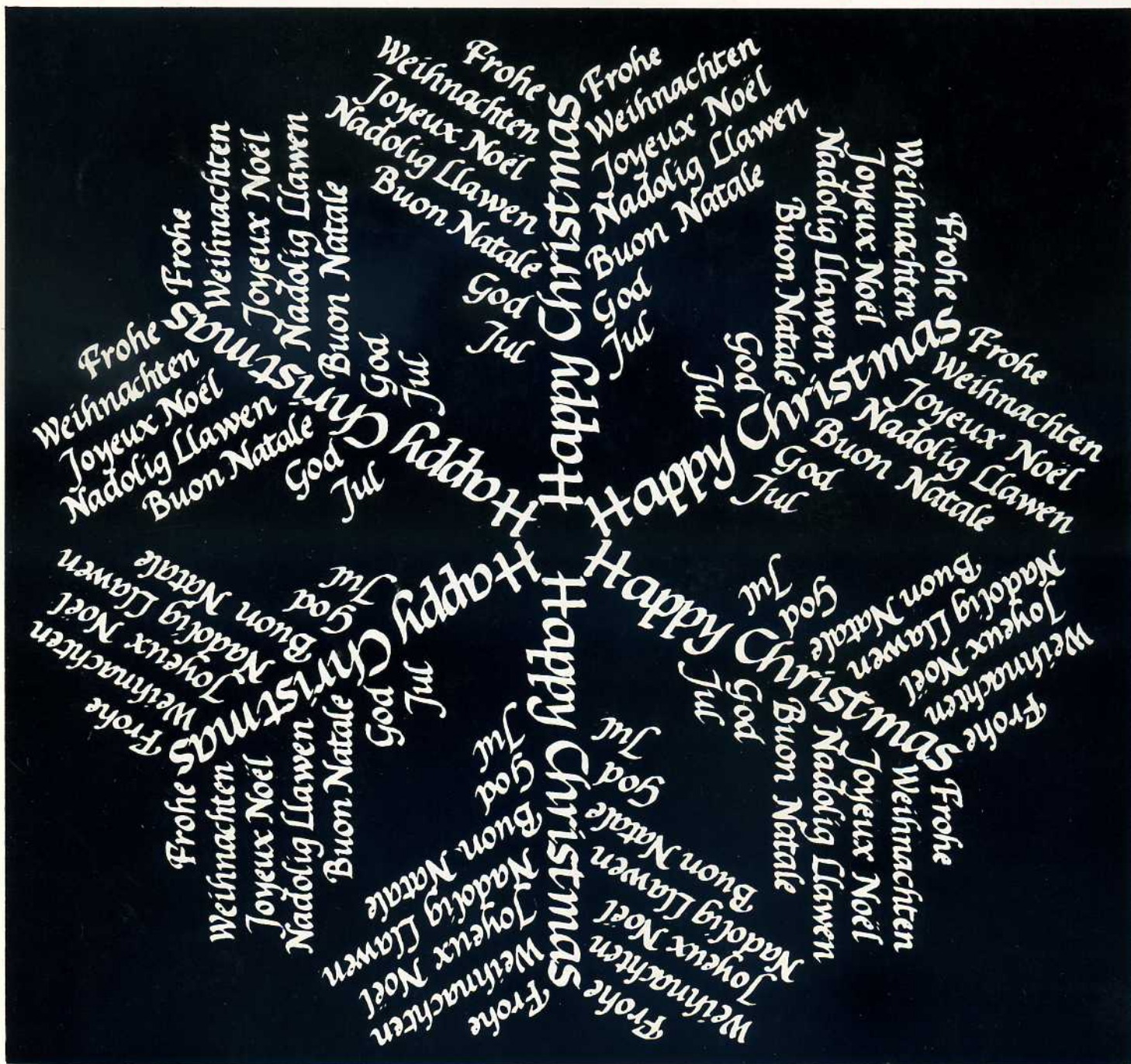


TEK TIMES

Number Thirty One

December 1981

Christmas Edition



Snowflake pattern by Ron Tradgett



Cover Girl Miranda Shailes

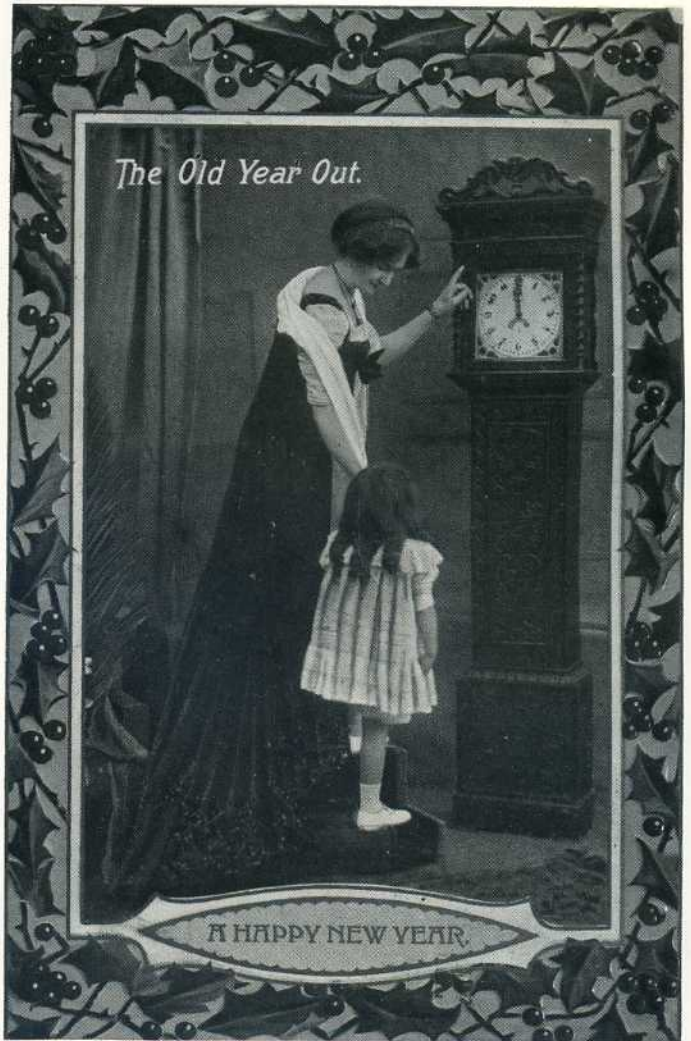
Test and Measurement secretary, Maidenhead. Miranda has been with Tektronix 2½ years, likes making pottery, watercolour painting, playing the guitar and collecting postcards and gollies.

Area Representative Conference

The next Area Representative conference will take place on January 28th at 10.30 a.m. in Maidenhead. Management representatives will be John Thompson, Andrew Hartwell and Keith Patterson.

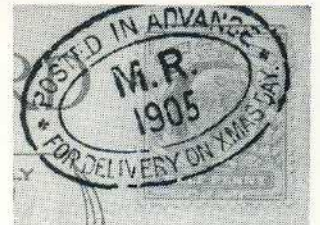


Christmas Post



Christmas Greeting Cards were very popular in Victorian Times, when the traditional style shown in our samples from the 19th Century evolved.

Another reason for their widespread use was the fact that the postage rate for cards was the cheapest! A useful service provided by the Post Office in those times (but sadly not available today) was "Post in Advance for Delivery on Xmas Day".



John Seaman

CQ, CQ, CQ.... (Part 2)

In the last article I described some of the pre-fix letters that are normally used with British callsigns. You may recall that 'GI' stations are situated in Northern Ireland, 'GM' stations in Scotland etc.

In this article I will describe the use of a 'GB' prefix, which is a special event callsign and which in all cases is appointed to the station itself rather than to the operator. Special event stations are highly desirable as a contact by the Amateur as they are invariably active for short periods only perhaps only one or two days at the most.

