in service accessories. Their new catalog, published three times a year, includes everything in technicians' aids, tools, solder & de-soldering equipment, test equipment, audio/video accessories, chemicals and much more, all from the industry's leading manufacturers. Stocking one of the largest and most comprehensive inventories in the country enables the company to fill over 80% of their orders from inventory and guarantees SAME DAY shipment of all in-stock orders placed before 5:30 PM (EST).

Herman Electronics provides a variety of customer support services as a result of their commitment to customer service excellence. They have several professional customer service representatives to serve all your needs from 8:30 am to 6:00 pm, (EST) Monday through Friday. The company prides itself on being accommodating to its customers in order to provide complete customer satisfaction. "We realize there are many good distributors throughout the country," says Jeffrey A. Wolf, President and son of one of the company's founders. "It is our job to EXCEED customers" expectations by taking that extra step in providing the highest level of professional, personalized service. This industry has quickly become service driven and therefore it is our focus and dedication to



maintain a standard of excellence in customer service. As the year 2000 rapidly approaches we must continue to develop innovative ideas and fresh approaches to meet and exceed the demands that lie ahead." And the company is doing just that. On-line computer services, a 24-hour electronic telephone ordering system, EDI, the world wide web and on-line parts research, just to name a few.

If you haven't given Herman Electronics a try, please do so today. Call to request a copy of their new catalog or simply visit them on the world-wideweb at hermanelectronics.com and experience the true HERMAN ADVANTAGE.



## **MCM Electronics**

650 Congress Park Drive Centerville, OH 45459 Phone: 800-543-4330

Fax: 800-765-6960

www.mcmelectronics.com

#### MCM Electronics, Your Source For Service Parts And Accessories

For over 20 years, MCM has been a leading supplier to the electronic service industry. Stocked are literally thousands of repair parts used in all aspects of consumer electronics repair. As authorized distributors for Denon, ECG, GE, Magnavox, Panasonic, Philips, Quasar, RCA and Technics, we have the exact replacement items you need. For the bench, we stock a broad selection of tools and technician aids from trusted names like Chemtronics, Tech Spray, Caig, Xcelite, Crescent, Klein, Weller, Ungar, and Hakko. Not to mention test equipment from Tenma, Fluke, BK Precision, Hitachi,

Sencore, Leader, Triplett, Simpson and Tektronix.

#### **Discover The MCM Electronics** Difference

MCM publishes two full-sized catalogs annually. The latest issue boasts over 5000 new products, and features over 100 pages devoted solely to semiconductors, repair parts and accessories. In all, MCM stocks over 39,000 items essential to the service industry. Sales flyers are mailed regularly featuring specially priced items and new product additions keeping the customers up to date on the latest available products.

#### **Superior Customer Service**

The MCM staff is trained to answer all calls fast, friendly and efficiently. All sales representatives are professionals who are available Monday through Friday from 7:00 am to 9:00 pm EST, and Saturday from 9:00 am to 6:00 pm EST. Faxed orders are also accepted 24 hours a day, seven days a week. MCM also provides highly trained electronics technicians to answer customer product questions. With a separate toll-free "Tech Line," customers receive prompt answers to their questions by calling 1-800-824-TECH (8324).

#### Fast Delivery From Two Distribution **Facilities**

MCM is committed to providing superior customer service. Distribution centers strategically located near Reno, NV and Dayton, OH, enable fast delivery at ground rates throughout the U.S. In addition, with over 39,000 items stocked, 99% of all orders are shipped within 24 hours. In fact, all in stock orders received by 5:00 pm YOUR TIME are shipped the SAME DAY! For more information and a free catalog, call 1-800-543-4330, in Dayton, OH call 1-937-434-0031.



## **B & D Enterprises**

Main & Liberty Street Russell, PA 16345 Phone: 888-815-0508

Fax: 814-757-5400

#### **#1 IN EXPERIENCE**

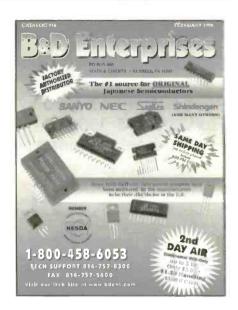
Since 1976 B&D Enterprises and their parent company have been entrusted by the manufacturers to be their authorized distributor in the United States. Companies such as Sanyo, Sanken, Shindengen, and NEC have agreed to let us represent them for the distribution of their semiconductor products. At B&D you'll find 22+ years of accumulated product knowledge and factory supported sales. No other distributor can match our experience level in the Japanese semiconductor market. Our engineering library alone covers more than 25vrs of components and all of the major Japanese manufacturers.

#### JAPANESE SEMICONDUCTORS

B&D Enterprises stocks more than 10,000 line items. Specializing in Japanese semiconductors, we can help you solve your component problem. We also stock an extensive inventory of discontinued and hard to find items. Our purchasing history and cross-reference knowledge of the products is 2nd to none! The engineering office number for technical support is 814-757-8300. In addition to Sanyo, Sanken, Shindengen, and NEC, other lines supported are Fuji, Fujitsu, Hitachi, Mitsubishi, Panasonic, Rohm, Sansha, and Sony. We also stock various components made by I.R., G.I., Motorola, National, SGS/Thomson, and Philips. When it comes to semiconductors, other distributors depend on us, and we're now available to you the consumer as well!

#### CONVENIENCE!

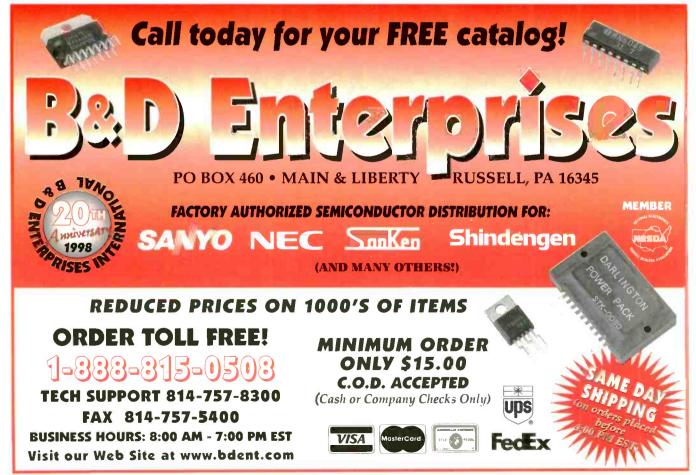
Located in Western Pennsylvania B&D offers 2nd day air (up to 5lbs.) in the continental U.S. for only \$3.95! Also our minimum order is only \$15.00! We use UPS and Fedex to best support our customers with orders shipped same day up to 4:00pm EST. Our business hours are 8:00am-7:00pm EST and we gladly accept MasterCard, Visa, American Express, and COD's (company check or cash).



#### **FACTORY AUTHORIZED SUPPORT**

At B&D we are a family run business that believes in supporting the sale with service. From spec sheets to pricing we will do what it takes to ensure your satisfaction! We handle major OEM's, distributors, brokers, repair depots, and small business concerns.

B&D-"Where we're big enough to serve you, but small enough to know you!"



## **Andrews Electronics**

25158 Avenue Stanford Santa Clarita, CA 91355 Phone: 800-289-0300

Fax: 800-289-0301

Andrews Electronics is housed in 50,000 square feet of warehousing and office space. Miles of shelving are arranged for immediate identification and easy accessibility for over 250,000 different parts that we carry.

Maintaining an inventory of this size has been the cornerstone of our success as the O.E.M. parts distribution industry leader. It provides us with an average first pass fill rate of above 90% and makes us the largest supplier in America for the manufacturers that we represent. Our fill rate is calculated on not only everything that is ordered but also on every call or fax that we receive for availability, even if it isn't ordered! Our dealer order desk has 32 available sales representatives to handle all of your ordering needs.

We've built our reputation on a very simple philosophy....service. Not very fancy, but very effective. Our constant growth attests to it. You see, all of our policies that have been developed over the years have been based on that one simple thought: "How may we better serve the industry?" How about:

- 14 major brands to save you time, frustration, and money with "one-stop shopping.
- Orders placed before 2:30 PST are routinely shipped the same day.
- · A freight program that offers free and discounted shipping.
- · No minimum orders or handling charges
- · Automatic backorder reports with ETA's mailed bi-weekly.
- · A fast, highly-efficient research department, second to none.
- · A program that converts make/model descriptions to part numbers instantly for the majority of research requests.
- · 24-hour toll-free phone and fax order lines.
- · Over 100 full-time employees waiting to serve your needs.

Our already outstanding freight program has been drastically improved! The minimum qualifying amount has been cut in half and the 2 day air discount has been almost doubled! Even if an order is below the minimum, we'll ship it blue label at the 3 day select rate! With this type of shipping program, we're a lot closer than you might think.

In case you've heard this elsewhere before, now's the time to let us prove it to

you. By investing a mere two minutes of your time. you can discover what thousands of others have: that there is a difference. When you place your next order with your local supplier, check the availability of all the items. Then call or fax Andrews and check our stock levels. We believe you'll be pleasantly surprised! Wouldn't getting those extra units repaired a week or two sooner be good for your reputation? Sure it would! And we can help! After all is said and done, it is performance that counts. We know that your ability to perform your job depends on how well we perform ours. Our regular office hours are from 8:15 to 4:45 PST and we're closed for lunch between 12:00 and 12:30. When you think of electronic parts...think of Andrews.



Stocking the Largest Inventory of O.E.M. Parts, Accessories, and Service Literature in the Country

AIWA HITACHI **OPTONICA** QUASAR SHARP RCA' PROSCAN' GE\* **TOSHIBA** SONY JVC PANASONIC **TECHNICS** ZENITH

**Premier** 

## OVER 1/4 MILLION DIFFERENT PARTS IN STOCK. SHIPPED THE SAME DAY!

- ✓ Over a 90% Fill Rate
- ✓ FREE or Discounted **Freight Program**
- ✓ No Minimum Orders
- ✓ Backorder Reports with ETAs Mailed Biweekly
- ✓ No Handling Charges
- ✓ Fast, Efficient Research
- Factory Authorized

\* Applies to orders received by 2:30 PST

Phone (800) 289-0300 • Fax (800) 289-0301 25158 Avenue Stanford • Santa Clarita, CA 91355 Inquiries (805) 257-7700 Fax (805) 295-5162

## **Howard W. Sams & Company**

2647 Waterfront Parkway East Drive Indianapolis, IN 46214 Phone: 1-800-428-7267

Fax: 1-800-552-3910

Web site: http://www.hwsams.com

Howard W. Sams & Company is proud to be celebrating 50 years as the nation's leading technical publisher. Since its inception in 1946, Sams has seen its product offerings expand and diversify, so that today, Sams boasts the most complete lineup of technical documentation, services, and publications found anywhere.

Over 50 years ago, Howard Sams was the first company to recognize that the increasing popularity of home entertainment electronics meant a corresponding demand for reliable service documentation. This insight gave birth to the first PHOTOFACT®, which presented concise technical information to help service technicians repair specific makes and models of radios. Televisions soon were added to the product line, followed by computer equipment and then VCRs, further enhancing Sams' ability to provide complete, consistent, highquality repair information to service technicians.

Today, Howard Sams is the nation's largest provider of after-market service data for the television and VCR repair industry in the form of the PHOTOFACT® and VCRfacts® subscription services, as well as through electronics distributors. Research shows that 95 percent of the companies providing after-market repair service for color televisions use Sams technical data

While PHOTOFACT® provided the foundation for Howard Sams' rise to the top of the technical publishing industry, it is only a portion of what the company publishes today. Sams currently offers a complete line of service products, distributor catalogs, technical books, copy service, and custom manuals for a wide range of clients.

Another major part of the Sams technical products line, PROMPT® Publications has grown to become

one of the top technical imprints in the nation and one of Sams' brightest stars. Concentrating its efforts on technical books designed both for the novice and the experienced electechnician. **PROMPT®** tronics published over 60 books in its first five years, with another 30 scheduled to go to press this year. Among the upcoming titles yet to be released are Basic Home Theater Installation, Projection TV Troubleshooting and Repair, Power Supply Troubleshooting and Repair, and Audio Interfacing.

