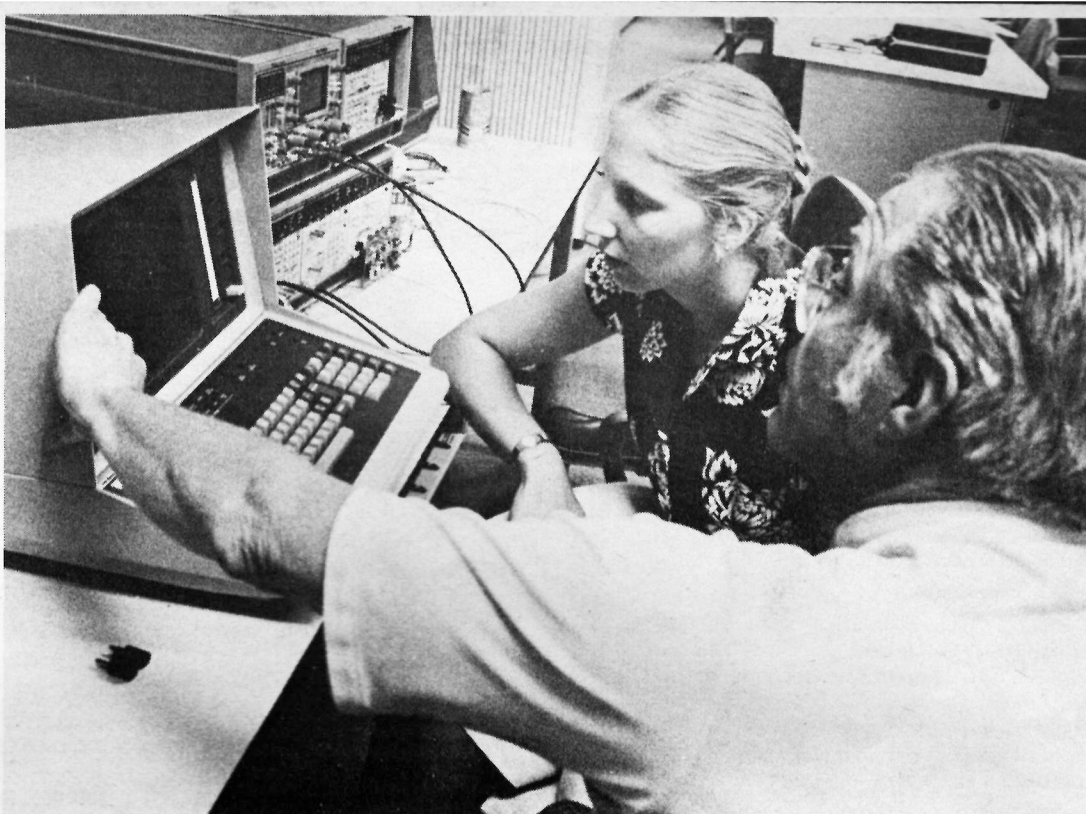




**SALES ENGINEERS AND SERVICE TECHNICIANS** from all over North America have been coming to the Merlo Road (54) training facility since early June to learn about the TM 5000, Tek's newest product series. Above, Gerard Desmond (Sales Engineer, Boston) works out a problem. At right, instructor Paul Thompson (GPI Marketing) shows Sue Miner (Sales Engineer, Boston) what the system can do.



## 'Firsts' noted as Tek introduces TM 5000 series

"Enthusiastic" is one word to describe the way trade press editors, customers and Tek's sales force feel about the Tektronix TM 5000 series. "Excited" is another.

The TM 5000 system was introduced last week, amid glowing reports from national and international publications that this is the product that will make a Tek leader in computer-controlled test instruments.

It's a first for Tek in several respects:

1. It's Tek's first broad general purpose Test & Measurement product line to be operated by computer. Up to this time these instruments were operated manually, as typified by the Tek TM 500 series. These two systems (TM 500 and 5000), incidentally, are fully compatible and can be used together.

2. It marks the first time two Tek business units have cooperated on a product. The Information Display Division's Graphic Computing Systems Products business unit provided the 4041 controller, while the General Purpose Instruments business unit, Instruments Division, is responsible for the instrument plug-ins.

3. And, for the first time, Tek T&M sales engineers can sell an entire system.

The TM 5000 series is a modular, integrated, compact line of fully programmable General Purpose Interface Bus (GPIB) instruments, along with switching and control devices and the 4041 controller.