The special station must be registered with the Home Office prior to going on the air, of course, and a list of operators' own callsigns must be given. Any of the operators whose callsign appears on this list may operate the station, but any other ama-

teurs must use their own callsign suffixed /A or /P (see last issue of Tek Times) as is applicable.

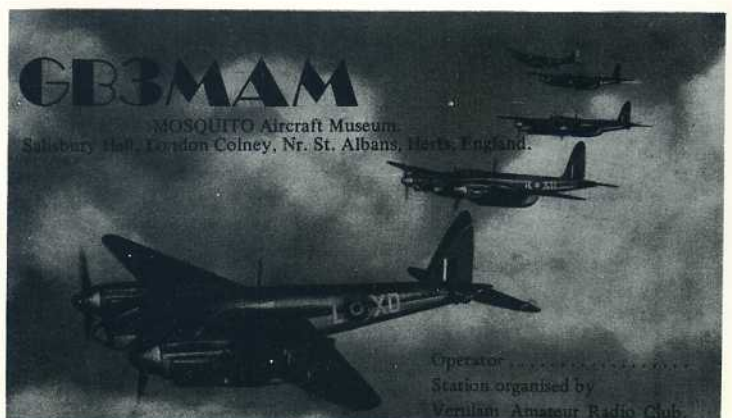
The prefix letters and figures for such a station are invariably 'GB2' or 'GB3', but it must be noted that the letters of 'M', 'I', 'W', etc. for the various British regions are dropped, since it is not international practice to have more than two letters prior to the numbers. Suffixes of /A or /P are also dropped.

Since the groups of two or three letters after the number may be taken at random, unlike the allocation of a normal callsign which is taken in strict alphabetical order, the operator may select the letters of his own choice providing that they are not already in use in that form. Thus for the special station set up in Redbourn for the Annual Fair in 1966, the callsign of 'GB3RED' was selected.

Other special callsigns of 'BSW' for 'Bristol South West' and 'SLS' for 'Seventh Luton Scouts' may be seen in the accompanying photographs. If a special station was set up for our own company event, the most likely callsign would be 'GB3TEK' providing that would not be construed as advertising by the Home Office!