Each and every PROMPT® book provides a clear understanding of the principles involved in the installation, maintenance, and performance of electronic devices that have become such a large part of our everyday lives. Some of PROMPT's most recent best-selling titles include Computer Monitor Troubleshooting and Repair, 1998 Computer Monitor Troubleshooting Tips, and Camcorder Troubleshooting and Repair.

Sams' photocopy service is another element of the company's business that provides invaluable information to its customers. With a library of hundreds of manufacturers covering a wide range of product lines and thousands of models, Sams can provide service documentation on most any product, including TVs, VCRs, FAX machines, computers, microwave ovens, antique radios, plus much more.

Howard Sams experienced another historic growth year in 1995 as it was acquired by Bell Atlantic Directory Graphics, a member of the Bell Atlantic family. The acquisition was a result of a successful strategic teaming agreement that started in 1994, when BADG and Sams began working together to develop DATA-HOST® an industry-leading on-line catalog delivery system.

The teaming agreement demonstrated that Directory Graphics' technological skills combined with Sams' content-rich database and technical catalog expertise would lead to nextbusiness-to-business generation information products for both print and electronic delivery. Presently, Sams' five-million item database is being converted to a relational database platform, coined DATAHOST®. The information contained in DATA-HOST® can be extracted from the database and delivered to distributor customers through not only traditional print catalogs and niche catalogs, but also CD-ROMs and electronic online applications.

The growth of 1995 was followed by even more expansion in 1996. Howard Sams created an on-line presence at www.hwsams.com. By visiting this site, guests are treated to title complete summaries PROMPT® books, as well as an entirely searchable version of the Annual Index. The site also features an interactive demonstration of the DATAHOST® cataloging system. In addition to the Web site, Sams added three national sales offices in 1996. National headquarters remain in Indianapolis, IN, with sales offices now located in California, Florida, and Pennsylvania.

Since its very creation, Howard W. Sams & Company has been setting the standard by which every other technical publisher is judged. Many have tried, but few have succeeded in matching the level of quality and customer satisfaction that Sams provides with every one of its products. Sams is now taking its half-century of technical expertise into the next generation, once again forging the path that other publishers will try to follow.

To receive more information on any of Sams' products or services, please call 1-800-428-7267.

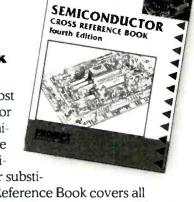


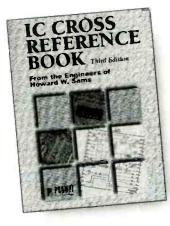
#### Semiconductor Cross Reference Book Fourth Edition

This newly revised and updated reference book is the most comprehensive guide to replacement data available for engineers, technicians, and those who work with semiconductors. With more than 490,000 part numbers, type numbers, and other identifying numbers listed, technicians will have no problem locating the replacement or substi-

tution information needed. The Semiconductor Cross Reference Book covers all major types of semiconductors, including bipolar transistors, FETs, diodes, rectifiers, ICs, SCRs, LEDs, modules, and thermal devices.

Sams# 61080 · \$24.95 · 671 pages · August 1996





## IC Cross Reference Book Third Edition

The completely updated third edition of this bestselling reference book lists replacements and substitutions for more than 35,000 ICs and modules. It is an easy-to-use guide and includes part numbers for the United States, Europe, and the Far East. The *IC Cross Reference Book* was compiled from manufacturers' data and from the analysis of consumer electronics devices for PHOTOFACT service data which has been relied upon since 1946 by service technicians worldwide. This book is divided into two sections with the first

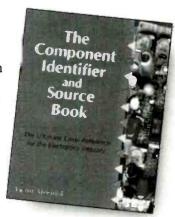
section listing IC or module part numbers in alphanumeric order by manufacturers' part number and section two providing the substitutions and replacements.

Sams# 61141 · \$24.95 · 160 pages · June 1998

#### The Component Identifier $oldsymbol{\mathcal{G}}$ Source Book

This source book was written to assist technicians and system designers in identifying components from prefixes and logos, as well as find sources for various types of microcircuits and other components. It will help readers cross reference component types to manufacturers, and also cross reference trade names, abbreviations, and part number prefixes to the manufacturer. There is not another book on the market that lists as many manufacturers of such diverse electronic components.

Sams# 61088 · \$24.95 · 383 pages · November 1996



Howard W. Sams

Call for the Name of Your Local Sams Distributor! (800) 428-7267

## **MAT Electronics**

(East Coast) 400 Pike Road

Huntingdon, PA 19006-1118

Phone: 800-628-1118 Fax: 800-628-1005

Website: www.matelectronics.com

"The On Time Electronics Distributor" is our motto at MAT Electronics, and we have proudly served the repair industry for over 18 years. Over the past several years, MAT Electronics has striven to constantly improve our product lines, customer service and competitive pricing.

MAT Electronics has two locations to better serve our customers—our original location in Pennsylvania, and our office in Las Vegas, Nevada. The growth of MAT Electronics has been due to the following: quality product, competitive prices and fast, reliable service. The company's products are used by manufacturers, engineers, hospitals, technical training schools, hobbyists and technicians.

MAT Electronics stocks an extensive line of TV and monitor flybacks, Japanese semiconductors, capacitors and MATV accessories. Recently MAT Electronics has started to distribute original parts from Hitachi, NEC, Panasonic and Sony, at very competitive prices. The company publishes an easy-to-read, 124-page catalog filled with thousands of

(West Coast) Phone: 800-811-5177 Fax: 702-434-7509

inventoried items which can be accessed immediately on our state-of-the-art computer system.

MAT Electronics is always current with market trends in the repair industry—always emphasizing what is new in electronic parts and components—for VCRs, TVs, computer monitors, stereos and microwaves. MAT Electronics sources its products from around the world as well as domestically, to offer the best merchandise at a true savings.

MAT Electronics has become a prominent distributor in the surveillance industry, and is an authorized Sony, Phillips and ProVideo distributor.

MAT Electronics takes great pride in its ability to accommodate the various needs of all our valued customers—both in the U.S. and worldwide. The company normally ships orders within 24 hours of receipt of your order, and UPS red and blue label service are available to ensure even faster delivery service if necessary.

Our customer service department features friendly and knowledgeable telephone operators on both



MAT Electronics newest catalog is a phone call away

coasts, who are waiting to take your phone call and deal courteously with any questions you may have about any electronic part. If you don't see it in our catalog—just ask for it.

catalog—just ask for it.

MAT Electronics takes the risk out of ordering from a catalog, offering a 90-day, 100% guarantee on all purchases. Large volume discounts are also available. Our toll-free lines are open weekdays 8:30 A.M. to 7 P.M. EST, and Saturdays from 8:30 AM to 2:00 PM EST. The toll-free FAX number is available 24 hours a day, as is our new website: www.matelectronics.com



## CitiTronix/Panson

#### America's One Call Source for Brand Name Electronic Parts and Accessories®

#### More Brands

Factory authorized to distribute 21 major brands, CitiTronix/Panson can fill your exact replacement parts, kits and accessories needs. Named a Premiere Distributor for Thompson (GE, RCA, SK, ProScan), Exclusive Supplier of JCPenney Repair Parts and an Elite Distributor for Hitachi verifies the level of excellence you can expect from CitiTronix/Panson. You can be confident that your major and secondary brand parts needs will be filled with one call.

#### More Inventory

With three warehouse distribution facilities spanning the Midwest and upper East coast the "In-stock" parts inventories are larger than ever.

#### **Faster Shipping**

Your order will be filled and shipped from the most efficient location saving you time and shipping costs. Free freight on back orders. Same day shipping on in-stock orders.

#### **Outstanding Customer Service**

Friendly and knowledgeable customer service representatives are ready to take your call from 8:00 AM to 5:00 PM CST, toll free 1-800-

846-2484 or fax any time to 1-800-397-8587. Warranty pricing and open line of credit available. To make your job easier and more efficient the following information is available to you: daily open order and shipped order reporting along with line item ID to servicer's work order number.

#### Superior Technical Support

Any question you have concerning part identification can be answered by one of CitiTronix/Panson's highly trained parts specialists. The company maintains an experienced staff dedicated to serving you and providing exact replacement parts for your servicing needs. Parts research is provided via the On-Line system, or by calling 1-800-846-2484. This research includes helping you determine the correct parts. A large collection of manufacturer's literature, microfiche and computer data is maintained for the sole purpose of assisting you.

#### State-of-the-Art Distribution Process

CitiTronix/Panson maintains a state-of-theart computerized telephone system, Fax, and On-line computer system for communicating with you. The highly computerized remote customer access system (P.A.R.T.S.®) is continually updated and provides research capabilities as well as access to the complete combined company inventories. You have immediate access to the customer service department, research help desk, fax and Dial-In/On-Line remote access system with extensive data base. parts price/availability, model number to part number research, open order status and order entry (P.A.R.T.S.®).

#### CitiTronix/Panson

America's One Call Source for Brand Name Electronic Parts and Accessories®

Call Toll-Free: 1-800-846-2484 Fax Toll-Free: 1-800-397-8587

### Names From A to









KENWOOD

MAGNAVOX

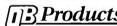
**Panasonic** 

**PHILCO** 



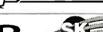
PHILIPS

**PROSCAN** 



Quasar

RСЛ SANYO



SONY

SYLVANIA

**Technics** 

zenith





America's One Call Source For Brand Name Electronic Parts and Accessories®

1-800-846-2484

FAX 1-800-397-8587



- · 24 Hour Shipping of Stocked Products
- · State-of-the-art Distribution Process

· On-line Parts Availability & Parts Research



VISA

Basic Digital Electronics, by Alvis J. Evans, Prompt Publications, 192 pages, paperback \$19.95

Basic Digital Electronics will teach you the difference between analog and digital systems, the functions required to design digital systems, the circuits used to make decisions, code conversions, data selections, adding and subtracting, interfacing and storage, and the circuits that keep all operations in time and under control.

Learn about circuits, flip-flops, registers, multivibrators, counters, 3-state bus drivers, bi-directional line drivers and receivers, analog-to-digital (ADC) and digital-to-analog (DAC) converters using easy-to-read, easy-to-understand explanations coupled with detailed illustrations that bring "seeing" and "doing" together for a very meaningful experience.

This book contains worked-out examples within the test and quizzes and problem sets at the end of each chapter to complete and reinforce the learning cycle.

PROMPT Publications, 2647 Waterfront Parkway E. Drive, Indianapolis, IN 46214

#### Build Your Own Home Theater, by Robert Wolenik, Butterworth Heinemann, 200 pages, paperback, \$16.95

Champagne on a beer budget - the ultimate audio/video experience. Build Your Own Home Theater is for the do-it-your-selfer who is looking for bargains but is still interested in quality. Readers will learn how to create a dream system for a fraction of the cost of having it done for them. This book also includes information on home theater that is not found anywhere else, as well as how-to instructions.

PROMPT Publications, 2647 Waterfront Parkway E. Drive. Indianapolis, IN 46214

# Troubleshooting Analog Circuits, by Robert A. Pease, Butterworth Heinemann, 217 pages, hardcover \$28.95

Whether you are primarily an analog or digital engineer/technician, experienced or neophyte, this book has something for you. Now available in paperback, this guide by one of the legends of electronic designs walks the reader through tried and true methods for debugging and trou-

bleshooting analog circuits.

The text includes generous helpings of Pease's unique insights, humor, and philosophy regarding analog circuits and their operation. Armed with Bob's clear explanations and proven techniques, you will be prepared to get your analog designs up and running for the everincreasing tasks demanded of today's electronic devices.

Butterworth Heinemann, 313 Washington Street, Newton, MA 02158

#### VCR Troubleshooting & Repair, Second Edition, by Gregory Capello & Robert Brenner, Butterworth Heinemann, 286 pages, paperback \$19.95

This book focuses on VCR preventative maintenance, and does an excellent job covering basic electronics principles and how they relate to VCR performance, and gives suggestions on how to avoid breakdowns. The second edition also covers stereo, Super-VHS, H-VHS, and bar code programming.

