

AUTOMATION-MIRACLE OR MIRAGE **Design Changes Mark** Varied Computer Uses

By KEN STEIN (Second in a Series)

Changes in computer design are increasingly reflecting the variety of uses that business is finding for electronic data processing systems, industry spokesmen say. Many see an increased pattern in those industries. emphasis on special purpose machines as the over-all trend '1 the socalled automation of paper work.

The present-day size and complexity of paper work has tract negotiations later this year. swelled the demand for digital computers to a market estimated at between \$300 million and \$400 million last year, and it would be difficult to find a business area that has not tried to apply electronic techniques to stem this rising tide, data processing specialists point out.

However, there is a strong feeling in some quarters that ousiness is still a long way from achieving the cost savings and mproved efficiency most often cited as the objective of an lectronic installation.

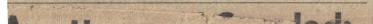
Costs Underestimated.

Large cost savings have not materialized, in general, beause programming and equipment costs were generally understimated, while projected savings were overestimated, Dr. Dan eichrow of the Graduate School of Business, Stanford Uniersity, told a recent symposium sponsored by the Electronic ndustries Association.

Many computer programs have been done under pressure on a charge of violating Sections I time, he added, also leading to increased costs.

Management should not be content with the easy, straightorward approach such as use in payroll accounting, Dr. Teichow said, but rather should study and research computer tech- facture, sale and distribution of ques in order to get the most effective and economical use radio purpose apparatus and the om computers.

This point of view was underscored by John Diebold, Continued on Page Four



IUE Opens Drive For Job Security

WASHINGTON, Feb. 23. - The International Union of Electrical, Radio and Machine Workers of America today formally opened its drive for a guaranteed annual wage, a shorter week and other phases of "employment security" in the radio-TV, appliance and electronic industries. The program, it was clear, is tailored to ending the "roller coaster" employment

An eight-point program will be handed to both Westinghouse Corp. and General Electric Co. in con-The IUE represents more than 50,000 workers at Westinghouse, and more than 100,000 at GE installations.

RCA Indicted On Anti-Trust Act Charges Special to Electronic News

NEW YORK, Feb. 23. - Radio Corp. of America was indicted on Friday by a Federal Grand Jury and II of the Sherman Anti-Trust Act.

The indictment charges that RCA conspired to restrain the manulicensing of radio purpose patents. The alleged conspiracy involved an attempt to monopolize the licensing of radio purpose patents in the United States, it is charged. Radio purpose parents are deand in the indictionat to the

Told at Conference Use in Computer By STUART GELLMAN

Shockley 1 . aicts

New Diode Trend

Rapid Advances Inventor Cites

Special to Electronic News

decade to accomplish for tubes," transistor diode. the 1958 Transistor and Solid- This was predicted last week by last week.

Electrical Engineering, and pro- Conference here. gram chairman for the new techniques session.

two-day conference sponsored jointly by the IRE Professional Group on circuit theory, the AIEE Committee on Solid State Devices, the Philadelphia Sections of IRE and AIEE, and the University of Pennsylvania

Dr. Tompkins asserted that we are now going from the general idea, which he termed well in hand, to specific optimum design methods.

'We are past the day of the new concept," he declared, add-**Continued on Page Nineteen**

Test Detectoronvertor for

Special to Electronic News

PHILADELPHIA, Feb. 23. - A PHILADELPHIA, Feb. 23. - new electronic revolution may be The electronics industry is "try- in the making with the convening to do for transistors in a year tional transistor replaced in digital or two what took more than a computers by a new form called a

State Circuits Conference was told Dr. William Shockley, head of the Shockley Semiconductor Labora-This appraisal was made by Dr. tory, a division of Beckman Instru-H. E. Tompkins, of the University ments, Inc. Dr. Shockley addressed of Pennsylvania's Moore School of the 1958 Transistor and Solid-State

Four-laver diodes have been used in new circuits to amplify More than 1,200 attended the digital signals in recent experi-.....