To receive QSL cards you do not necessarily have to hold a transmitting licence. Listeners reports can be very valuable to the Radio Amateur and in the next issue I will outline what makes a useful and informative report of this type.

Peter Hildebrand G3VJO.





Presentation of 1st Year Certificates at Hoddesdon



Andy Savvides, Mark Rider and Paul Rowson, Technician Apprentices now in their 2nd year were presented with Certificates by Guan Tan, (left in picture) General Manager of Manufacturing.

The Certificates, recording their 1st

year's training to The Engineering Industrial Training Board requirements were signed by Hugh Scanlon on behalf of the Board.

Guan in his talk explained to them that the going would be hard but they were young and the opportunities

were tremendous. Technicians were important to the future of this country and indeed to Tektronix, we were investing in them for the years ahead. The programme set up for them, both in house and at College would give them every help and they should take

advantage of this to get as much out of the training programme as possible.

F. Craddock

Photograph by Paul Johns.

LATEST TEK PRODUCTS

Additions to the Tek IDD Line were announced recently. After the introduction of the 4112 and 4114 intelligent graphics terminals earlier this

year, we are now offering a colour graphics model in the same series, the 4113. It has a raster-scan, that is, it produces its pictures like a TV

receiver and the user can display any 8 or 16 colours from a total of 4096 different hues. Like the earlier 4112 and 4114, the 4113 is a high speed device with very high resolution and is intended for users in the Computer aided Design and Mapping fields.

Another IDD product is the 4909 File Management System. This is a mass data storage device to enable users of our 4050 series desktop computers to have a common data store. Up to ten 4050 series units can share the facilities of the 4909, allowing all users to have access to commonly used programs or data files. In its standard form the 4909 has a storage capacity of 96 megabytes, but if that's not enough for you, we can supply auxiliary cabinets to extend it to 768 megabytes.

To be shown this month at the Automatic Test Equipment Exhibition in Brighton is the new S-3220 Automated Test System. This is a highly sophisticated testing assembly used by manufacturers of integrated circuits (or chips as most of us know them). Present day "chips" are so complex that testing the finished product can be expensive and time consuming unless the process is automa-

ted. Tek's S-3000 series of systems can carry out tests at very high speeds and, of course, can be programmed to do the job automatically. Prices start at around £200,000 to £300,000, but you could try an offer if you really want one!



The S-3220 Automated Test System



Colour Terminal, 4113, now added to the IDD Range of Products



Tour-de-Tek

The final figures for the sums raised for charities in the recent Circuit of Tektronix sponsored Cycle Ride show that the grand total was £1000, made up as follows -

Contributed by sponsors at Hoddesdon, Harpenden and Southgate - £514.64

Contributed by sponsors at Maidenhead - £251.00

Donation from Tektronix UK Ltd - £234.36

The charity selected by the Hoddesdon/Harpenden/Southgate group was the Hertfordshire Association for the Disabled who received a cheque for £672.14. The Windsor and Maidenhead District Sports Association for the Disabled received a cheque for £327.86 from Tek Maidenhead.



A flashback to last year's Tour-de-Tek cycle ride, a picture we couldn't find space for at the time. Group at Hoddesdon after the event.

L. to R. Peter Bavage, Ken Burton, Marlene Bone, Sharon Barnes, Paul Gatens, Wendy Gray, Mark Dickinson, Ken Livermore, Dave Miller, "Blod", Karen Shepherd, Cliff Brazil.

Tell Him Now

If with pleasure you are viewing,
Something good a person is doing;
Tell him now!
Don't withhold your admiration,
'Til the preacher makes oration;
And he lies with snowy lilies on his brow.

For no matter how you shout it,
He won't really care about it;
Won't know how many tear drops
you have shed.

If there's any praise due him
Now's the time to shoot it to him;
He can't read his tombstone when
he's dead.

Performance Evaluation Tables

We learn from a quite unreliable source that the following parameters will be applied during "performance reviews" at some future date -

	<i>Far Exceeds Job Requirements</i>	<i>Exceeds Job Requirements</i>	<i>Meets Job Requirements</i>	<i>Needs Some Improvement</i>	<i>Does not Meet Minimum Requirements</i>
Physical Characteristics	Leaps tall buildings with a single bound.	Must take running start to leap over tall buildings.	Can leap over short buildings only.	Crashes into buildings when attempting to jump over them.	Cannot recognize buildings at all.
Timeliness	Is faster than a speeding bullet.	Is as fast as a speeding bullet.	Not quite as fast as a speeding bullet.	Would you believe a slow bullet?	Wounds self with bullet when attempting to shoot.
Endurance	Is stronger than a locomotive.	Is stronger than a bull elephant.	Is stronger than a bull.	Shoots the bull.	Smells like a bull.
Adaptability	Walks on water consistently.	Walks on water in emergencies.	Washes with water.	Drinks water	Passes water in emergencies.
Communication	Talks with God.	Talks with the angels.	Talks to himself.	Argues with himself.	Loses arguments with himself.
Initiative	Can balance National Budget in one hour	Can balance National Budget in three weeks	Can balance departmental budget in three months	Has problems balancing household budget	Frequently loses balance after lunch
Intellect	Does elliptical integrals by inspection.	Can prove the fundamental theorem.	Has heard of the fundamental theorem.	Advocates tables for integration.	Advocates bussing for integration.
Logic	Understands Gödel.	Has read Gödel.	Can pronounce Gödel.	Wears a girdle.	Can't recognize a girdle.