Butterworth Heinemann, 313 Washington Street, Newton, MA 02158

Join the Thousands

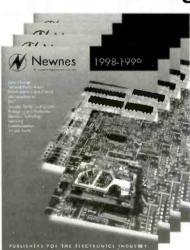
of Professionals

Who Are Reaping

the Rewards Today

# FREE Electronics Books Catalog

Newnes is a leading publisher of books & CD-ROM/ disk products for professionals in the electronics industry.



For a free copy of the Newnes Catalog, Call 1-800-366-2665. Ask for Item Code #645.

> Or write to: Newnes, 225 Wildwood Avenue, Woburn, MA 01801



TS236

Telecommunication Services
Credit Card Services
Financial Services
Equipment Rentals
Travel Services

following:

Toll-Free HelpLine

**Certification Programs** 

**Educational Programs** 

**Product Search Program** 

**OEM Software Opportunities** 

**Professional Reference Guide** 

**Equipment Leasing Services** 

Specialized Product Programs
Media Replication Services
Investment Services
Seminar Training Programs
Extended Warranty Programs
Technical Support References
Recycling Programs
Monthly Newsletter
Web Hosting Services
NCA Logo and Decal

NCA Logo and Decal Certificate of Membership Membership ID Card

Please contact the National Computer Association to receive complete applications.

Joining the NCA is your best choice for securing your future in the computer industry.

As a trade association of over 2,000 professional VARs, the NCA is having the impact that no one company can have alone. As an association member, you'll

now be able to share ideas and be armed with the tools that can reverse the trend

addition to becoming a professional member of the NCA, your benefits include the

of high operating costs and low revenues. These cooperative efforts will continually strengthen and help secure your place in the computer industry for many years to come. In

**♦**800.615.6224**♦** 

National Computer Association ◆
13555 Automobile Blvd ◆ Suite 240 ◆ Clearwater, FL 33762
nca@gte.net ◆ www.nca-net.com
Circle (79) on Reply Card

# Continuing education in servicing

by the ES&T Staff

ducation and training have always been constants for every consumer delectronics service technician. There are a number of reasons that this is true. For starters, the subject matter, whether we're talking about vacuum tubes, transistors, or integrated circuits, or whether we're talking about analog or digital, is difficult. A television set, for example, is a complex device, and operates on principles that are not readily apprehended. To know enough about a TV set, or a VCR or personal computer, to be able to actually troubleshoot and repair a problem based on an analysis of the symptoms, and not on tips provided by another agency, takes a great deal of education and training.

Most technicians get a pretty good education at some kind of formal school: a technical school, a junior college, or some other kind of school that they attend for two years or more. And that's a good start. If it's a well-done course, it gives the entry level technician a good grounding in the fundamentals of electronics. Unfortunately, given the scope of electronics today, and the pace at which it's being developed, that two-year is only the beginning of the technician's education.

As I understand it from talking to a number of service managers, most graduates from technical schools these days have a thorough grounding in the basics, with emphasis on digital circuits. Most have had little or no exposure to consumer electronics circuitry, however, so continuing education for technicians of today should start the minute they've left school with that diploma. And given the dizzying pace at which engineers and manufacturers are expanding and changing the world of consumer electronics, it will become a way of life for most technicians, until they retire. Interestingly, however, most retired technicians I have met are so interested in the subject that their curiosity, and their efforts to learn about new developments in electronics continue long after retirement.

And here's another interesting item: Occasionally a subject area that is no longer at the forefront of technology is

discontinued in some schools so that other more recent material can take its place. This has to be done, of course; it isn't possible to teach everything. Unfortunately, sometimes the discontinued subject matter still exists and may be encountered by someone who is not prepared for it. As an example, vacuum tubes have been deemphasized in electronics in favor of solid-state devices. And this makes sense, since there are so many more solid state devices in use. However, many older products, and some newer high-end stereo systems use vacuum tubes. If a technician who becomes interested in servicing one of these products has never studied tubes in school, he'll have to continue his education in order to provide that type of service.

## Skills and attributes of an effective technician

For what it's worth, here's our idea of the set of skills and attributes that technicians must possess in order to get the job done. If any readers have any other ideas, or suggestions about technicians' qualifications, we'd love to hear from you.

- Basic language skills in order to be able to communicate with customers, other people in the service center, manufacturers, distributors, etc.
- Good reading skills in order to be able to gain information from textbooks, service manuals, service bulletins, etc.
- An even temper, tact and diplomacy as needed to handle difficult customers, difficult service jobs, etc.
- Good math skills. A technician should be able to perform all of the calculations necessary to interpret readings from meters, oscilloscopes, etc. He should have at least a passing familiarity with electronics math, such as Ohm's Law, Kirchhoff's Law, etc. He should be able to perform all of the financial math in order to be able to prepare an invoice.
- A technician should have a reasonably broad background in electronics circuit theory. He should have some kind of picture in his mind of how the basic electronics components work, and how they interact in a circuit.

- A technician needs to have a basic background in the use of test instruments such as DMMs, oscilloscopes, signal generators, signal analyzers and more, including how to use them safely.
- A technician needs to be reasonably skilled in the use of small hand tools and soldering/desoldering equipment in order to be able to disassemble a product to the extent necessary to identify and replace a defective component and to reassemble the product once it has been repaired without causing any damage to the product.

#### The need for continuing education

A good two-year or four-year technical education provides many of the skills that a technician needs in order to be adept at the duties of a service technician. But two years, or even four years, is a relatively short space of time in which to absorb all of the knowledge and hone all of the skills needed to develop a skilled technician, Moreover, as time goes on, we tend to lose some of the knowledge we gained while going to school, sometimes quite a great deal. For those reasons, it is important for a technician to continue his or her education for life.

Another, very important, reason for continuing education for technicians is the difficult, demanding nature of the subject matter. Because it is so abstruse, students, and, yes, instructors and writers as well, sometimes don't really understand what's going on entirely, and end up with misconceptions, or sometimes just fuzzily understood ideas. The more study a technician does, the more likely he will encounter material that will help him clear up misconceptions, or sharpen ideas that were fuzzy in his mind.

Here's an example from this fuzzy mind. A lot of us learned that electromagnetic induction takes place when magnetic "lines of force" "cut" a conductor, thereby inducing a current in the conductor. There is a simpler explanation, that doesn't require the idea of any kind of lines cutting anything. It's this: when the magnetic field in the vicinity of a conductor changes — increases or decreases — a current is induced in that conductor

that is proportional to the strength of the magnetic field and its rate of change.

## Keeping up with developments in the field

But the greatest reason for continuing education is to keep up with developments in the field. This is especially true in a pursuit such as consumer electronics servicing which seems to be undergoing a continuous revolution.

Take, for example, someone who became a technician in the 1950s. Now, 40 some years later, and maybe getting ready to retire, how useful would a technician be if he hadn't updated his skills several times. Most electronics servicing in the '50s still emphasized vacuum tubes. Transistors were just being introduced and ICs hadn't been heard of yet. Everything was still entirely analog. All TV signals were received via a broadcast antenna; there was no cable TV, no VCRs, laser disks, etc. A technician who allowed himself/herself to stagnate at that period would be helpless with today's technology.

Interestingly, the paradigm shift from analog to digital has caused some educational problems on the other side of the coin. Most technicians graduating from technical schools today have specialized in digital electronics, because that's what industry wants, and besides, it's much more glamorous than analog. So technicians today who want to work in consumer electronics servicing must continue their educations beyond technical school simply to learn some of the "old" stuff in electronics.

#### Every profession has to keep up

Sometimes people in the consumer electronics service business feel picked on. They complain that those engineers and manufacturers keep advancing the technology, so the poor technicians have to continue running to keep up. No one can blame a technician for feeling that way. It is frustrating to constantly watch the state of the art in electronics technology advance faster than any individual technician can possibly keep up.

If it's any consolation, many professions have similar problems. Take medicine for example. Of course, when it comes to humans, there are still only the two basic models, male and female, and they haven't really changed in thousands

of years. But the practice of medicine has changed incredibly and continues to change. Doctors have to study constantly to keep up or they'll be in danger of providing less than the best care.

As another example, in recent years automotive technology has been changing rapidly, and automotive technicians have to work hard to keep up.

In the final analysis, any kind of knowledge worker has to be prepared for change, and work to cope with the demands of keeping up.

#### There is help

Fortunately for service centers and technicians, everyone from the manufacturers and the manufacturers' associations, to service associations and technical schools, as well as publishers, have recognized that technicians need a lot of training for this new technology, and are making that training available.

And depending on the amount of money available to the technician, the amount of time he has for school, and the travel budget, the technician has a choice of resident schools, hands-on schools, self-study courses, videotapes, books, test equipment manuals and user instructions, association meetings and seminars.

The **ES&T** staff continually remains tuned in to the educational opportunities available to technicians. We like to think that we're a valuable source of technical/servicing information, but we recognize that a 70-or-so-page magazine once a month can't begin to fulfill the information needs of consumer electronics servicing technicians, so we try to make you aware of every other avenue of education that we can find.

#### Training from EIA/CEMA

One of the best, and least expensive, sources of training for servicing of consumer electronics products is the Electronics Industries Association/Consumer Electronics Group (EIA/CEMA) Product Services Department. This organization, in conjunction with state and national service organizations, offers three-day and five-day on-site workshops for technicians who are actively working in consumer electronics servicing (Table 1). There is a nominal fee for these classes.

EIA/CEMA is the association to which manufacturers of TVs, VCRs, stereo

equipment, etc. belong. They recognize that it is in their best interests to attract and train technicians to service all of the products that they manufacture and self. Every service center that can do so should take advantage of this superb training.

In addition to the workshops, EIA/CEMA also offers video cassettes, manuals and the like on a wide range of subjects from "Troubleshooting with modern electronic test equipment" to high-tech soldering and microprocessor troubleshooting, and more. These tapes are priced very inexpensively, just enough to offset the cost of producing them.

If you or someone in your service facility is in need of training, you should at least explore what EIA has to offer. See their name and address in the listing in this article.

#### Currently available from EIA

For example, the EIA currently offers several courses in servicing of color TV, VCR, personal computer, microprocessor/pc, and monitors. These courses will be presented in cities throughout the United States, throughout the current year.

Workshops for electronics instructors in vocational education are also available. Interested in attending? Contact:

Consumer Electronics Manufacturers Association 2500 Wilson Blvd Arlington VA 22201 703-907-7656 Fax: 703-907-7968

You can also learn more about CEMA by visiting their website at http://www.cemacity.org.

Considering the high quality and timeliness of these programs and the materials the attendees retain, EIA believes that the practical nature of these workshops will provide the attendees with new skills of immediate benefit.

These courses have an estimated value of several hundred dollars, but EIA/CEMA offers them at minimal cost to qualified technicians. Attendees must provide their own transportation and lodgings while at the workshops.

#### Identifying the need for education

For the technician, identifying the need to further his education usually isn't difficult. One day a customer brings in a TV set for service and, when the technician opens up the set to perform a technical evaluation of the nature of the problem, he finds components and circuitry he's never seen before. Or one day a customer brings in a digital compact cassette or a DVD, a product that the technician has only seen in photographs before.

Once the need to get further education has been established, it's important to pin down exactly what education is needed. There are usually two questions that the technician must answer: "What training do I need?" and "How do I get that training?"

It's important to examine these questions in detail to determine beforehand exactly what it is you need to study. It's not enough to just say "I need to learn about DVD servicing," and then to look for a correspondence school or a local school that might offer a course on DVD.

It's important to examine the situation precisely, and determine what aspects of the subject that need to be covered. Do you just want an overview on DVD technology? Or do you really have a pretty good idea of how DVD works and really need a course in nuts and bolts DVD servicing?

Once the specific goals are set, the question becomes how to achieve them. One simple but effective method might be to contact other technicians in your area. If you have a skill that they lack and vice versa, you might be able to arrange for a session, or a series of sessions, in which you educate each other.

#### **Technical books**

Technical books provide a good way to fill in the gaps in your service education. Many technicians are able to learn enough through reading books to enter into a whole new area of servicing. If the book is well written, and the technician has a lot of self discipline, he just might be able to add a whole new product to the scope of his technical education. If the book is poorly researched or written (there are probably a lot more of these than there should be), or if the technician doesn't have the self-discipline to study on his own, the whole thing might turn out to be a waste of time.