> PHILADELPHIA, Feb. 23 .-"The chances are excellent" transistors will directly replace nearly all vacuum tubes within 5-10 years, Dr. William Shockley said in an interview.

Dr. Shockley said the average transistor probably will cost about 25 cents instead of \$2.40, in five years or so.

He added that there are many new materials destined for future transistor use, although pointing out that this is little more than a guessing game. However, he listed silicon carbide as a likely candidate, since it will operate at higher temperatures.



Special to Electronic News

adio Corp. here opposing the firm's oposed merger with Litton Inistries, Inc., Beverly Hills, Cal., 0 shares, or more than one-third the outstanding ARC common ock at the weekend.

This would be more than suffient to defeat the merger prosal, which requires deposit of ore than 80 per cent of ARC's oproximately 304,000 shares of mmon stock, John E. Johanson ld Electronic News. Mr. Johann is one of the stockholders leadg the opposition to the Litton erger.

A letter mailed at the weekend y Mr. Johanson of Johanson Manfacturing Co., here, and Gordon **Continued on Page Eighteen**



vital electronic devices as radar, sonar and various instruments used in guided missiles.

vices. Inc., for an undisclosed sum, Co., Inc., Hazeltine Corp., Interna- mines, and other military uses. traveling wave tubes and gas dis- fabricken of Holland.

applications. Approximately 50 are but not as defendants, are Electric ices, Ltd., of Ottawa, Que, & Musical Industries, Ltd., of Eng-

Continued on Page Two

WASHINGTON, Feb. 23. - The

Named as co-conspirators, but testing a new electron tube detec- the California laboratory, but Dr. not as defendants, are General tor-converter for the Defense De- Schockley feels that both superior BOONTON, N. J., Feb. 23. - 5 BEVERLY HILLS, Cal., Feb. 23. Electric Co., Westinghouse Electric partment which could obviously performance and lower costs will group of stockholders of Aircraft -Litton Industries, Inc. has pur- Corp., American Telephone & Tele- have wide application in industry, result from mass production of the chased Roger White Electron De- graph Co., Inc., Western Electric as well as for guided missiles, sea units.

aimed support totaling over 100,- tures backward wave oscillators, Inc., N. V. Phillips' Gloeilampen- of Special Projects for Adalia, Ltd., Montreal, Que., and developed in Also named as co-conspirators, cooperation with Spartan Air Serv-

> Various types of Orbitrons, it is **Continued on Page Eighteen**

phone Labs in New Jersey.

The transistor diodes are pres-Naval Ordnance Laboratory here is ently only in pilot production at

Demand is already such that according to unconfirmed reports. The Roger White firm manufac-Corp., North Amreican Philips Co., invented by Jan Forman, Director ites are being established at the Shockley Laboratory and a reduction in the price of the units will soon take place, he indicated.

"Speed of operation of transistorized computers depends upon the thinness of layers in the semiconductors used," he said. "But it is difficult and costly to make contact to the middle layer of a conventional transistor. The difficulty increases as the layer becomes thinner and the speed of operation higher. The four-layer diode avoids this difficulty since it requires no connections to the middle two layers."

He noted that requirements are continually increasing for comput-

Continued on Page Nineteen



DID YOU KNOW?

That Raytheon's new laboratory at Santa Barbara, California - devoted to advanced engineering in radar, countermeasures, communications and infrared - brings to 26 the number of Raytheon plants and laboratories.

RAYTHEON MANUFACTURING CO. Waltham 54, Mass.

Auto Trade Fast Becoming **One of Top Electronics Users**

By PHILIP OUERIDO Special to Electronic News

DETROIT, Feb. 23.-The automobile industry is well on its way to becoming one of the electronic industry's largest commercial customers.

That is the consensus of engineering officials here.

Though the industry here is only a relatively limited user

of electronic equipment today, everything points to an immense very much aware of the role elecincrease in the use of such equip- tronics will play in the production ment in the next three to four of future cars. And, electronic years.

charge tubes for use in microwave

Continued on Page Eighteen

employed by the firm.