Daily operating tasks are simplified, as are system integration and software development. These operations can be completed more rapidly than before, due to new features such as standard codes and formats, a high-level command structure that is essentially "engineering English," and advanced diagnostics.

From a marketing standpoint, the TM 5000 series offers a number of advantages to the customer:

1. It's small in size, taking about a third of the space that competing products would occupy. The entire system will fit easily into a van, an aircraft, a submarine, or other vehicle with limited space.

2. Since the instruments plug in, it will give quick configuration.

3. In software, Tek has devised standard codes and formats ("engineering English") making the program listing easy to read and easy to remember. As a result, a reasonably knowledgeable electronics technician can program the system with ease.

"In a nut shell," said Bob Metzler (TM 5000 Marketing manager), "the customer gets productivity and

quality, all in the same spot. The operator, who may be a less trained person, can save three to ten times the amount of time in testing."

Tek sales personnel from throughout the U.S. and Canada are learning all about the system in a series of Beaverton classes which have been under way since early June. Next week Steve Peterson will begin an 8-week training session in Europe, and Bob Metzler will go to Australia and Japan to train Sales Engineers there.

## TM 5000 Series: What does it consist of?

- **FG 5010 20 MHz Function Generator**—for stimulus via sine, square, pulse, and ramp waveforms plus amplitude or frequency modulation.

- **DC 5010 350 MHz Universal Counter**—universal counter/time with high-resolution capability, 3.125 nanosecond single-shot 1-picosecond averaging, and auto triggering for easy adaptation to different signals.

- **DC 5009 135 MHz Universal Counter**—features 10 nanosecond single-shot and 5 picosecond averaging resolution.

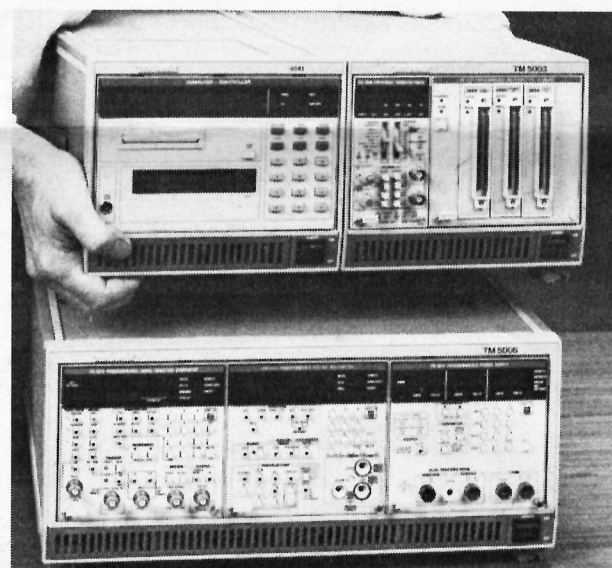
- **DC 5010 Digital Multimeter**—with extensive math capability for local processing.

- **PS 5010 Triple Power Supply**—to furnish commonly used positive, negative and logic supply voltages.

- **SI 5010 R.F. Scanner**—a high frequency switching device.

- **MI 5010 Multifunction Interface and MX 5010 Extender**—multifunction switching/control units for DUT interface switching, control of lights, relays, input from switches, etc.

- **50M30 Digital I/O Card, 50M40 Programmable Relay Scanner Card, and 50M70 Programmable Develop-**



**ment Card**—plug-in cards for the MI's; includes simplification of custom-function development.

- **TM 5006 and TM 5003 Power Modules**—two mainframes for new TM 5000 plug-in modules; also accept manual TM 500 plug-ins.

- **4041 Controller**—a powerful, 16-bit, 68000 microprocessor-based computer/controller, optimized for test and measurement instrumentation control.



**ULRICH KREIDLER** (Field Service Specialist, Raleigh, N.C.), foreground, and **Kevin Meehan** (Sales Engineer, Long Island) explore capabilities of the TM 5000 series.



**WISCONSIN LICENSE "GPIB"** on Lynn Bienert's car is Lynn's way of showing his enthusiasm for Tek's IEEE-488 (GPIB) computer-controlled test instruments. Computer-controlled testing has made rapid growth in the past few years, especially in production testing areas in manufacturing. Lynn is a Sales Engineer in the Chicago district, working out of Milwaukee.