#### Home study courses

Home-study courses are a step up from simply studying from a book on one's own, and they generally make learning easier and lead to better results. In a home study course, the material is divided into logical study units, an instructor tells the student

what is expected, and there is feedback through regular tests. Some schools also assign an instructor to the student with whom he can correspond by telephone and mail when there is a problem.

#### Schools and seminars

If the technician or service center can afford the time and money, structured class and lab courses provide a more effective way to learn. There are many options available for a technician who can attend such classes. Technical schools throughout the country offer anything from the most elementary introductory courses to detailed theory, design and servicing courses.

For anyone who has the time and the budget to travel, consumer electronics equipment manufacturers offer seminars on the operation and servicing of specific products to servicing technicians.

There are also many organizations, especially in the computer area, that offer seminars of a few days to a week or so, usually in a number of locations throughout the country.

Other good sources of technical education are manufacturers of test equipment and tools such as multimeters, oscil-

loscopes, soldering tools, etc. Many of them offer instruction in using their products. Some offer books and pamphlets, and some even have videotaped instructions, that help the technicians understand how to most effectively use their products. Some companies offer formal courses for home study, and others offer courses and seminars that travel to different areas of the country so you can take a formal course taught by the experts near home. Some of the instruction is free, and some will cost a substantial amount, so check before you proceed.

#### Finding the knowledge

We wish we could provide a complete list of all of the technical educational resources available to technicians today, but such a list would no doubt fill several thick volumes. Some of the educational resources, in no particular order, are: local vocational technical schools, both public and private, a large handful of national technical correspondence schools, associations such as ETA, NESDA/ISCET, PSA, manufacturers' training, thousands of technical books. Any service technician who wishes to stay abreast of modern electronics technology, would do well to sim-

# **Modern Soldering Techniques**

Today's smaller surface mount components can be difficult and often seem impossible to remove and install. Because of their small size, today's technicians need new and improved methods

for dealing with these components.
Sony introduces the Modern Soldering
Techniques Video. In this tape, you'll learn
the recommended techniques for removing
and installing today's smaller components.
Techniques covered are: the hot air method;
the Chip Quik® method; the cut-out method;
sick method; and the soldering iron method.

		Technique the Chip	s covere Quik® mel	ay's smaller components. d are: the hot air method; thod; the cut-out method; ne soldering iron method.
				s (T-MODSOL-9) in VHS clude applicable sales tax.
	Please send me more information about Sony's videotape library.			
Please cha	arge my purchase to:			
Card # Signature	dVisa	Exp. Date	_	Make check or money order payable to Sony World Repair Parts Center and mail completed form to:
Name				Sony World Repair Parts Center

Sorry, no C.O.D's. Allow two weeks for delivery. Price and availability subject to change.

State

Company\_

Street

City

SONY

ATTN: Publications Dept.

Kansas City, MO 64195- 0407

P.O. Box 20407

Zip Code

ply maintain an awareness of what the educational resources are and how to take advantage of them.

Along with this article, we present several lists of companies and other organizations that offer some kind of training and/or training materials. Unfortunately, space doesn't permit a comprehensive list. There are a number of detailed lists available that will provide someone who is serious about training many avenues to explore. One such list is the ES&T March Buvers' Guide. That issue contains a large list of consumer electronics manufacturers, tool and test equipment manufacturers and associations with addresses and phone numbers.

#### Try the product manufacturers

Many of the manufacturers of consumer electronics equipment provide training in a number of ways. Some of the manufacturers restrict the training they provide to technicians from their own authorized servicing facilities. Others not only offer courses to anyone who is both qualified and interested, they make it a point to make their courses universally applicable.

#### **Test equipment manufacturers**

Test equipment manufacturers not only know a great deal about the test equipment they sell, they are also familiar with applications of their products. They talk to the engineers and technicians who buy and use their products and learn what their problems and needs are.

They also recognize that the more their customer knows about how to apply their products, the more likely they will be to buy their product in the first place, to be happy with it once they've bought it, to recommend the company's products to a friend, and to buy that same brand the next time they need a piece of test equipment. In order to enhance the customer's or potential customer's understanding of the testing/diagnosing function in general and the company's product in particular, many manufacturers of test equipment offer courses, manuals, videotape courses, and other training opportunities.

For example, B&K Precision offers booklets such as a "Guidebook to Function Generators," a "Guidebook to Test Instruments," and a "Guidebook to Oscilloscopes." Sencore offers seminars throughout the country as well as their "Tech Tips" binder, the periodical "Sencore News" and other training materials.

Tektronix Oscilloscope Division puts out booklets such as "The XYZs of using a scope" and "Basic Oscilloscope Operation." They even sell a training kit that allows a scope user who needs to learn more about use of an oscilloscope to practice on circuitry for which the scope traces are known. The Tektronix Television Business Division offers application notes such as "Basic NTSC Video Testing" and "Checking VCR Performance."

Hewlett-Packard offers manuals such as "The fundamentals of signal analysis" and "Feeling comfortable with digitizing oscilloscopes," that provide in depth information about the state of the art in circuits and signals, and the test equipment and techniques needed to study and understand it.

You should also check with any of the other well-known manufacturers of test equipment to determine what kinds of training materials they have, or that they may recommend.

#### Office equipment

Personal computers now constitute a large segment of what is considered consumer electronics products. The increasing availability of useful, user-friendly, low-cost software such as word processing, spread sheet, data base, desk-top publishing, accounting, on-line data bases, and the huge information sources available on the Internet are making personal computers more and more attractive to more and more people.

More people are establishing offices at home. Along with fax machines and answering machines, personal computers are essential tools for the home office.

One result of this increasing population of personal computers in homes is that personal computers have become consumer products, and consumers are looking to their traditional service centers to service their computers. And while making the transition from servicing TVs and VCRs to servicing computers does take something of a mental adjustment, it's usually far easier than it first seems, especially for someone who has made a lifetime study and a business of understanding and servicing electronics circuits.

#### Trade associations

Organizations such as ETA, NARDA/ NASD and NESDA/ISCET (see the "Associations" listing below for the meaning of these abbreviations, and the addresses and telephone numbers of these associations) and their state and local affiliates offer many opportunities for education, both technical and management oriented.

For example, state and local chapters of these associations frequently invite a technical training instructor from a consumer electronics manufacturer to their monthly meetings to lead seminars on servicing the company's new products.

Some of the most successful service center owners and managers belong to these trade associations, and attend the meetings, seminars and annual conventions religiously. Most, if not all, of them attribute a great deal of their success to their membership in the organization and their participation in these training activities. If you don't belong to such an association, you should at least look into it.

#### Just do it

If a technician hasn't taken a course, read a technical book, or otherwise made an attempt at learning about some of the new technology in some time, he may be in danger of joining the dinosaurs in extinction. The resources to develop new skills to catch up with the new technology may be as near as the local library, the local association meeting place, the mailbox, or the nearest computer with Internet access. The information is there. The listings that accompany this article will help you get started in finding it.

#### Let us know

As always, if any readers are aware of any good training resources that we have not mentioned in this article, please let us know about it. The more thorough and comprehensive we can make this list of training resources, the more useful it will be for readers.

#### Some of the sources

Table 1 lists a number of correspondence schools, book publishers, associations, and test equipment manufacturers whom you might want to contact for information on what educational opportunities they have to offer.

CEMA Product Services conducts workshops around the U.S. as part of their on-going project to improve the training of Consumer Electronics technicians. CEMA offers hands-on workshops on:

Windows 95 Troubleshooting & Network Setup (3 Days).

"CEMA's technical training puts the experience in your hands. We don't just talk about methods or demonstrate solutions, we give you real hands-on experience." The workshop features:

• Damage Control • Installing new hardware • Registry Editing • Network trouble shooting • File & print services • Peer-to-Peer Networking • Ethernet • TCP/IP • Internet • Network Topologies

PC servicing w/Windows 95 (3 Days) Updated for 98

"The focus of the workshop is on practical aspects of PC servicing. Every discussion is illustrated with a lab exercise

or demonstration. Hands-on activities account for more than 50% of the workshop time. The exercises provide the opportunity to observe signals, make adjustments, and troubleshoot defects. (An understanding of basic electronics is needed for this workshop.) The workshop features:

• Microprocessor overview • Address/data/control bus signals • PC bus signals • PC bus signals • PC bus buffering • Address decoding and decoders • Power control interfaces • Keyboard interface • Communications interfaces • System configuration & expansion • POST and software diagnostics • Hardware diagnostics • Operating systems • Config problems • Serial and parallel I/O problems • Troubleshooting,

adjustments and repair • Preventive Maintenance

Basic Color Television Servicing (3 Days)

After an overview of a TV receiver and a review of test equipment usage, each functional block of a typical current model TV is examined. (A general background in analog electronics is needed for this workshop.) The workshop features:

• The NTSC system • Receiver familiarization • Test equipment • Oscilloscope calibration • Microprocessor • RF signals • Tuning system • Video Signals • Audio processing • Power supplies • High voltage • Deflection • Scanning • Convergence • Adjustments. On the last day all participants gain essential skills, hands-on trou-

#### **Trade Associations**

Consumer Electronics Manufacturers Association

2500 Wilson Blvd Arlington, VA 22201 703-907-7656

Fax: 703-907-7968

# Electronics Representatives Association

444 N Michigan Ave Suite 1960 Chicago, IL 60611 312-527-3050 800-776-7377 Fax: 312-527-3783

Electronic Technicians Association

604 North Jackson St. Greencastle, IN 46135 317-653-3849

International Society of Certified Electronics Technicians

2708 W. Berry Street Ft. Worth, TX 76109 817-921-9062

Musical Instrument Technicians Association, International (MITA)

MITA. Inc. 12425 Parkwood Lane Florissant, MO 63033-4662 314-355-2339

NARDA (National Association of Retail Dealers of America) NASD (National Association of Service Dealers) 10 East 22nd Street Lombard, IL 60148

630-953-8950

National Association of Service Managers (NASM) PO Box 712500

Santee, CA 92072-2500 619-562-7004 Fax: 619-562-7153

National Electronic Distributors Association

35 East Wacker Drive Suite 3202 Chicago, IL 60601 312-558-9114

National Electronic Servicing Dealers Association

2708 W. Berry Street Ft. Worth, TX 76109 817-921-9062

Professional Service Association

71 Columbia Street Cohoes, NY 12047 518-237-2953

United Servicers Association, Inc. (USA)

PO Box 626 Westmont, IL 60559 5630 Harmarc Place Downers Grove, IL 60516 708-968-6752 800-432-0972

# Technical Book Publishers

CRC Press, Inc. 2000 Corporate Blvd., N.W. Boca Raton, FL 33431 407-994-0555

Hayden Book Company Rochelle Park, NJ 07662 McGraw-Hill Book Company 1221 Avenue of the Americas New York, NY 10020

MacMillan Publishing Front and Brown Streets Riverside, NJ 08075

PCS Publications

800-257-5755

PO Box 10492 Clearwater, FL 34617-8492 800-741-DATA Fax: 813-446-3157

Prentice-Hall, Inc. Rte. 9W

Englewood Cliffs, NJ 07632 201-592-2455

Howard W. Sams & Company 2647 Waterfront Parkway. East Drive

Suite 300 Indianapolis, IN 46214-2041 800-428-7267

Tab Books

PO Box 40 Blue Ridge Summit, PA 17214 717-794-2191

Van Nostrand Reinhold Company 135 W. 50th St. New York, NY 10020

#### Publishers of Schematic Diagrams (other than manufacturers)

Eagan Technical Services, Inc. 1408 Northland Drive St Paul MN 55120 612-688-0098 800-285-1873 Fax: 612-688-7829 M I Technologies

3310 E. Peterson Rd Troy, OH 45373 937-335-4560 Fax: 937-339-6344

Howard W. Sams & Company 2647 Waterfront Parkway East Drive Indianapolis, IN 46214 317-298-5400

# Software Sources Service tips programs

AnaTek Corporation

(Computer monitor tips) PO Box 1200 100 Merrimack Rd Amherst, NH 03031 603-673-4342