Already the Big Three (Ford, Chrysler and General Motors) have spent millions of dollars for elec- tain specific examples of when a tronic test equipment in their engineering centers. And 90 per cent introduce new electronic devices of that equipment has been bought Information about upcoming modwithin the last four years.

Now the industry is getting ready to encourage dealers to purchase ActiveCompetition such newly-developed servicing aids as electronic wheel balancers Seen for Engineers and engine analyzers.

And, within another few years it is expected that the ignition system and many other parts of most cars will be transistorized and miniaturized.

Currently, electronic firm sales engineers are among the most welcome visitors to the auto plants here. The automobile makers are

firms seeking to develop new commercial products for the auto industry are lent eager ears.

It is, of course, difficult to obcertain, auto maker will begin to

The auto industry, currently laving off thousands of production workers, may be an active competitor for electronic engineering talents by spring. In the race to stay ahead, auto firms expect to need electronic design, development and instrument engineers.

els is as closely guarded as top military secrets.

But engineers interviewed admit that they are busily studying the application of electronics in cars and expect several items to come out of their test laboratories soon.

3 Categories.

Electronics and its application to the automobile industry can be divided into three distinct categories:

1. Its use by engineers in testing parts for new cars and in finding out more about present cars.

2. Its use on the dealer level to repair cars, and

3. As components in new cars.

Electronics' most impressive growth has been at the engineering level so far.

Chrysler, for instance, boasts of a \$500.000 "electronic highway. This is a newly inaugurated series of test chambers where actual highway conditions can be recreated without interference.

Besides, this firm has several labs where 15 technicans can be seen hovering over oscillographs, tape recorders, spectrum analyzers, a closed circuit television monitor,

Continued on Page Nineteen

man for lowa and Nebr. | accounts and other electronic users. Specific data will be furnished on Ren Advise present



DEAR READER:—

Electronic News will report on a day-by-day basis from March 24-27 what some 55,000 engineers and scientists plan to do to beat a recession.

The event will be the 1958 IRE National Convention at the Waldorf-Astoria and the New York Coliseum which is being held this year in the course of a business lull that has affected many parts of the industry. Electronic News plans to publish daily papers for the convention.

If advance indications are correct, the 850 exhibitors who make up this year's IRE show and even the 275 participants in the paper sessions should be seeking the answer to a single big question. That is: "How do we improve business?"

If there are indeed answers to this at the mammoth show and meeting you can be pretty sure that Electronic News reporters will find them.

You see, Electronic News reporters and photographers will cover every foot of the huge auditorium and conference rooms in a search for news of the industry.

They will investigate every speech, study every booth strength, glass ceramic, William C. for the latest news of the show and the people who participate in it. The resulting newspapers, if our first effort last year is any criterion, should carry a complete coverage peratures up to 300°C and are exof all of the major happenings at this biggest event of the pected to be used extensively for electronics year.

Just as satisfying as the show coverage, though, will made in the new plant where 450 be the out-of-show coverage. You see, these show issues will also report the world-wide events of this fast-moving, dynamic industry.

We expect to speed the news in here from Yokohama, London, Paris, Los Angeles and San Francisco. We'll prob- lytic level switches and a wide ably have lesser known date lines on our stories, too, as the correspondents throughout the nation go to work for electronic equipment as well as us on these dailies. Chances are there will be items from television and radio receivers. Laredo and Elmira.

Thus the news will be assembled on a spot basis, rushed upstairs to the composing room and set into type. Then Corning with through-hole plating. General Electric, Burroughs and as the city and the show-goers sleep, it will be printed and packed into trucks and trains. The next morning the conand will get their copies at the hotels and the Coli-

Radio, TV Output Off Slightly in Week

WASHINGTON, Feb. 23. -Radio and TV output during the week of Feb. 10 was off slightly, the Electronic Industries Association said at the weekend.