- Adapted from CCMA bulletin by many persons & Terry Bradbury

Selling is....

Rising at dawn and retiring at dusk.
Four calls a day.
Listening and talking at the right time.
Wearing a good suit, tie and shoes (shirt and socks are also desirable).
Spending Company money wisely.
Attending to utilities with timely precision.
Attaining all set objectives.
Visiting the office one day per week.
Treating one's secretary with utmost charm and respect.
Following up every single lead, however slim.
Telephoning the office for messages, every day.
Never losing demo equipment.
Remembering the customer is always right.



Second Anniversary for Maidenhead

Tek UK's Distribution organisation held its second anniversary meeting on Friday October 23rd. The scene was set with tables laden with anniversary cakes and other suitable forms of refreshment.

There was also a display of press cuttings on posters, depicting four years of activity. Year One, portrayed in cartoon form, showed the choosing of a suitable location and site. Year Two, the first year of occupation of the Maidenhead offices, was illustrated by headline press cuttings from local newspapers which highlighted many of the problems of moving a major Division to a new location. "You name it - it happened to us" seemed to be the main theme of this period! Year Three, the second anniversary year, was again reflected in press cuttings showing the more positive and progressive view "Nothing

succeeds like success". A look forward to Year Four anticipated the changes due to high technology coupled with substantial growth.

A review of the past year's activity took place, showing how major objectives had been achieved and new accomplishments made.

Each lady at the anniversary ceremony received an orchid. For each of the men there was a Parker pen.

Judging took place in the "Best Poster Campaign", and prizes were duly presented. Although the theme of this competition was lighthearted, there was an undercurrent of thought about meeting objectives and attaining new higher finishing levels.

The success of this event appears to indicate a Third Anniversary celebration next year.

Bryan Staples



Tek offices in Maidenhead - before we moved in.



Tek Maidenhead personnel gather for the Anniversary Celebration. (Bryan Staples in dark suit, foreground.)



SAFETY 8-1-1

or how I learned to stop worrying and love the car.

Take Care Turning Right

The simplest manoeuvres need concentrated thought and action. Turning right in modern traffic conditions is one of the most dangerous manoeuvres a driver is called upon to perform.

When turning right, remember to allow an extra margin of safety for misjudgment either on your part or on the part of another road user.

These are the golden rules to follow:
Assess the junction.

Mirror Well before you turn right, look in the mirror and take full account of the position and movement of following traffic.

Signal with the right-turn indicator your intention to turn, when satisfied it is safe to do so.

Manoeuvre For making the right turn at the junction the procedure is

broken down into the three steps:

Position Generally speaking the earlier you take up position towards the centre of the road, the easier and safer it is to do so.

Speed Use brakes and if necessary gears to adjust your speed so that you can safely negotiate the junction or stop if necessary.

Look right, left, and right again when you reach a point from which you can see - and stop if necessary.

At most intersections draw well forward into the junction so that you can pass behind vehicles coming from the opposite direction and turning right.

When turning at a road junction always give way to pedestrians who are crossing.

Glossary of English/German Motoring Terms

Indicators	Die Blinkenleiten Tickentocken
Bonnet	Pullnob und Knucklechopper
Exhaust	Spitzenpoppenbangentuben
Speedometer	Der Egobooster und Linenshooter
Clutch	Die Kuplink mit schlippen und schaken
Learner	Die Twitten mit Elplatz
Parking Meter	Der Tennerpinscher und Klockenwerr
Windscreen Wiper	Der Flippenflappenmuckenschpredder
Foot Brake	Der Edbangeronvindschreen Stoppenquick
Gear Lever	Biggensticken fur Kangaroochoppen
Breathalyser	Die Puffitintem fur Drinkentest
Rear View Mirror	Der Yokhunter Tecklosen
Seat Belt	Der Klunckenkilikker Frauleintrapper
Headlights	Das Dippendontdazzeluburk
Exhaust Fumes	Der Koffenundschpittpoluter
Rear Seat	Der Schpringentester
Backfire	Der Lowdenbangennickkenjumpen
Garage	Der Heiway Robberung
Cyclist	Der Pedallpushink Pillokken
Skid	Der Banannan Waltzen
Double Whitelines	Overtakan und Krunchen



SELL TO SURVIVE

When demand exceeds supply it would take a near genius to decide whether a particular product has been bought or sold. A recession reverses this situation quite neatly; supply exceeds the demand and very few products are bought. If companies are to survive a recession it must be recognised that selling is the key to that survival. Incidentally, anyone unsure of the difference between buying and/or selling is not engaged in either.