Electronic Software Developers

826 South Main Street South Farmingdale, NY 11735

FixFinder TCE Publications 10003 Bunsen Way Louisville, KY 40299

High Tech Electronics 1623 Aviation Blvd. Redondo Beach, CA 90278 213-379-2026

Higher Intelligence Software 60 Farmington Lane Melville, NY 11747 516-643-7740

Technical Information Procurement Service (TIPS) PO Box 1681

Forest Park, GA 30051-1681 770-968-3715 Fax: 770-968-3715

#### **Home Study**

#### **Cleveland Institute of Electronics**

1776 E. 17th St. Cleveland, OH 44114 216-781-9400 Fax: 216-781-0331

#### Cook's Institute of Electronics Engineering

4251 Cypress Drivee Jackson, MS 39212 Fax: 601-371-2619

#### Heath/Zenith

PO Box 167 Hilltop Rd. St. Joseph, MI 49085 616-982-3411

#### National Institute of Technology

1701 W. Euless Blvd. Euless, TX 76039

#### National Technical Schools

456 W. Santa Barbara Ave Los Angeles, CA 90037

#### NRI Training for Professionals

McGraw-Hill Continuing Education Center 3939 Wisconsin Ave. Washington, DC 20016

#### **Private Trade Schools**

#### **Accrediting Commission of Career** Schools and Colleges of Technology ACCSCT (Formerly NATTS)

2101 Wilson Blvd Suite 302 Arlington, VA 22201 703-247-4142 Fax: 703-247-4533 e-mail: info@accst.org

website: http://www.accsct.org/

#### Other Training Programs

#### Computer training

#### **American Institute Institute for International Research** 437 Madison Ave., 23rd Floor

New York, NY 10022 212-826-3340

#### Learning Tree international

6053 West Century Boulevard PO Box 45028 Los Angeles, CA 90045-0028 213-417-8888 Fax: 410-2952

#### National Advancement Corp.

2730-J South Harbor Santa Ana, CA 92704 714-754-7110

#### **Test Equipment** Manufacturers

#### **B&K Precision**

1031 Segovia Circle Placentia, CA Status 92870 714-237-9220

Fax: 714-237-9214

#### Fluke Corporation

PO Box 9090 Everett, WA 98206 206-347-6100 206-356-5116

#### Sencore

3200 Sencore Drive Sioux Falls, SD 57107 605-339-0100

#### **Tektronix**

Oscilloscope Division PO Box 500, MS 39710 Beaverton, OR 97077 503-627-2010 Fax: 503-627-5593

#### **Tentel**

4475 Golden Foothill Parkway El Dorado Hills, CA 95630 916-939-4005 800-538-6894

#### Table 1.

bleshooting with faulty equipment guided by an experienced instructor.

#### VHS Video Cassette Recorder Servicing (5 Days)

"This workshop focuses on basic VCR operation and servicing. After an overview of a VCR system and a review of the NTSC television system, each functional block of a typical current model VHS VCR is examined. (A general background in analog electronics is needed for this workshop and familiarity with TV systems is highly recommended.) The workshop features:

• The VHS system • Television signal · Audio REC / PB · Video REC / PB · Drum servo • Capstan servo • Microprocessors • Display circuits • Mode switch logic • Tape transport • Power supplies • Adjustments. On the last day all participants gain essential skills, handson troubleshooting with faulty equipment guided by as experienced instructor.

#### Computer Monitor Servicing (3 Days) Updated for 98

Three day electronics servicing workshop that covers current technologies using a hands-on, service-oriented approach. (A general background in analog electronics is needed for this workshop.) The workshop features:

• Test equipment usage • Oscilloscope calibration • Monitor familiarization • Multi-sync systems • VGA/SVGA/XGA Signals • Video signal processing • Switching power supply • High voltage power supply • Deflection and scanning · Microprocessor control · Manual adjustments • PC-controled alignments • Convergence • Troubleshooting and repair. On the last day all participants gain essential skills, hands-on troubleshooting with faulty equipment guided by as experienced.

#### Windows 95 Unleash the Power Troubleshoot Hardware and Software, Setup Networking and TCP/IP.

"Attend this professional workshop and CEMA will make you an expert at Windows 95 in only three days. CEMA's technical training puts the experience in your hands. We don't just talk about methods or demonstrate solutions, we give you real hands-on experience. In four days,

we "walk," configuring Windows 95, including both software and hardware upgrades. We will show you how to connect multiple PCs to form a peer-to-peer network system. This workshop gives you the tools necessary for fully utilizing the power of Windows 95 in your day-today business." The workshop features:

· Skill Improvement in differentiating hardware and software problems . Diagnose and Solve System Problems • Gain Hands-on Experience with Windows 95 • Avoid Potential Hardware/Software Conflicts • Learn to Support Peer-to-Peer Networking Configurations • Maximize Performance for Windows 95 • Select the Best Equipment for Your Needs

This workshop provides essential skills to those who:

• Provide Support for PC Hardware and Software • Make Software/System recommendations • Develop PC Support Policies • Teach Computer Technology • Install Windows 95 on PCs • Train Windows 95 Users • Troubleshoot PC Hardware/Software Issues • Plan to Upgrade to Windows 95

To Register Call (703)907-7656

#### Training aids on the Internet

The Internet is a virtual treasure trove of information for individuals and companies with access to the Internet. For example, if you access the Advanced Television System Committee website listed below, you can download hundreds of pages of technical specifications and other information having to do with HDTV. The ITT Intermetall website, also listed below offers information on the chipset that that company has engineered for HDTV sets.

Other websites listed offer information on the subjects noted.

#### Introduction to the oscilloscope

http://www.ee.su.oz.au/teaching/ topics/labintro/cro.html

#### Cathode Ray Oscilloscope

http://www.richardson.k12.tx.us/ schools/phys/Academics/Physics/AP Physics/OscopeWeb/OscopeLab.html

**ATSC** http://www.atsc.org/

http://www.intermetall.de

#### **Hewlett Packard Educators Corner**

This is a website that displays information about learning and teaching resources for educators. In the month of June it carried a Spectrum Analyzer segment that helps users visualize modulation of radio frequency signals with audio frequency signals.

http://www.tmo.hp.com/tmo/iia/edcor ner/English/index.html

In addition, Hewlett Packard offers an Educator's Corner CD-ROM; containing pre-written and interactive lab experiments from HP's Educator's Corner website, for those who don't want the long wait required to download them. This free CD-ROM, available by ordering from this website, contains all of the content found on the website. It's packed full of learning and teaching resources for engineering educators. It includes search tools, live links to the World Wide Web, and more.

This is Version 2.0 in an on-going series of CD-ROMs for engineering educators. The labs and experiments in this series are submitted by professors and educators from around the world. To use this CD-ROM, the user will need a Windows or Mac PC with a CD-ROM drive. The CD-ROM has a familiar web browser interface, and all required software and drivers are included on the CD-ROM.

EIA/CEMA will be offering (optionally) 2.0 CEUs for this workshop. A nomimal registration fee will be charged for the CEUs.

Another CEMA resource is Raising the Standard — Electronics Technician Skills for Today and Tomorrow.

This manual covers skills standards for work-ready, entry-level electronics technicians. The Electronic Industries Association and the Electronic Industries Foundation developed the national skill standards under funding from the U.S. Department of Education. More than 200 representatives from the electronics industry, business, labor, and education, worked side by side in this industry-led effort to develop workable and mutually agreed upon standards. An additional 300 individuals helped assure their validity.

The manual includes guidelines on how employers, employees, trainers, educational administrators, educators, school counselors, and students can use the detailed lists of skills required of workready, entry-level electronics technicians in any of a broad range of occupational areas. Service centers can use this valuable resource in a variety of ways:

• Clarify the competencies workers need • Improve workers' capabilities and productivity • Enhance a company's ability to convert to a high performance workplace • Evaluate prospective employees and new hires • Plan internal training programs • Develop performance-based curricula preparing graduates to leave school with work-ready skills, qualified to obtain jobs • Encourage excellence in voc-ed to improve the American workforce

The spiral-bound manual is divided into tabbed categories for easy reference. Each describes and lists the skills identified as necessary for competent work in five general categories: • Desirable behavior and work habits • Technical skills • test equipment and tools • Basic and practical skills • Additional skills needed in three advanced specialty areas.

The cost of this document and the disc is \$25.00, including S/H.



# **Are You Servicing Computers?**

Do you know that major computer hardware and software vendors, distributors, resellers and publications, back the A+ Certification program as a means to verify the competencies of computer service technicians.

Do you know that many hardware manufacturers will not reimburse warranty work unless the technician or service center is A+ certified.

If you're servicing computers, now is the time to consider A+ Certification. Our computer-

based, self-study course offers you the most comprehensive way to pass the A+ Certification exams.

Unlike the competition, our exclusive course features allow you to:

- Review hundreds of sample questions and isolate the exact areas you must learn to pass the exams.
- Study only those areas where you need work. The program assesses your knowledge and pinpoints you to the exact page in our Heathkit® reference library for further study.
- Evaluate your competency level and practice your test-taking skills with our invaluable timed practice tests.

DON'T WAIT - GET PREPARED FOR CERTIFICATION TODAY CALL US AT 800.253.0570 FOR MORE INFORMATION







455 Riverview Drive • Benton Harbor • Michigan • 49022 • 616-925-6000 • 800-253-0570 • fax: 616-925-2898 email-heathkit@heathkit.com • http://www.heathkit.com

"The Computing Technology Industry Association and A+ are registered trade marks. All rights reserved.

# **Test Your Electronics Knowledge**

by J.A. Sam Wilson

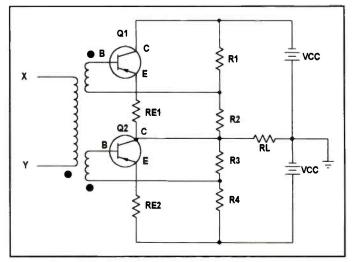


Figure 1. What does the dot notation on the transformer indicate?

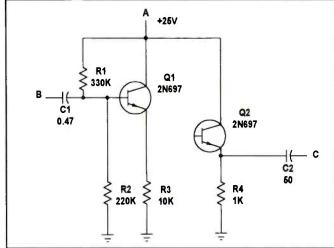


Figure 2. If you create a short between the emitter of transistor Q1 and to the base of Q<sub>1</sub>, what will happen to the collector voltage?

- 1. In the circuit of Figure 1, the dot notation on the transformer indicates
- A. which end of the transformer should be grounded.
- B. that the dc voltage value at those points is the same.
- C. that the ac voltage value at those points is the same.
  - D. None of these answers is correct.
- 2. Which of the following amplifier configurations has a gain related to  $\beta$ ?
  - A. Common collector
  - B. Common base
  - C. Common emitter
  - D. Starved amplifier
- 3. Which of the following is a linear, bilateral circuit element?
  - A. Thermistor
  - B. Resistor
  - C. Transistor
  - D. Nuvistor
- 4. Which of the following statements is correct?
- A. Bipolar transistors have the problem of partition noise, tubes do not.
- B. Tubes have the problem of partition noise, bipolar transistors do not.
- C. There is no such thing as "partition noise" as related to tubes and bipolar transistors.
- Wilson is the electronics theory consultant for ES&T.

- D. Both tubes and bipolar transistors have the problem of partition noise.
- 5. Which of the following symbols means the same as alpha in reference to transistors?
  - A. hFF
  - B. hFB
  - $\mathbf{C}.\boldsymbol{\beta}$
  - D. A
- 6. Which of the following amplifying components is primarily controlled by current?
  - A. Pentode tube
  - B. JFET
  - C. MOSFET
  - D. PNP transistor
  - 7. Which of the following is correct?
- A. Thermal agitation noise is more of a problem with tubes than with transistors.
- B. Thermal agitation noise is more of a problem with transistors than with tubes.
- 8. Which of the following is NOT correct?
- A. Removing the speaker from a transistor power amplifier circuit can destroy the transistor when the circuit is operated.
- B. Since  $P = I^2R$  it follows that increasing the load resistance of a tran-

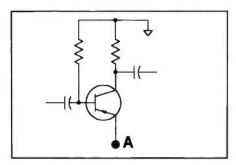
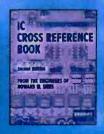


Figure 3. In this amplifier circuit, what should the voltage at point 'A' be?

sistor amplifier will always increase the output power of the circuit.