TV output totaled 98,841 sets, against 103,730 sets a week earlier. There were 211,545 radios made, compared to 224,149 in the week before.

Auto radio output dropped from 76,794 to 68,874 sets. EIA said.

New Circuit Board Plant Set by Corning

By TONY GIUNTA Special to Electronic News

BRADFORD, Pa., Feb. 23. Corning Glass Works will build a new plant for the manufacture of printed circuit boards made of Fotoceram, Corning's new high-Decker, president, said last week. The high temperature copper clad boards can withstand temmissiles, hypersonic aircraft and computers.

These circuit boards will be people will be employed, all of whom will be transferred from facilities now leased here.

The plant will also make capacitors, resistors, delay lines, electrorange of other glass components for use in military and industrial

Fotoceram is said to have a flexural strength of 25,000 psi. The idly at Sylvania Electric Co. [6] boards made of it are the first by The circuit boards are said to be capable of continuous operations at 250°C without fading or warp- Defense Electronics

vironmental conditions.

Letters to the Editor

Dear Sirs:

Should a man who has been in the electronics industry his entire working career leave it because the industry spoon-fed in recent years by Government orders, is unable to adjust itself to changing economic conditions?

The last few months should suggest that now is the time for the industry to learn the fundamentals of economic life, to learn to sell its products.

My recent experience, however, indicates that too many firms are willing to sit back and be carried Electronic News, we find the paper with the tide, when they should an ideal supplement to all the be pounding on doors, finding new markets and using the hard sell.

trade publications, time and effort material that does not appear in with manufacturing firms and em- other trade journals. ployment agencies, offering my services as a components sales engineer with valuable contacts in

the New York area, without sign of a tangible offer.

The reason given - "Things are tight and we're retrenching.

I submit that this is a shortsighted and ineffectual policy in an industry which has such enormous potential. I would appreciate hearing any comments, offers, or rebuttals you may have in mind. STAN SHAPIRO

1410 Avenue S Brooklyn, N. Y.

Dear Sirs:

Since starting our subscription to other trade publications which are received here. Electronic News fills I have spent many dollars in in for us the important technical

> WILLIAM M. BRADLEY, Committee for Competitive TV, Washington, D. C.

NEWS IN BRIEF

General News

Automobile industry fast becoming largest commercial electronic customer. [1]

Electronic industry trying to do for transistors in a year what took more than a decade to accomplish for tubes. [1]

Western Electric Co. had record sales year in 1957. [5]

Ampex president says sales up 50% this year. [18]

Business varies on eastern seaboard during blizzard. [18]

Financial

Defense order backlog rises rapother firms. [6]

ing even in the most adverse en- Defense Department official says no new missile plants planned until

ature 100 KC cold cathode decade counter tube. [8]

Major West Coast precision potentiometer producers are going through a depressed market but see a chance for an upward turn. [8]

Materials

An electro-less process of plating copper on ceramic is being used by Radio Industries, Inc., Chi cago. [10]

The ferrite industry is expecte to have another steep climb thi year. [10]

Previews of materials and proc esses to be shown at IRE. [10]

New metal mica attenuator ele ments developed by Filmohm Cor [10]

Communications

Federal Communications Cor mission makes public its analy

SRI Pact Volume Peaks

Special to Electronic News

MENLO PARK, Cal., Feb. 23.-Stanford Research Institute's 1957 volume of contracts was the highest in its history, and amounted to a 17 per cent increase over the previous year.

Research contracts amounted to \$14.8 million, and was about equally divided between Government and commercial. Government work, according to an SRI spokesman, was primarily in the field of defense, while its commercial contracts came from business and industrial organizations as well as individuals and foundations. At the year's end, the institute began work on its 2,400th project.

During the past year, SRI established an office in New York and another in Zurich, Switzerland, and at its headquarters office here it is building a \$2.5 million facility.