If it were possible to view our current recession from some neutral vantage point it could, arguably, be viewed as nature's way of disposing of those companies trading on a shoe string and are simply unstable when the environment demands nothing less than the most professional of approaches for success. This is a very simplistic view since experience tells us that this is not true. Large labour-intensive concerns heavily dependant on government finance do not have untarnished track records and some defy all sound business understanding. Clearly, their continued presence results from other reasons well beyond comment here.

If there is a common denominator for disaster (particularly in a recession) it is certainly cash starvation. Disregarding the giant cash losers, what happens when cash is short? Sales reduce as a result of cash shortages and cash shortages result in reduced sales - a very neat closed loop, almost the opposite of inflation.

Product demand falls whether for cornflakes or computers, and market size reduces as people draw in their 'horns'. For companies to survive they either accept a reduced market share and prune their operation accordingly or they become better than their competition and gain market share. In practice a compromise of the two results and those who do fail do so very convincingly. The art of survival, then, is to be "smarter" than the competition and, incidentally, those who think they have none should think again. Since the competition should be following the same train of thought it is not going to be a simple task (but no one said it would!) One minor consolation, however, is that very few contests have more than one winner, in sales at least, and so all that needs to be done is to ensure you are the winner! and it takes more than luck.

Being smarter than the competition does not begin and end with the salesman but the whole marketing/sales and service organisation. It begins when the initial sales enquiry is made and there is no room for sloppy tactics. All customer inputs must be serviced with the utmost speed and precision. This means a fast response from the switchboard operator and some one keen and ready to pick up the dialled extension. When a customer is on the telephone he or she takes absolute priority over any other office activity. Here is one prime source of life's blood and any company employee ignoring it should be respectfully reminded of its importance to survival.

The telephone is, in most cases, not the ideal medium with which to conduct business and so from the calling customer one must learn to extract salient information in a polite and efficient manner to permit the salesman to "follow up" the call effectively. There are many many ways of obtaining this information and here is not the place to discuss them but suffice to say that to do it properly requires training, otherwise true business potential can be damaged or even lost forever.

Armed with the coveted information, the salesman is able to launch into the initial follow-up routes. This may be by telephone or direct call, but whichever, first impressions count for a great deal (despite the ancient proverb) The salesman, however presented, should have one objective in mind and that is to secure the potential business.

Sales can be divided into simple and complex, normally by the amount of money involved and how it relates to the customer's budget. However, the sales cycle remains much the same in either case and strict adherence to a well documented procedure always pays dividends. Initially it is vital to establish the exact customer requirements and careful questioning is often necessary to achieve this. This early stage is most important since at some time later the customer may change track and if left unprepared the salesman could find the sale drifting away. The classic example, if not a little simplistic, is:

Salesman: "you didn't tell me you were interested in that degree of performance"

Customer: "no, that's true, but you didn't ask me either"

When qualification is complete and the customer has agreed to his requirements the salesman can assess his own position to respond either immediately in the simple case, or at some later time if further thought is necessary. The eventual reply, regardless of timing, must be succinct with all options and eventualities covered. It is often a clever compromise between price, performance and delivery and not always in that order.

Since competition is never exactly the same it is essential to assess your own position by prior knowledge, observation and cross questioning of the customer. If the customer is looking at other suppliers, (and they nearly always are!) ask for details, as many as he or she will give. Check for the major factors governing the sale. What proportion has the customer allocated to price and performance etc. and any other factor of interest. For instance good on-site service may be an overwhelming requirement. Also be prepared to watch the emphasis change as the sale progresses. Few can afford performance at any price or wait an eternity for the best value.

A factor so often overlooked in the sales cycle is with whom the final decision rests. There is little point in committing company resources on someone without the necessary influence

Sports & Social Clubs

Hoddesdon Social Club Disco Bar-B-Q

As with last year's sponsored bike ride the Hoddesdon Social Club held a Disco Bar-b-q. This was once again a great success with an attendance of approximately 200 people. Participants of the ride each received a complimentary ticket, (which each and every one of them well and truly earned!).

Thanks are due to Alma and Nikki, who once again provided us with excellent food, Ken Burton for doing security, and to all those who gave us their support.

See you all at the Christmas Disco!

Sharon Barnes

Social Stirrings at Southgate

It was a bit like "Topsy", I suppose. For ages, a table-tennis table had stood on edge at one end of the canteen floor and looked as if it might have taken root. Then, one day, it occurred to some unknown person that, since we now use only about half the total floor area in the canteen, could we not set the table up in the free space and play table-tennis? This is, if the legs could take the weight! They did, to everybody's great surprise. Then, as if from nowhere, net, bats, and balls appeared.

The next thing was the appearance of a knock-out table, it seemed as if the entire first round consisted of "byes", but one by one, folk started adding their names, and some matches were actually played.

In spite of all the pleas that "I haven't played for twenty (or ten, or thirty) years" there was a surprisingly high standard of play, and it soon became clear which members of the staff had had a mis-spent youth!