- C. There is no vacuum-tube equivalent circuit for complementary bipolar transistor amplifiers.
- D. It is not necessary to make a good mechanical connection before making a solder connection.
- 9. In the circuit of Figure 2, shorting the emitter of  $Q_1$  to the base of  $Q_1$  will cause its collector voltage to
  - A. become more positive.
  - B. become more negative.
  - C. remain unchanged.
  - D. become zero volts.
- 10. In the amplifier circuit of Figure 3, the voltage at point 'A' should be
  - A. positive.
  - B. negative.
  - C. zero (ground) potential.

(Answers on page 60)











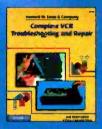


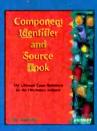












#### Semiconductor Cross Reference Book **Fourth Edition**

by Howard W. Sams & Company This newly revised and updated reference boo I his newly revised and updated reference book is the most comprehensive guide to replacement data available. With more than 490,000 part numbers listed, technicians will have no problem locating the replacement or substitution information they need. Order # 61080 .....\$24.95

#### IC Cross Reference Book **Second Edition**

by Howard W. Sams & Company
The engineering staff of Sams assembled the
IC Cross Reference Book to help readers find
replacements or substitutions for more than 35,000 ICs and modules.
Order # 61096 ......\$19.95

#### ES&T Presents TV

Troubleshooting & Repair

by ES&T Magazine
This book presents information that will make
it possible for technicians and electronics hobbyists to service TVs faster, more efficiently. and more economically.
Order # 61086 ......\$18.95

#### Internet Guide to the Electronics Industry

#### **ES&T Presents Computer** Troubleshooting & Repair

#### The Component Identifier

& Source Book

by Victor Meeldiik

by Victor Meetalik
This book was written to assist technicians and
system designers in identifying components
from prefixes and logos, as well as find sources
for various types of microcircuits and other
components. There is not another book on the 

#### Troubleshooting & Repair Guide to TV

This book is the most complete and up-to-date television repult book available. It contains time saving features that even the pros don't know and extensive coverage of common TV symptoms.
Order # 61072 .....\$29.95

#### ES&T Presents the Test Equipment Guide

Includes the latest information on choosing the best equipment, building test equipment and accessories, setting up a service bench, the practical technician's tool kit, and more. Order # 6108°

#### Understanding & Servicing CD Players

by Ken Clemants
Written with ervice technicians and engineers
in mind, this book is a guide to the princip es
involved in repairing and adjusting CD players.
The problem-solving approach and numerous
examples make it a helpful companion to the

#### Servicing Audio & Hi-Fi Equipment Second Edition

by Nick Beer
As a benchside companion and guide, this book 

#### Computer Monitor

Troubleshooting & Repair
by Joe Desposito & Kevin Garabedian
This book makes it easy for anyone to fully repair monitors. There are chapters on tools and test equipment, monitor types, special pro-cedures, troubleshooting, and case studies. 

#### Complete VCR

Troubleshooting & Repair

Iroubleshooting & Repair
by Joe Desposito & Kevin Garabedian
Complie VCR Troubleshooting & Repair contains troubleshooting prucedures from external
parts to gears, springs, pulleys, and belts. This
book shows how to troubleshoot tuner/demodulator circuits, audio and video circuits, and many nore. Order # 61102 ......\$29.95

# YES! I want to learn from the experts. Rush me my book(s) right away!

Please add \$4 shipping & handling, FREE shipping & handling for orders \$50 and over. Please make your check or money order payable to: Electronic Servicing & Technology

To Order Call 800-853-9797

Qty	Order#	Description	)	Price	Total Price
				Shipping/Handling	
		New Yo	rk Residents add appli	cable sales fax Total	
Name					
Address					
City			State	Zip	
	EX/Discover #			Expires	41-41-41-41
orm of payn	nent: MC VISA	□ AMEX □ Discover □ Check	☐ Money Order		
Please mail	your orders to: Electronic	Servicing & Technology, 76 North Broad	lway, Hicksville, New Y	ork 11801-9962 FAX 5	16-681-292

# What Do You Know About Electronics?

by Sam Wilson

Sam's opinions expressed here on emerging technology do not necessarily reflect the official position of ES&T.

In a technology as dynamic as electronics, new developments are constantly taking place. Every time something new is developed, someone comes up with abbreviations for it. As it's important to keep up with these abbreviations, we bring you these:

SMPT - Simple Mail Protocol Transfer (It governs the transmission of E-Mail through the Internet.)

WWW - World Wide Web (also, World Wide Wait)

It is an information network.

#### This and that

There is a glut of information on the World Wide Web and, it is not all important information. No person could possibly use all of the information available.

An example is news information. There are more people writing news stories than are needed. How many different ways can you write a story about Monica Lewinski?

Many broadcasters are taking a "wait and see" attitude toward HDTV. They are not even sure the public wants it. Broadcasters favor the 1080i format. That's 1080 interlaced scanning lines. Computer people favor a 720p (programmable scan) format. That's 720 lines a frame at a time - no interlacing.

Most broadcasters are reluctant to commit to HDTV until they can be sure that they can profit from it.

Here is a problem that has raised its ugly head. Broadcasters don't have enough material to support the channels available. How many times can you run and re-run Kukla, Fran and Ollie?

Also, do you really want to invest up to \$10,000 in a high-definition receiver so you can see the pores on the newscaster's nose? Some broadcasters claim that DTV (Digital TV) and HDTV (High-Definition TV) is not just about getting a clearer picture on the screen. It's also about the other things you can do with them.

Wilson is the electronics theory consultant for ES&T.

Let me translate that for you. Its also about many other things you will have to pay for and may not want. An example is interactive video games. An 80-year old widow who relies heavily on TV for her entertainment need interactive TV games like a moose needs a bathing cap.

Cable TV - which services 60% of the TV viewers - has threatened to supply a "set-top box" to convert digital programs to analog format so customers can use their present TV sets. There is a lot of behind-the-scenes fighting with broadcasters over that one.

The FCC has been one of the stumbling blocks in the DTV and HDTV mess. Up until the middle of May they failed to issue standards that are needed by equipment manufacturers. Now that the standards have been provided do you think technicians will get to loof at them? I'm trying to get them for you.

When color TV first hit the market we were quickly advised about that signal. As a result, we knew much about the requirements of the receivers. Have you seen a block diagram of an HDTV set?

#### The U.S.A. in technical competition

Here I go again! I know that this subject is going to bring at least five letters telling me: "That isn't electronics" and "Stick to the subject." But, if I don't pass this along, who is going to tell you?

I got the following information from James C. Dobson, Ph.D. in his Family Newsletter - Focus on the Family. If it doesn't boggle your mind, your mind just isn't bogglable.

In 1990, President George Bush and all 50 governors announced their goal for U.S. students to be "first in the world in mathematics and science and achievement by the year 2000." It sounded good at the time. But, almost a decade later America's high school seniors still compare poorly with young men and women in most other industrialized nations.

That was the conclusion of the most comprehensive and rigorous international comparison ever conducted of academic achievement. The results of the study were released in February, 1998. The final report should be of concern to every parent and grandparent in the nation (and every technician, technologist, engineer and scientist.)

What it revealed is that fourth-grade students in this country scored above average internationally, but by the middle school years, scores were below average. And by the time they were seniors in high school they ranked near the bottom when compared to other nations. The conclusion is unmistakable: The longer students stay in American schools, the farther they fall behind their age-mates in most industrialized nations.

Tables I and II show the mean (average) achievement test scores in various categories of science and math for the nations that participated in this comparision study at the secondary level.

As dismal as the U.S. position in these rankings was, it easily could have been worse. Asian countries which typically excel in math and science did not partic-

#### TABLE I MATHEMATICS LITERACY

Country	Mean Achievement
Netherlands	560
Sweden	552
Denmark	547
Switzerland	540
Iceland	534
Norway	528
France	523
New Zealand	522
Australia	522
Canada	519
Austria	518
Slovenia	512
Germany	495
Hungary	483
Italy	476
Russian Federa	ition 471
Lithuania	469
Czech Republi	c 466
UNITED STA	TES 461
Cyprus	446
South Africa	356

#### TABLE II SCIENCE LITERACY

Country	Mean Achievement
Sweden	559
Netherlands	558
Iceland	549
Norway	544
Canada	532
New Zealand	529
Australia	527
Switzerland	523
Austria	520
Slovenia	517
Denmark	509
Germany	497
Czech Republi	c 487
France	487
Russian Federa	tion 481
UNITED STA	TES 480
Italy	475
Hungary	471
Lithuania	461
Cyprus	448
South Africa	349

ipate in the study. "Otherwise," wrote columnist John Leo, "American might have been fighting for 39th or 40th place in a 41 nation field."

What is even more shocking is how our most gifted students compared with high achievers in secondary schools from other participating countries. For many years, Americans have consoled themselves with the believe that their most-talented youngsters were on a par with the best-educated students on earth. Not so, according to these findings. When compared with gifted students elsewhere, our smartest kids tested even worse.

Tables III and IV are the results for students enrolled in the most advanced math and science courses.

Think about this:



I am thankful for this information from Dr. Dobson. I believe it to be very important to everyone who reads this magazine.

#### Toroidal transformers

As I have said before, some of the most useful technical information available to technicians and technologists comes from advertisements for technical products. The following information comes to us from a company named Ulveco, Inc. in Houston, TX. It spells out the advantages of toroidal transformer design.

Low Weight - Because they are more efficient, toroids can be up to 50% lighter (depending on power rating) than traditional transformers. Low weight simplifies end product design by reducing mounting hardware and supporting enclosure requirements.

Small Size - Most toroids are smaller than their conventional transformer counterparts. Electrical and mechanical designers, when "painted into a corner" by a minuscule space allotment for power supplies, appreciate a toroidial transformers compact dimensions.

Flexible Dimensions - Compounding the benefits of low weight and small size is the flexibility to vary dimensions. As long as the core cross section is held constant, the height and diameter for the toroid may be economically varied to accommodate equipment design requirements, a great help when designing low profile, slim-line equipment.

Easy to Mount - A single center screw easily and quickly mounts the toroid, avoiding costly mechanical design and practical problems associated with traditional laminated transformers, and three screws are eliminated at assembly!

Low Strav Magnetic Field - Toroids have no airgaps: primaries and secondaries are wound uniformly around the entire core. As a result, toroids emit very low radiated magnetic fields. This makes the toroid ideal for application in CRT dis-

#### TABLE III ADVANCED MATHEMATICS

Country	Mean Achievement
France	557
Russian Federa	tion 542
Switzerland	533
Australia	525
Denmark	522
Cyprus	518
Lithuania	516
Greece	513
Sweden	512
Canada	509
Slovenia	475
Italy	474
Czech Republic	2 469
Germany	465
UNITED STA	TES 442
Austria	436

#### TABLE IV ADVANCED PHYSICS

Country	Mean Achievement
Norway	581
Sweden	573
Russian Federat	ion 545
Denmark	534
Slovenia	523
Germany	522
Australia	518
Cyprus	494
Latvia	488
Switzerland	488
Greece	486
Canada	485
France	466
Czech Republic	451
Austria	435
UNITED STAT	<b>TES</b> 423

plays, high-quality amplifiers, and medical equipment.

Low Mechanical Hum - The core of a toroid is formed from a single strip of grain-oriented electrical grade silicon steel tightly wound in the form of a clock spring with the ends spot-welded in place. The copper wire is wound over polyester film, forming a silent, stable unit without glue or varnish coating.

Reduced No-Load Losses - Compared to traditional transformers, toroids exhibit extremely low no-load losses. In applications where a circuit is in a "stand-by" mode for long periods, the potential cost reduction for power can be significant.