What is the smallest square number which, when squared, results in the largest possible succession of equal digits? -Ladies' Diary, 1810

We wish to apprise all Recreationers, especially all of you east of the Mississippi, of our operation in College Park, Md. There. Litton Industries Maryland Division, though humming with activity, is not too busy to answer your inquiries concerning their specialty-Systems. Communications, Data Processing, Fire Control, Missile Control, Navigation, and Radar are some in which they have considerable depth. And for related Systems or Equipments they have the immediate assistance of our other divisions and subsidiaries. Please write to Russell W. McFall, V.P. and General Manager, Litton Industries Maryland Division, College Park, Maryland.

ANSWER TO PROBLEM #56: An infinite series need not be the means of solution; a trivial means exists. 300 miles.

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operation without adhesives. This, mends 300 VHF omni-directional the company said, gives surface radio range installations in Euro-runs and through-hole plating the pean-Mediterranean region. [7] same bond strength, which is a minimum of 12 pounds when a ident sees promising future for 1-inch strip is pulled perpendicular firm in defense fields. [7] to the board.

The %th-inch runs and throughhole plating of the board are said to show no indication of blisters, lifting or any metal failure after wave tubes. [9] solder pot immersion of 5 minutes at 500°F.

be broken immediately.

RCA Indicted On Anti-Trust Act Charges

Continued from Page One

land; English Electric Co., Ltd., of England; English Electric Valve Co., Ltd., of England; Marconi's Wireless Telegraph Co., Ltd., of England; Canadian Radio Patents, Ltd., of Toronto, Can.; RCA Victor Co., Ltd., Montreal, Can.; Telefunken G. m. v. H., of Germany: Siemens & Halske A. G., of Germany; Compagnie Generale de Telegraphie sans Fil, of France: Amalgamated Wireless (Australasia), Ltd., of Australia; Amalgamated Wireless Valve Co., Pty. Ltd., of Australia; Australian Radio Technical Service & Patents Co., Pty. Ltd., of-Australia.

The indictment charges that RCA agreed with General Electric, Westinghouse and AT&T that those companies would not compete with RCA in the domestic licensing of radio purpose patents. RCA is also charged in the indictment with having entered into similar agreements with foreign electronics manufacturers. The agreements with the foreign manufacturers also provided that neither would export radio purpose apparatus into the others' home territory, it is charged.

Electronic News

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Standard Pressed Steel Co. pres-

Components

Huggins Laboratories has introduced four new models of traveling

Sales of more than \$8 million for magnetic stereophonic tape are Ground for the new plant will forecast for the tape industry in 1958. [9]

Sylvania has developed a mini-

General Transistor In Resistor Field

NEW YORK, Feb. 23 .-- General Transistor Corp. has entered the resistor field with a precision resistor for analog computors, Herman Fialkov, president, said last week.

The firm has developed samples which were submitted for evaluation to a few of its customers, he declared. GT has been making components for digital computers: the resistor will give it a wedge into the analog computer field.

The firm expects the resistor to be in production by the end of next month. It will be on display at GT's booth at the Institute of Radio Engineers exhibit, starting March 24.

Storer Broadcasting Co. permit to build an experir television station. [11]

Pay-TV news roundup. [1: W. L. Maxson Corp. anno a radar with faster scannin pulse repetition rates. [12]

Instruments & Controls

Preview of new instrume be seen at the Institute of Engineers Show. [13]

New Instruments of the [14]

Michigan Hospital Service its Datamatic 1000 compute operation. [14]

Hewlett-Packard Co. plans troduce 22 new instruments IRE show this year. [14]

Government Procureme Bids, invitations to bid awards. [15-17]

TRANSISTOR AMPLIFI OF THE WEEK Model 214G Germania

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Shockley

Continued from Page One

ers capable of processing enormous amounts of data, emphasizing that "we must learn how to make the thinnest possible layers in semiconductors, and at present, much more basic research is needed on this important problem."

Dr. Schockley predicted also that it is "highly probable that the fourlayer diode will become the chief connecting circuits between telephones," because of new and im-

Turning to the future, he said the trend toward decreased dimensions and higher frequencies is "already occurring and will continue 70° C, they reported. since the limits set by the atomic structure have not yet been closely approached."