At the time of writing - the early part

of October, the original knock-out competition was won by Pat Plimmer, and three "ladder" competitions have started - for ladies, gentlemen, and mixed players. (On a personal note, I returned from holiday to find the ladder started. Having been told I could add my name at the bottom of the ladder, and then challenge either of the two names above me, my reasoned reaction was that I would probably stay at the bottom anyhow!)

In addition, there has been a successful encounter with players from Maidenhead, and a re-match is in the offing. A darts board has appeared in the past few days, and all the signs are that the sporting and social aspects of life at Southgate are undergoing a re-birth.

Any of you sporting types around the different Tek sites who want to challenge the "home ranch" should contact our Fixture Secretary, Brian Peirson, Ext. 274.

Ron Tradgett

or authority. The idea is to aim as high as possible in the company since it is not only easy to come down but doing so on the directive of a senior person is sure to guarantee attention.

Whether the sale takes an hour, week, month, year or more it's vital to keep in close contact with all those involved, more so, obviously, on the long sales cycles. Here some feeling for delicacy is required; stay too close and you run the risk of becoming an annoyance. Stay too far away and contact may be lost for good. Unattended sales negotiations tend to drift away and never toward. The optimum is unique to each sale and the only real key is experience.

Eventually, of course, one hopes to win the sale but it's a fact of life that this will not always be so. When an order is found to be lost the real reasons why should always be sought, at all costs, least of all personal pride.

Only by establishing these reasons can one hope to analyse objectively. Some questions to ask are:

1. Could resources have been deployed more effectively?
2. Would that extra discount have really mattered?
3. Was delivery really that sensitive?
4. Did previous service defaults make such an impact?

and so on.

By analysing these and many other possible reasons for a lost sale early on, it is possible that negotiations can be reopened and if not, mistakes, if any, can be avoided next time.

If the recession does nothing else it will, at least, make some of us more aware of our short comings and hopefully leave us a lot wiser.

R.G.



Around Tek Offices



Our photograph shows the impressive headquarters of Tektronix GmbH, the company's recently established subsidiary, at Sedanstrasse 13-17, Cologne, West Germany. The company has branch offices in Hamburg, Berlin, Karlsruhe, Nuremberg and Munich.

Advertising-Teutonic Style

TEK 4050 GRAFIK-TISCHRECHNER

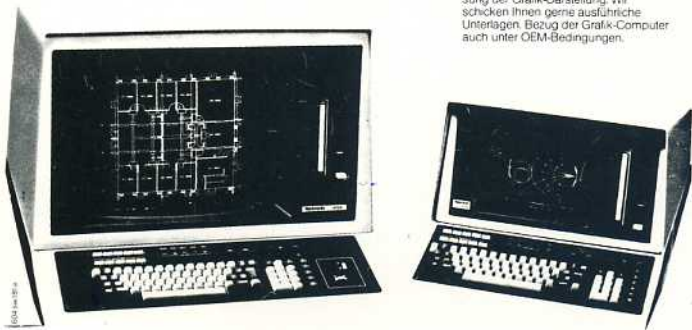
INTERAKTIVE GRAFISCHE ARBEITSPLATZ

Interaktiver Arbeitsplatz für hochauflösende Grafik.

13 Millionen adressierbare Bildpunkte garantieren eine zur Zeit nicht zu überbietende Detailauflösung für komplexe Grafiken. TEKTRONIX-Tischrechner-systeme der Serie 4050 können dank ihrer extrem hohen Rechengeschwindigkeit und der flexiblen Speicherkapazität für alle technisch-wissenschaftlichen Anwendungen mit hochauflösender Grafik eingesetzt werden. Sie arbeiten als „Stand-alone“ Grafik-Systeme oder als intelligente Grafik-Terminals.

Die interaktive Grafik steigert die Einsatzfähigkeit der Systeme und bietet die notwendigen Voraussetzungen bei Schaltungsentwürfen, Planungsarbeiten, Konstruktionsaufgaben, usw. Die Grafik-Computer der Serie 4050 und deren Peripherie sind untereinander aufwärtskompatibel in Hard- und Software. Der Anwender kann direkt auf Standard-Softwarepakete zurückgreifen, die die grafische Daten-Interpretation berücksichtigen.

Das Angebot umfasst Softwareprogramme für Mathematik, Statistik, Unternehmensplanung und -analyse, Elektrotechnik, Statik, Zeichnungserstellung, RIA-Auswertung u. a. m. Matrix-Drucker, Floppy-Disk, Kassettensstationen, Joystick, Hard-Copy, Plotter und Grafik-Tablets gehören zum umfangreichen Peripherie-Programm. Informieren Sie sich über die vielen Einsatzmöglichkeiten und überzeugen Sie sich von der extrem hohen Auflösung der Grafik-Darstellung. Wir schicken Ihnen gerne ausführliche Unterlagen. Bestenfalls Grafik-Computer auch unter OEM-Bedingungen.



Tektronix new corporate advertising image is exemplified in this advert used by Tektronix in Germany. In recent months a common layout format

has been introduced in the U.S. and Europe. This will enable the immediate recognition of Tektronix advertising, whatever the language.