# 

EMERSON	CT-27SF24V4017	SAMSUNG
VR4250VCR-300	CT-31SF24V4017	TSF32764022
VR4450VCR-300	CT-31XF24CV4017	
	CT-F2992LV4017	TOSHIBA
GE	CT-F2992V4017	CE19G104021
CTC187CN34013	CT-F2992VV4017	CF19G324021
31GT660FM14013	CT-F2992XV4017	CF27G304018
31GT660FM24013	TC-33SF24TV4017	CF29G304018
35GT690JX14013		CF27F304018
35GT695FM14013	PHILIPS/MAGNAVOX	CL20G304021
	PR1317C121	CL29F304018
HITACHI	PR1317C1224024	TAC96204018
27CX22B5014025	TS3654C14015	TAC97254021
27CX22B511	13PR15C1214024	TAC97264018
27CX22B5214025	13PR15C1224024	TAC97274021
	19PR15C1214024	
DANIACONIC	19PR15C1224024	ZENITH
PANASONIC	19PR15C1254024	Z09P02X4020
AMEDP3014019		Z19A11S4014
APEDP2644017		Z19A11SM4014
APEDP2664017	RCA	Z19A11Y4014
AREDP3014019	E09310WHC244023	Z32X31D4016
CT-20G13DW4019	E09310WHF244023	Z32X31DM4016
CT-20G13W4019	TX825MB4023	Z32X84R4016



The Professional
Electronics
Technicians
Association
and the Satellite Dealers
Association

# <u>Certified Satellite/</u> <u>Antenna Technicians</u>

Four types of recognition for technicians engaged in small and large satellite dish installation, rooftop antennas and video distribution are available from ETA and SDA. Write for a free brochure (or circle your reply card).

#### THE ANTENNA BOOKS #1 & 2

These two new study guides have all the information your need to become an expert in providing customers with the best reception, interconnection and signal distribution methods. They are written by multiple authors, each with years of experience. They contain quizzes at the end of each chapter, plus an overall practice test similar to that used for the actual certification exams in these categories. Both Antenna Books can be ordered from ETA-SDA for \$44 (incl S & H)

Join the **Antenna Experts Group** and SDA for just \$25 and get a free listing in the AEG page on the ETA-SDA Web Site.

765-653-4301 - 765-653-8262 Fax 602 N Jackson Greencastle, In 46135

http://www.eta-sda.com

e-mail: eta@indy.tdsnet.com

Circle (77) on Reply Card

# Test Your Electronics Knowledge

Answers to test (from page 54)

- 1. D The dots indicate the points that have the same polarity.
  - 2. C The common base amplifier has a gain related to alpha.
  - 3. B By definition.
- 4. D Partition noise occurs when the charge carriers can go either of two ways.
  - 5. B By definition.
  - 6. D Bipolar transistors are current-operated devices.
- 7. B Thermal agitation noise occurs when charge carriers move through semiconductor materials.
- 8. B Excessive load resistance can reduce the collector voltage and lower the gain of the transistor stage.
  - 9. C The collector voltage is locked to +25V.
- 10. A Making point 'A' positive makes the collector negative in the PNP transistor circuit.

#### DSS installation and setup videotape

Electronix Corp offers "DSS Satellite Installation," a video tape that describes how to quickly and professionally install a DSS type satellite system. Says the manufacturer, whether you are setting up your own system, or want to become a professional DSS installer, this instructional video will guide you step-by-step through the entire process. The detailed instruction covers the most important issues for a proper installation: The site survey, dish assembly, dish installation, complete alignment procedures, as well as many handy tips to make the job easier.

Circle (101) on Reply Card



#### Computer monitor pattern generator

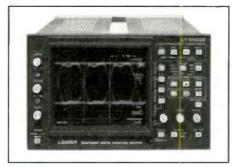
Computer & Monitor Maintenance Inc. announces the newest member of the Checker family of monitor test equipment, the "Checker Pro," an ac or battery operated computer color monitor pattern generator, designed for the sophisticated user. Sweep rates to 64kHz, various patterns, and gray scale, allow the user to check-out a wide variety of monitors.

The technician can quickly switch modes using the push buttons, add Sync on green, turn off any of the colors, and turn off either horizontal or vertical sync. The unit provides various test patterns for VGA monitors. Its color bar/8 step gray scale pattern allows color balance and tracking to be quickly evaluated.

Circle (100) on Reply Card

#### Digital/analog waveform monitor

Leader Instruments announces an improved version of the LV 5100D, the combination digital-analog waveform, vector, picture and stereo monitor. This latest version is Model LV5100DE and includes the "EYE" pattern display with both level and time cursors to facilitate



full evaluation of the digital data stream.

Other features include full EDH facilities with readout of the time of detected errors, and the status of ANC, embedded audio, TRS, EAV, SAV, APCRC, FFCRC and EDH flags. The operator may assign internal and external alarms to any or all of the status readouts. A rating of serial data quality is given in terms of equivalent length of coax from an ideal source. Also featured is a direct readout of signal data in hex form for all 1716 data points of a user-selected raster line. The line may also be selected automatically as triggered by a TRS error.

Monitor modes include waveform (overlay and parade), component vector, picture (from the Y or G signal and including the line-select strobe), and a stereo audio phase/amplitude display with an electronic scale. Extensive menu controls select YCbCr or GBR for waveform and monitor output, setup operating choices, line-select, cursors, calibration, preset/remote, dc restorer operating parameters, clock/calendar settings and more. A rear-panel jack provides an active serial feed of the selected A or B input.

Circle (103) on Reply Card

#### DMM with data port

Wavetek introduces the new 235, a DMM with an RS232C serial data output port. The meter features 11 functions in 45 ranges, and a bright display backlight. The meter's "T" design allows for an oversized display area and larger characters. The unit also features a bargraph providing analog and digital displays.

An RS232C data output port allows the meter to interface directly with laptops and PCs. Included software, including driver and application that add features including alarm trips, datalogging, graphing and output to spreadsheet. Output is optically isolated, and the meter comes complete with I/O cable.

Using simple front panel buttons, the user can quickly select from features

including Probe-Hold, Max/Min, reading hold. Relative ( $\Delta$ ) reading mode and Range locking. Display and audible annunciators warn the user when measuring potentially hazardous ranges, and fully fused current inputs add to measuring



safety. Test leads, rubber holster and spare fuses are also included.

Circle (102) on Reply Card

#### **ELECTRONICS TECHNICIANS AUSTIN, TEXAS**

Sears Customer Network is an industry-leading provider of PC, electronics, and home appliance repair information. Our new state-ofthe-art technology/call center in Round Rock is nearing completion, and we have a seat with your name on it. We offer stable year-round

employment with no slow seasons. On-going training on all the latest products is provided. We offer competitive compensation and a ben-

efits package that includes medical, dental, 401(k), stock purchase



plan, and tuition reimburgement. TI- 1- 1 = 1 56 Relocation assistance pro-

vided. If you can repair consumer home electronics including TV's, VCR's, and camcorders, fax or mail your job history to:

> Seare Customer Network 8317 Cross Park Dr., Austin, Texas 78754. Fax: 512-908-4891 E.O.E.





Classified advertising is available by the word or per column inch.

By-the word. \$1.65 per word, per insertion, pre-paid Minimum charge is \$35 per insertion. Initials and abbreviations count as full words. Indicate free category heading (For Sale, Business Opportunities, Miscellaneous, Wanted). Blind ads (replies sent to ES&T for forwarding) are \$40 additional. No agency discounts are allowed for classified advertising by the word. Contact Kirstie Wickham at 516-681-2922 to place your classified ad (by-the-word). Mastercard, VISA, American Express and Discover are accepted for FAX

Per column Inch (classified Display): \$235 per column inch, per insertion, with frequency discounts available, 1" minimum, billed at 1/4" increments after that 10" maximum per ad. Blind ads are \$40 addition. Reader Service Number \$25 additional to cover processing and handling costs. (Free to 4-inch or larger ads.) For more information regarding classified display advertising please call 516-681-2922. Optional color (determined by magazine) \$150 additional per insertion.

Send your order, materials and payments to:

Electronic Servicing & Technology, 25 Newbridge Road, Hicksville, NY 11801 Attn: Classified Department Ph: 516-681-2922 FAX: 516-681-2926

#### FOR SALE

SENCORE, TEKTRONIX, HEWLETT PACKARD (all models). We BUY, SELL, & TRADE . Please call "CHOICE ELECTRONICS" for all of your test equipment needs. Complete financing options available. Call 1-800-609-0677, 605-361-6386 ask for Lance Tople.

FURTHER PRICE REDUCTION. Diehl Mark III \$49, Diehl Mark V Horizontal circuit tester \$169. New. Conductive coating for remote control keypads \$9.99 ppd. WEEC, 2411 Nob Hill Road, Madison, WI 53713. 608-238-4629, 608-273-8585.

TV CASE HISTORIES: Booklet with 2,825+ histories. Satisfaction assured. Only \$56 (plus \$3.00 for priority mail). Mike's Repair Service, P.O. Box 217, Aberdeen Proving Ground, MD 21005. Same mailing address 34 years. Send SASE for samples. 410-272-4984,1-800-2-FIX TVS 11am-9pm. ( or at http://www.netgsi.com/~mikesrs).

Factory service data, used-Sams, books, vintage parts. AG Tannenbaum, Box 386, Ambler, PA 19002. 215- 540-8055, fax 215-540-8327, On-line catalog: www.agtannenbaum.com.

TEST EQUIPMENT BOUGHT & SOLD: OSCILLOSCOPES, ETC. 925-706-0177. FAX: 925-706-0156.

SERVICE TIPS for FREE!!! \*\*\*\*\*\*\*\* That's right it's FREE!! PROFESSIONAL BOARD LEVEL & COMPONENT LEVEL REPAIRS for TV's, VCR's, Projection TV's, CAMCORDER's, CD Players, Audio and other repairs on computer disk. ADD your own repair tips. PRINT out repair tips. BACKUP & save Your repairs. Want to share your own repair tips? If you do, we will send you FREE Updates!!! Ask about our TIP EXCHANGE policy. For IBM compatible computers with a hard drive and some Apple Macs. Get your FREE Stage 1 SERVICE TIPS PROGRAM Now!!! \*\*\*\*\* FREE CALL - CALL NOW!!! CALL 1-800-215-5081. \*\*\*\*\*

IN-CIRCUIT CAPACITOR ESR TESTER - Find bad caps FAST and RELIABLY with the new Capacitor Wizard in-circuit ESR Tester! Great for monitors, switching power supplies, TVs, etc. Only \$179.95. MC/VISA. Independence Electronics Inc., 800-833-1094, www.awiz.com.

New EURAS 1998 CD Rom 165,000 repair tips, 563 brands, 32, 645 models Win 95/98/NT compatible. Now purchase EURAS for the regular dealer price of \$149.50 (upgrade) or \$199.50 (w/hardware lock) and receive KDTV SVCTIPS for 1/2 price (\$35)! ORDER TOLL FREE 1-888-KD-STIPS.

Sencore SC61 - scope, \$800.00, CM2125 - Computer Monitor ANalyzer, \$1,500.00, CR70-CRT analyzer + restorer, \$500.00. Call: 610-380-1935.

#### FOR SALE

SERVICE TIPS \*\*\*\*30,000 technical SERVICE TIPS covering over 139 POPULAR Manufacturers Brands. SERVICE TIPS with MULTIPLE SOLUTIONS FOR EACH SYMPTOM IN 1 CONCISE EAST TO USE FORMAT has features no other technical tips program has. SERVICE TIPS THE ONLY NESDA APPROVED TECHNICAL TIPS PROGRAM available for WINDOWS at \$199.95 or DOS at \$169.95 (plus s&h). Electronic Software Developers Inc., 826 S. Main St., S. Farmingdale, NY 11735 or e-mail us at esd@bccom.com or visit our web site at www.servicetips.com TIPS ORDER SERVICE CALL 1-800-621-8477 BE SURE TO VISIT us at the NPSC SHOW Aug 12-13 booth # 307 & 309

NAP Tuner 340309. RCA Tuner TCHRIA or TCCRIA and more. Snowy picture? Will rebuild for \$25.00, Free Shipping. Tip Top TV & VCR, 18441 Sherman Way, Reseda, CA 91335, 818-345-1974.

SERVICE TIPS over 60,000 excellent ones from KD T-V, Nesda, over 600 professional servicers 380 brands (TV, VCR, Computer Monitor, Microwave, Camcorder, Audio, Misc.). Only \$69.95! Add your own tips. Alphabetizes symptom. DOD version. Runs in Win 95/98. Tip exchange. Print tips. Symptom/Info/Cure Search. VCR cross. Sams cross. Finest ORIGINAL data. FREE DEMO on website http://www.kdtviwe.com updated monthly. KD T-V 514 3rd St. Aurora, IN 47001. ORDER TOLL FREE 1-888-KD-STIPS. All c/cards. Ken Hull C.E.T.