Rapid Advances in Transistors Cited at Philadelphia Parley

Continued from Page One ing that "we have gone from the inventor stage into a whole new phase of design."

Among the individual papers presented was one on a high speed analog multiplier, by R. J. Bibby accurate analog functions. and P. M. Thomsson, Defense Research Board, Ottawa.

of transistor and semiconductor declared. diode properties and which will The unit is insensitive to changes in components and has a linearper cent from -50° C to

They indicated that while the application of transistor circuits to computers has been primarily in

the digital field, they may also be applied to the simulation of analog functions.

The multiplier was appraised as an example of the use of semiconductor circuits in the simulation of

"It has been shown that the particular characteristics of semi-They described the design and conductor diodes and transistors switching element in establishing over-all operation of a four-quad- offer several advantages over prerant multiplier, which makes use vious techniques in this field," they

In other new techniques discusmediate applications in that field. handle imputs from DC to 10 KC. sions, a low-level, high-speed voltage comparator was described by H. W. Douglass and J. W. Higginity better than plus or minus 0.3 botham, of the Martin Co., Baltimore.

They declared the need for these comparators exists in applications such as missiles, automatic checkout equipment and analog computers, reporting that it is possible to increase the response speed and band-width of the comparator amplifier by using an internally generated carrier frequency.

Circuits using these principles have been tested from -55° C to 75° C, with a change of plus or minus 1 per cent in the error-switching point, they said, pointing out that errors as low as 200 microamperes can be made to switch 10 amperes in 200 microseconds.

Speaking at the computer circuits session, Robert E. McMahon, of the Massachusetts Institute of Technology's Lincoln Laboratories, compared linear selection memory techniques using transistors with coincident current techniques.

He held this to be of particular interest because of "the natural advantages" of linear selection, the memory having less transistors than the equivalent coincident current memory.

circuits group, two Philco Corp. opened his desk to show a list of don't really clip along, your batscientists described high-speed 44 pieces of new electronic gear he tery can not charge. We think computer circuits which utilize a expects to buy soon, ranging from electronic equipment will help us base-gating technique with a new a multi-channel data type record- eliminate that problem." high - speed flip - flop to pro

DETROIT .- Two technicians are using a new electronic adjuster to set the headlamps of a Cadillac coming off the assembly line

here. The beams are fed into two large condensing lenses that pick up the light intensity. A series of photo-electric cells then test the lamps' candle power, which can be read on a large set of potentiometers.

Auto Trade Becoming Top Electronics User

Continued from Page One

that's only a beginning.

Lists Gear.

L. X. Chapin, managing engineer of dynamic facilities of "if you turn on a radio, the head-Also addressing the computer Chrysler's Engineering division, lamps, and an air conditioner, and ing unit to now escillographs and

that will permit constant speed idling, and also one that will not and the like. And, the firm says, run down the battery even though a car is idling with accessory equipment turned on.

General News

"Right now," this engineer added,

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city water and sewage. Five Level. Pienty. of labor. Cen- penna. Immediate possession. 7 E. 12 St., N. Y. 3. Additional Second Second Second MET WIRE SPECIALS . #46 (PE) Plain Enamel . #48 (PE) Plain Enamel . #48 (ST) Single Teflon . #44 (ST) Single Teflon . #34 (SEQF) Single Nylon	Recording Equipment Manufacturer Wants MANUFACTURER'S REPRESENTATIVES Telectro, manufacturer of a com- plete line of Magnetic Recording Equipment for telemetering, Data Handling, Broadcasting, etc., will interview sales representatives dur- ing IRE week at the Hotel Park	and the second second