Tektronix
COMMITTED TO EXCELLENCE

Tektronix GmbH
Sedanstraße 13-17, 5000 Köln 1
Tel. (0221) 77 22-0, Tx. 8885 417

QUOTES

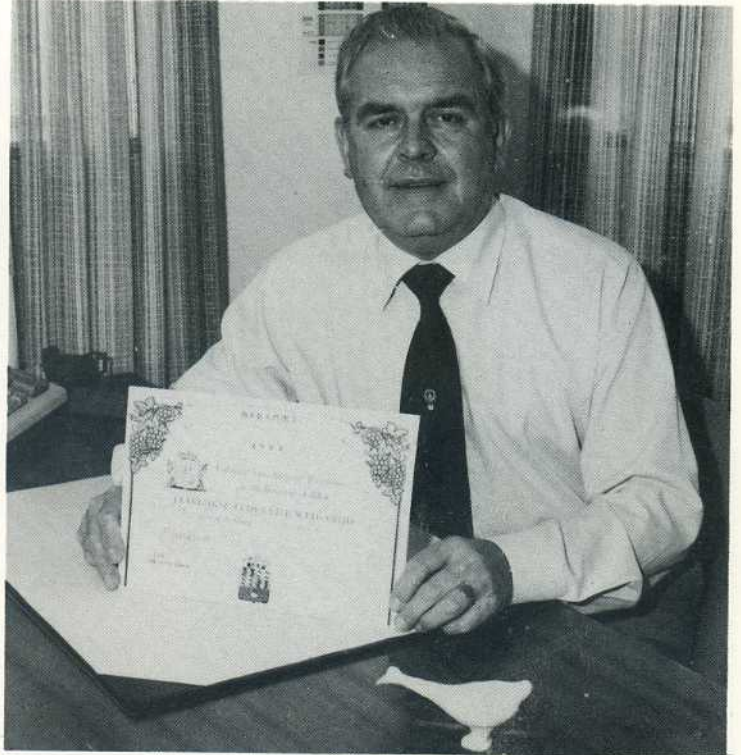
Tek has the best bad times of any company I know.

(Director of Tektronix, after a board meeting)

Do not do unto others as you would they should do unto you - their tastes may be different.

(Anon.)

Lager Saga



Dave is pictured at his desk with the First Prize Diploma awarded for his lager, and the hand carved model of a goose which was presented to him by the Burgemeester of Goes.

Others may claim to brew "possibly the best lager in the world", or to be able to "refresh the parts other beers cannot reach", but Dave Higgins' special lager has proved itself a cut above the rest.

For Dave, Security and Safety Coordinator at Hoddesdon, won first prize recently, when his year-old brew came top of its class at the international brewing and winemaking competition for amateurs in Holland. As chairman of the Hoddesdon Brewers and Winemakers Guild, Dave led a party of local enthusiasts, including author and TV personality C.J. Berry, to Goes (pronounced Hoose) for the Belgian/Dutch Federation Show.

They were among the 168 British competitors from all over the United Kingdom who nursed their beloved products through an eight-hour North Sea crossing to compete with Europe's finest amateur brewing and winemaking talent.

And proof that the tough British brews can travel well in addition to tasting good, lies in the fact that the British contingency carried off 17 of the top 20 awards.

International competition is always nerve-racking, but for Dave the trials began before he even arrived at the De Prins van Oranje building, where the judging was to be filmed for Dutch television.

He was challenged by a Dutch Customs Officer at Vlisseghn and asked to declare the contents of the package he was carrying through the "Green Light" area. Luckily the show had been well publicised, so Dave was allowed to proceed with his precious liquid load intact.

He and his wife Barbara, Tek cashier

at Southgate, stayed with members of the Hoddesdon club's twin guild of Zeuwss during the weekend of the competition. They arrived in Goes on the day of the show to find that the ancient Dutch town had been well prepared for the festivities. A steam railway rally and balloon races thrilled the children and to add fuel to the carnival atmosphere free wine was dispensed to visitors and locals from a horse-drawn float, decorated with the fruits of winemaking and brewing.

Dave's first prize, as well as a fifth in the same class, were awarded by no less a person than the Head Brewer of the famous Carlsberg Brewery in Copenhagen, Mr. F. Stern. His signature appears on the two diplomas which are now treasured mementoes of the trip.

The judging over, Dave faced the additional ordeal of making a speech on behalf of the British representatives, but thanks to the warm and hospitable treatment enjoyed by all, his words of thanks came easily. The town's Burgemeester, Meneer F.G.A. Huber, in return, presented Dave with a carved model of a goose (the town's emblem) on an oak base.

Later the competitors sampled typical Zeeland specialties - fresh mussels, cheeses and breads - and the 1100 competition entries ensured that there was plenty of liquid refreshment for all concerned.

Winners and losers alike danced until the early hours despite the 10 a.m. return journey planned for that morning. Fortunately only empty bottles were on board the Olau line's "Hollandia" to withstand the Force 9 gale which brought the British party back to Sheerness and England.