36,000 REPAIR TECH-TIPS )) As promised, another 2,000 great repairs occurring DAILY in our service centers have been added this update. WE ARE TECHNICIANS, TEST our FULL DATABASE of 221 brands in CD FORMAT, DOS or WINDOWS for ONE WEEK in YOUR SERVICE CENTER for \$20.00. If satisfied, you may join our membership for an additional \$330.00. Our membership price has been the same for the past 8 1/2 years and will remain the same in the future. "FREE" 48 Page member magazine "THE TIP INFORMER", "FREE" Emergency techassist telephone line, "FREE" FCC-ID Cross-Reference Manual, "FREE" Service Center Forms. Semi-annual updates with 2,000 new repairs in five - 2" Paper Manuals or Computer, CD, DOS or True Windows. You may enter your own repairs, edit or tag any report or press one key and printout selected or all repairs on a particular Model or Chassis or FCC ID No. "GET TO THE BOTTOM LINE PROFITABLY" CALL TODAY and speak to a service center owner and technician ED Erickson, NESDA MEMBER and past president of the ( PROFESSIONAL ELECTRONICS ASSN. OF SOUTH FLORIDA ) .---- You and your technicians will be glad you did! - - - - Labor is your largest expense. 800-474-3588 or 954-349-2455, TV-Man Tech-Tips, Inc. 2082 Augusta, Weston, Florida 33326.

#### **BUSINESS OPPORTUNITIES**

#### **BUSINESS OPPORTUNITIES**

SERVICE CENTER FOR SALE. Golden opportunity in the sunshine state. If you would like to have a six figure income, then start out with a six figure income! Why wait ten years to build a business in an area that may never provide that income. Purchase a business that will pay for itself, and historically increases its revenue yearly, in the largest growth market in the country. South Florida has expendable incomes from all parts of the world, and is never limited by a poor economy or bad weather. Two techs provide an annual gross \$250,000.00 + Est. 16 Yrs. Best location in the country. Call for Brochure. 954-723-1977 \*\*\*\*\*\*\*\*\*(owner retiring and will finance 50%)\*\*\*\*\*\*\*\*

CENTRAL FLORIDA TV/ELECTRONICS Business/Building, Heart of the retirement area. 36 years (75K). Owner retiring. 941-385-0359.

To Advertise in Electronic Servicing & Technology's **Classified Section** Call 516-681-2922 or Fax 516-681-2926



# 

Readers' Exchange is a free service.

The following restrictions apply to Readers' Exchange:

- Only individual readers may use Readers' Exchange, and items must be restricted to those that are ordinarily associated with consumer electronics as a business or hobby. If you're in business to sell the item(s) you want to offer for sale, the appropriate place for your message is in a paid advertisement, not Readers' Exchange.
  - · Readers' Exchange items must be restricted to no more than three items each for wanted and for sale.
  - All submissions must be typed or printed clearly!

Send your Readers' Exchange submissions to: Readers' Exchange, Electronic Servicing & Technology, 25 Newbridge Road, Hicksville, NY 11801

#### FOR SALE

Sencore VA62, VC63, NT64 NTSC, \$1500.00. SC61, mint condition and still in box, \$1500.00. Contact: Darlene, 281-424-2744 after 6PM central.

Sencore SC3100. \$1800.00; VA62 with VC63 plus HP200, \$900.00. All probes, manuals and schematics. Excellent condition, in original boxes. Contact: Frank, 813-546-7060.

Sencore SC61 waveform analyzer, with all accessories and manuals, \$750.00: AC Powerite model PR57 with manual, \$200.00. Both in excellent condition. Contact: Ron. 309-452-3073, (fax) 309-454-2428

Hickok model 615 sweep marker generator, with manual and cables, good condition, \$50.00. B&K 1827 frequency counter with manuls and leads. New in box, \$25.00. All plus shipping. Contact: Kermit Shetley, 2031 Woodland Hills Drive, Cape Girardeau. MO 63701, 573-334-2055.

Sencore CB42 analyzers (2), \$500.00 each. Ramsey COM-3 communications service monitor. \$1700.00. All include probes, manuals, original boxes. Serious offers only. Contact: Jim Livermore. 1&1 Electronics. PO Box 274. Cincinnatus, NY 13040, 607-863-4368, e-mail: jjelec@odyssey.net.

Sams Photofact and service repair manuals. Some pretty old. Contact: David M. Kinchlow, 1515 Walnut Street, New Albany, IN 47150, 812-944-4097.

Sencore \$C3100, \$1800,00, VA62 with VC93 plus HP200, \$900.00, All probes, manuals and schematics. Excellent condition in original boxes. Contact: Frank, 813-546-7060.

Sencore SC61 with probes and manuals, \$800.00; SC3100 with protective cover, manuals. probes. \$1750.00. Two Heathkit VTVM's with manual, \$25.00 each. All equipment in good to excellent condition. Contact: Roger Schreur, PO Box 779, Forest Ranch, CA 95942.

Howard Sams tube substitution handbooks, Vol 2-19 Photofact - cheap. Contact: Ann Bichanich, 15 W. Lake Street, Chisholm, MN 55719.

Sencore SC3100 oscilloscope (mint), LC-53 capacitor inductor analyzer. TF46 transistor-FET checker, SCR-250 accessory tester. Protek 506 multimeter. Contact: 612-869-4963.

#### WANTED

Samsung flyback, FCC 1215AL. used in Sears 13 inch TV. No longer available from Sears, either new or good. Used one is fine. Contact: Gordon Hard Electronics, 1005 E. Grand Avenue, Tonkawa, OK 74653, 580-628-4234 after 3PM.

Emerson horizontal output transformer, part no. 4221051014 (HFT 683) for model EC12PA TV. Contact: Dudley Overton, 843-406-9942.

Sony 1040 series projector tubes part number SD-187G, B or R. Contact: D. McNggly, 562-924-2666.

Dell color monitor display GPD-16C schematic. Northern transceiver model N550. Contact: Joe Syczyle, 208-865-2216.

Sears TV model number 564.48900651, error detector board part number 409-015-3301. Will pay money. Contact: Randy Sanders, 317-859-8567, fax 317-899-6977. Leave message.

Zenith model 953508 or 953512R SYSIII, working with IC's included. Contact: George Schierer, 2125 NE 63 Court, Ft. Lauderdale, FL 33308, 954-771-0406

Panasonic volume control 5K with switch for an AM/FM portable radio. Manufacturer is Matsushita Electric Co. Ltd., Japan. Contact: Joe Quinn, 717-642-6883, e-mail: jojoq@cvn.net.

Emerson radio model 5-38, music cone and 90V B+ battery and 16 to 45V B+ batteries. Contact: Apple Electronics, 3428 E. Bankhead Highway. Lithia Springs, GA 30122, 770-948-9895.

Hitachi schematic for SR2004 stereo receiver. Sony KV-137OR VIF IC module . Motorola MRF309 RF power transistors. Contact: C. Ellis, 9419 Wallre Rd. E., Tacoma, WA 98446. 253-531-8142. e-mail: rninc@wolfenet.com.

A start-up disk and an Apple works programs disk for Apple computer model A2S4100. This is a 5 1/4 disk and it runs a word processor. Contact: Gordon. 1130 Rocky Fork Road, Smyrna, TN 37167, 615-220-0874.

#### TUBES · TUBES · TUBES

World's Largest Range

Over 2,000 Types, Domestic & Foreign



UP TO 85% OFF Ask for price list

International Components Corporation Toll Free 800-645-9154 • N.Y. State 516-293-1500 107 Maxess Road, Melville, New York 11747

Circle (68) on Reply Card



#### STORE-TRAK

**#1 Service Software** 

- · Most Affordable
- · Easiest to use

Call for info and free gift!

(800)603-9000 www.sbsdirect.com

Circle (72) on Reply Card

#### Do You Repair Electronics?

Repair Databases for TV, VCR, Monitor, UL Audio, FCC, and more.

Over 76,000 records
 Private user forums
 Live on-line chat rooms

# RepairWorld.com

Circle (65) on Reply Card



## AVIACE AVIACE

### Visit Us At:

For more information call: (800) 432-8642 Fax: (800) 552-1431

## www.vancebaldwin.com

Circle (75) on Reply Card



Get online title

**ELECTRONIC**Servicion & Vechanican

N T E R N E T TM

on Delphil

To sign up dial **1-800-365-4636** 

with your computer & modem, and enter ELECTRONIC at the signup password prompt! You can find Electronic Servicing & Technology in the Radio & Electronics Forum (GO RADIO).

Circle (118) on Reply Card

#### National Computer Association

The National Computer Association is the Professionals' Choice for securing a future in the computer industry. We make the computer industry a better place for our members to work by uniting together and working to reverse the trend of high overhead and low profits.

Please See Our Ad on Page 46 or Visit Our Website at

1-800-615-6224

# MADVERTISERS' INDEX\_\_\_

	Page	Reader Service	Advertiser
Company	Number	Number	Hotline
American Hakko Products, Inc	5	61	.805/294-0090
AnaTek Corporation	8	60	.800/999-0304
Andrews Electronics	41	62	.800/289-0300
B & D Enterprises	40	63	.888/815-0508
Citironix/Panson	45	59	.800/846-2484
Delphi Internet	64	118	.800/365-4636
Electro Dynamics, Inc	25	113	.800/426-6423
Electronic Design Specialists	15	64	.561/487-6103
Electronics Technicians Assoc	60	77	.765/653-4301
Electronix Corporation	64	65	.937/878-1828
Heathkit	53	66	.800/253-0570
Herman Electronics	26	67	.800/938-4376
International Components Corp	64	68	.800/645-9154
Iscet	8	76	.817/921-9101
MAT Electronics	44	69	800/628-1118
MCM Electronics	39	70	.800/543-4330
NCA/National Computer Assn	46,64	79	800/615-6224
Newnes	46	71	.800/366-2665
Panasonic	21		.800/545-2672
Philips Service Solutions Group			.800/851-8885
Philips Software Development		117	423/475-0393
SBS Direct			800/603-9000
Sams & Company, Howard	43	110	800/428-7267
Sears Home Services			800/676-8321
Sony World Repair Parts Center			
Thomson Consumer Electronics	IBC		800/336-1900
Vance Baldwin	64	75	800/432-8642

We'd like to see your company listed here too. Call Evelyn Garrison at 425-557-9611 or Fax her at 425-557-9612 to work out an advertising program tailored to suit your needs.

# What's Your Best Servicing Value?

The magazine that makes money for you

ELECTRONIC

Servicing & Technology





Each month, **ES&T** brings you how-to service articles on TVs...VCRs... Computers... CD players... Microwaveovens... Audio products and more. It's the information you need to do your job everyday.

Regular columns and special features from experts will make you more efficient – and more profitable – in no time. Plus, our monthly PROFAX, a FREE 8-page pull-out of popular TV, VCR and computer schematics, makes *ES&T* an even greater value.

1-year, (12 issues) \$26.95 1-year Canada/Mexico \$36.95 1-year Foreign Air Post, \$44.95 2-years, (24 issues) \$49.95 2-years, Canada/Mexico \$69.95 2-years Foreign Air Post, \$85.95

Electronic Servicing & Technology

25 Newbridge Road, Hicksville, NY 11801 • Phone: 516-681-2922 • FAX: 516-681-2926





# Get the speed you need



Firepower at your Fingertips. While servicing may not speed with heart-pounding intensity, good servicers know that fast turnaround means higher profit potential. FORCE gives you fast turnaround. FORCE helps you keep all service manuals up to date, puts part numbers at your fingertips, gives you fast access to new literature, provides the latest fixes, and lets you add your own fixes. Increase your speed and efficiency, order FORCE today!

FORCE is a Computer Help for Electronic Troubleshooting application. Philips is licensed to use and create CHET Technology service data. www.forceonline.com for more information (with no obligation), call (423) 475-0393, fax (423) 475-0178. or e-mail us at force.support@knox.pcec.philips.com



**PHILIPS** 

Let's make things better.