1958

in new wire. Tremendous quan-in stock. Check our price be-you buy. Accurate Magnet Wire, Manhattan Ave., Brooklyn 22, Y. EV 3-9696. Component Manutacturer by using SB-100 surface barrier DUCH C Desires representation in Ohio, Ar-kansas, Kentucky, Louisiana, Mis-sissippi, No, Carolina, So. Carolina, West Va., No Dak, So Dak, Texas. transistors. The scientists, A. K Rapp and deadening qualities of different still mostly "blue sky" at this stage, M. M. Fortini of the Research di- materials. To do this, pieces of This they say in spite of General vision, reported that new methods felt, rubber or plastics are placed Motors' announcement in Warren, Precision differentials; Gear Heads, Reducers, Magnetic Clutchs. WRITE OR CALL Help Wanted-Men of generating and shaping pulses, on top of a large metal jar. Inside Mich., last week that it is experiusing transmission lines, have been the jar a controlled noise-making menting, with an automatically H. J. HANNON devised to provide the high-speed mechanism is placed. Atop the guided car. (GM's progress in this GOVERNMENT General Sales Manager and short duration pulses neces- material rests a microphone, which field was described in last week's Sterling Precision Corp. sary for driving fast counters. (Instrument Division) 17 Matinecock Ave. t Washington, L. I., N. Y. POrt Washington 7-7200 Commenting on solid-state logic of noise and vibration that pass MARKETING ad is a circuitry at a turtorial survey ses- through the material being tested. such areas as electronic fuel in-Port sion Friday, E. Gary Clark of Bur- This information is then recorded jection, electronic power steering, roughs Corp., Paoli, Pa., declared on a graph. ASSISTANT SALES ENGINEER there has been a tendency to become "overly concerned with dis-Position open with San Fran-cisco Bay area electronics com-pany for Assistant to Manager of Government Marketing. tinctions between various tech- rooms and various laboratories in Manufacturers' representative with Manuacturers representative major electronic test equipment lines needs sales engineer to cover portion of Southeast, including Redstone Arsenal. Engineering de-pres required, with design or test niques which, in the practical its new engineering center, each install a number of these items on sense, are not real differences at filled with dozens of electronic test our 1959 or 1960 models," the Redstone Arsenal. Englisher or test gree required, with design or test preferred. Previous all." Individual should be willing to travel, have a background in electronics, an understanding of power transmitting tubes, and marketing experience. Contractbackground preferred. Previous sales experience helpful, but not essential. Good salary and expenses, with commission and profit sharing. MJ257, 7 E. 12 St., N. Y. 3. Nevertheless, he emphasized that the RTL and current-mode diode- sistant chief engineer in charge of logic techniques are selected as the experimental testing, "four years ing experience and knowledge of ASPR desirable. most generally useful. direct line In another talk, Louis Bright, and two voltmeters." LINES WANTED SEND RESUME TO MJ304, 7 E. 12 ST., N. Y. 3. Westinghouse Electric Corp., Pitts-By Selling Agents, Jobbers, burgh, pointed out that the art of at each division of Ford, Chrysler germanium transistors has pro- and General Motors. Stock Houses. Etc. gressed from the first commercial Help Wanted Men-Ag'cies 50-mw junction units to the 35-**OPPORTUNITIES** SALES watt 15-ampere ones of today in less than five years. ELECTRO-MECH. ENGINEERS

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SYSTEM'S DESIGN \$14 000

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APPLICATION ENG. E.E. \$12,000 Development and application of digital data handling equiment.

DESIGN TEST EQUIPT.

G.S.E. component design.

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Salesman for Iowa and Nebr. By Missouri Rep. Advise present lines and details. MJ251, 7 E. 12 St., N. Y. 3.

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Positions Wanted by Salesmen

WIDELY experienced sales engineer WIDELY experienced sales engineer available. 20 years' experience in sales of industrial electronic equip-ment in four Southwestern States. Have contacts with many major oil accounts and other electronic users. Specific data will be furnished on request. Mail inquiries to CW742, 522 Davis Eldg., Dallas, Tex.