Linda Hughes

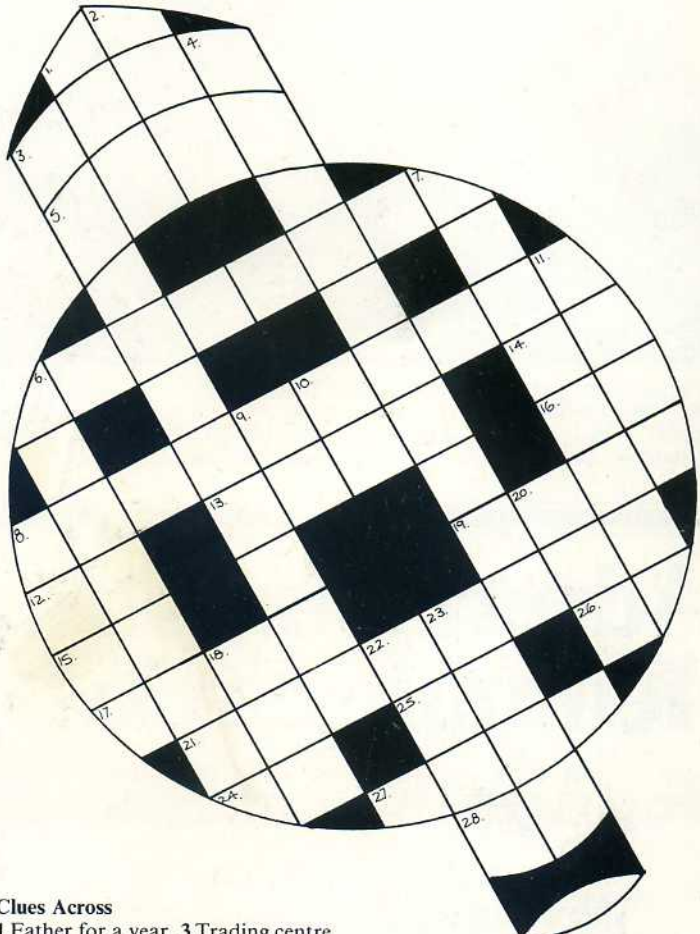


TESTMEX 81

Bugword

One of the most important UK Exhibitions for the electronics instrument industry is "TESTMEX", an annual event usually held in the Wembley Conference Centre, close to the famous Wembley Sports Stadium. This year's TESTMEX was held on October 27-29th. As usual, the exhibition space was sold months before the event, with more than sixty exhibitors taking part. Tektronix was

there in force and most of our test and measurement sales personnel were in attendance. Products included many new ones such as the DAS9100 Digital Analysis System, the TM5000 Programmable Instrumentation Line, the 496 Spectrum Analyser, and a representative display of oscilloscopes and M.D.L. products. Our photographs tell their own story.



Clues Across

- 1 Father for a year. 3 Trading centre.
- 5 Corrode with intent.. 6 A rodent.
- 8 Glorious. 12 Not abed. 13 Deadly sin. 14 Suffice. 15 A preposition. 16 It means Sodium. 17 Heard in Asia. 19 Took advantage. 21 Strikes. 24 Behold. 25 Record. 26 Youth Service. 27 Put away. 28 Attached to.

Clues Down

- 1 Apt to strike. 2 Curved line.
- 3 Thorough. 4 Reflective. 6 Bodily.
- 7 Favour. 8 Ballet skirt. 9 Greek letter.. 10 A further thought. 11 Anuran amphibian. 18 Military award. 20 Pen. 22 Countertenor. 23 From a pound a penny is on.

Solution to Electronic Crossword (Tek Times 30)

O	S	C	I	L	L	O	S	C	O	P	E				
H	N							O		M					
M		T		T	O			N		I					
S	I	N	E	I				D	V	S	T				
				R	A	M		C	U						
D	I	F	E					C	U	H					
B	A	E						Y	T	V	Z				
				R	F			L	S	I					
H	O	L	E					S	V	M	O	S			
A	N			H	I			I		P					
L		C						T		U					
L	I	N	E					A	N	A	L	Y	S	E	R

Derek Smith

CAPTION CONTEST



Several readers submitted captions for this photo, which we published in Tek Times No. 29.

- Sue Treadway of Tek Europe BV, Amstelveen sent us no less than five -
 - 1. My licence is in 'ere somewhere".
 - 2. "Nice bit o' cloth sarge, what else have you got?"
 - 3. "Oh no!, someone's nicked the baby".
 - 4. "I got all this in a job lot from Tek."
 - 5. "I was an ops manager for Tek until I discovered Smirnoff".
- Another anonymous suggestion we received was - "Why do you want me to blow up this plastic bag?"

QUOTES

A lot of water has to flow under the bridge before the Channel Tunnel gets off the ground.
(Director of the P and O company)

Self denial is not a virtue, it is only the effect of prudence on rascality.
(George Bernard Shaw)

A wise man will make more opportunities than he finds.
(Bacon)