Dr. Killian, Scientists Visit Redstone Arsenal

Dr. James R. Killian, Jr., Special of setting the four headlamps on Assistant to the President for Sci- each new car. This is done by ence and Technology, and a party shining the beams into two large of scientists departed from here condensing lenses that pick up the Friday evening after a tour and light intensity. A series of photoconferences with key personnel at electric cells then test the lamps' the Army Ballistic Missile Agen- candle power, which can be read cy at Redstone Arsenal.

During the two-day visit, Dr. In addition, some cars are spot Killian and the group conferred checked once more by an installawith Dr. Werhner Von Braun, di- tion featuring several photoelectric rector of the development opera- tubes. Only if the lamps have been tion of the agency; Brig. Gen. adjusted properly do the tubes J. A. Barclay, deputy commander light up. of ABMA; and with directors of the agency's nine laboratories.

The party was given tours of the static firing test area, guidance and control, computation and fabrication laboratories at the installation.

Accompanying Dr. Killian were Brig. Gen. Andrew J. Goodpaster. executive secretary to President Eisenhower; Dr. George B. Kistia-Harvard; Dr . Edwin Hand, National Academy of Sciences member and inventor of the Polaroid camera; Dr. Emmanuel R. Piore, member of the Naassistants to Dr. Killian.

instance, in the testing of sound electronic guidance systems - are picks up the fractions of decibels issue of Electronic News).

Many Test Rooms.

Chevrolet has 18 dynamometer units of every type.

Yet, says M. M. Roensch, asago we had only one oscilloscope of a few dollars," lamented one.

The same story can be repeated

resulted from this equipment.

Notable, for instance, is a major improvement in automatic transmission, since for the first time engineers are now able to accurately gauge and record pressures, speeds and torque fluctuations.

For its part, Cadillac has just HUNTSVILLE, Ala., Feb. 23 .- installed a new electronic means on a large set of potentiometers.

Told It's Long Way Off.

cars is a long way off yet.

ficials claim.

don't go along with this.

tronic advances will be creeping to give optimum performance. kowsky, professor of chemistry at into the more expensive cars with- Engines with this new system can in another few years.

work on changing the entire elec- said to be possible without warmup. trical system.

tional Research Council; and S. M. and hoping to achieve through dream car - a dream of how Kenny and Robert O. Piland, staff transitorization techniques - is a electronics may soon revolutionize battery-generator-ignition system the automobile industry.

Work now is being stepped up in electronic shifting, and even electronic braking - besides electronic ignition systems.

"Should we want to, we could engineers say. Yet two major problems hold this up. They are:

1. Cost: "If only transistors would cost a few pennies instead engineer, "why you'd be surprised how we could use them."

2. The lack of technical personnel at the dealer level. "We can't Several key advancements have market a single car with parts that can't be repaired at any reasonably well-equipped garage," a Chevrolet official pointed out. "For years we have trained our dealer servicemen to care for cars as they exist today. You can't create electronic experts overnight."

Yet, officials here agree, the lack of technical personnel doesn't faze the auto industry.

"When we can get electronic equipment to be sufficiently economical and dependable, and when we can demonstrate that it will do the job better, we'll introduce it."

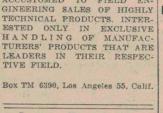
An example of a recent electronic advance is Chrysler's electronic fuel injection system in its limited 300D series.

Engineers here are divided on the merits of Chrysler's unit . the result of four years of research. But, they do point to it as a trend indicator.

The system provides electronic Officially the press is told that control over the quantity of fuel electronic components for use in delivered into the engine. Fuel is supplied at constant pressure and "That's strictly dream stuff," of- is metered into the cylinder by electrically operated injector Yet the electronic engineers valves. The period that each valve remains open is controlled by an One engineer, who asked to re- electrical pulse whose length is main anonymous, said many elec- constantly controlled electronically

deliver up to 390 horsepower at This particular engineer cited 5,200 rpm, and this performance is

Officially the 300D is a prestige What the industry is seeking - car. To Chrysler engineers it is a



to the