



ETG State News

Official Publication of the

Electronic Technicians Guild of Massachusetts, Inc.

An Associate member of the National Electronic Service Dealers Association

Visit us on the web: <http://www.massetg.com/index.html>

MEETING NOTICE

Date: Wednesday, Oct. 20, 2010

Place: Waltham Elks
101 School Street
(Corner of Lexington St.)
Waltham, MA

Time: 7:00 P. M. Registration & Conversation;
7:30 P. M. Program; Sanyo Servicing led by vice president Russ Morris. (978-664-6261)

As usual we will have doughnuts, coffee and soda as arranged by our refreshment chairman, Lou LaBonte

Changes at Mass. Licensing Board

Robert Ayan, who is the current Chairman of the State Board of Radio-TV Technicians has decided to resign his position at the end of October after serving the Commonwealth in that capacity for over 14 years.

Robert was our past ETG NEWS editor for close to 20 years and was also a past Vice President of our organization. We at the ETG wish him well in his future endeavors.

Robert Ayan has appointed current ETG member Steve Thomas as the new Chairman of the State licensing Board. Steve, as we all know, is a valuable member who has provided us superior technical support and we are proud to have him leading the State licensing Board.

DOG SHOW



Starting this month our meetings will have as a regular feature a DOG SHOW. This will be an opportunity for one or two members to bring in TOUGH DOGS for the members to diagnose and hopefully fix. If you are interested in bringing a set, call the meeting presenter to reserve a time.

Members who bring sets will also be expected to bring necessary tools and equipment and, if possible, parts that may be needed.

What is Electronic Service Worth?

The value of our knowledge is determined by the marketplace. If the most the market will bear for a service call is \$60 and the work gets done by "trunk monkeys" for that rate, then our knowledge and skills are not a good fit for the market for those services. That is a fact of life. Many of the calls CAN be done by less skilled and less experienced people; some cannot be done effectively. The reality is that if we want to be able to serve a wider market, we may need to have our own trunk monkeys or low skilled staff.

Why are more and more TPAs showing up?

(Service Worth? Continued on page 5)

E T G STATE NEWS

Published monthly January-June, September-November

Editorial, Circulation, and Advertising Office:

John H. White, CET/CSM, Editor
573 Central Street, Winchendon, MA 01475
(v) 978-297-0716 (fax—same but call first)
Email: whites573@verizon.net

ELECTRONIC TECHNICIANS GUILD OF MASSACHUSETTS, INC. OFFICERS 2009-2010

PRESIDENT: David Little

Dave's Electronics
21 Cumberland Road, Lynn, MA 01904
(V) 781-598-3106 (F) 781-598-3107
Email: TV9163@gis.net

VICE PRESIDENT: Russell Morris

Country Barn T V
103 Marblehead St. North Reading, MA 01864-1510
(V) 978-664-6261 (F) 978-664-9019
Email: countrypartv@verizon.net

CLERK: Henry Hamelin

Electronic Associates, Inc.
4 Fletcher Street, Chelmsford, MA 01824
(V) 978-256-5588 (F) 978-256-4453
Email: hankski@aol.com

TREASURER: John H. White, CET/CSM

573 Central Street, Winchendon, MA 01475
(V) 978-297-0716 (fax—same but call first)
Email: whites573@verizon.net

DIRECTORS:

Robert Brown

Brown's TV
42 Brand Avenue, Wilmington, MA 01887
(V) 978-658-6780
Email: LITTLE PREZ1@yahoo.com

Michael L. Gauthier

Gauthier T V
29 Macy Street, Amesbury, MA 01913
(V) 978-388-2213
Email: michael.gauthier@verizon.net

David Oberman

Chromasonic T V
42 Chestnut Street, Needham, MA 02492
(V) 781-444-1807 (F) 781-444-9810
Email: chromasonicctv@hotmail.com

ETG Directors' Meeting

The ETG Board of Directors met on Wednesday, Sept. 29, in Boxboro. Several decisions were made about our future program and activities.

After some discussion it was agreed NOT to change the meeting schedule. We will continue with nine meetings a year skipping December, July and August. The usual date will continue to be the next to the last Wednesday of the month with possible adjustment in November if we have a conflict with Thanksgiving.

We will try to get an internet connection in the meeting room. Members are willing to do the installation if the Elks give permission. This will help with our programming.

Meeting programs were planned for October and November and more tentatively for next winter and spring. We will continue to try for live manufacturer training. But there seems to be less and less of it out there with more manufacturers going to the internet for this purpose to save money. If any member learns of a training opportunity for the group, please call the president. The board agreed to have a "DOG SHOW" at each meeting in addition to the program. See the write-up on page 1.

It was noted that ETG can pay expenses and possibly honoraria for outside program presenters if we are able to arrange for such. Not every month, but a few times a year. While it hasn't happened for some time, it is always possible to change the meeting night or location if necessary to accommodate a manufacturer's seminar or the like.

It was agreed to offer a 10% discount on 2011 dues for members who pay in full by December 31. We will try to get dues bills out in November.

I am engaging in more and more pre-education and stipulation-in-advance. I have customers sign a pre-agreement separate from the work order receipt regarding my rules regarding storage charges and abandoned gear. They must also agree to pay me accumulated parts and labor if they elect to pull the set prior to completion --

no more charging them only my minimum service charge. Finally, they must agree that my store will have nothing whatsoever to do with the vast number of parts kits sold online at eBay and others.

Fred Longworth, Classic Audio Repair

Meeting of ETG held Wednesday, September 22, 2010

The ETG meeting was held Wednesday, Sept. 22, 2010 at the Waltham Lodge of Elks.

The meeting got under way at 7:30 pm with a nice attendance. Pres. Dave Lytle opened the meeting with a little house keeping then went on with a "WebEx" presentation on LG late model television.

The trainer in this seminar was a familiar voice for anyone that's been in the industry any length of time. It was non other than Mr. Alvie Rodgers. Alvie did an excellent job explaining LG's product in detail. Alvie also gave a complete run down on all major test points and meter readings expected. This was NOT a board swap seminar. He actually got into the nitty gritty of things.

Alvie mentioned that LG does not use a so called "T-Conn" board in their LCD sets. They use what's called a "TFT Driver"

They also combine the inverter circuit with the power supply unit. A cost saving measure, I'm sure.

Also access to the service menu was gone over. Press menu on the TV and the remote together. A screen will come up asking for the password. The password is "0000"

Alvie gave a full explanation on how to update firmware on these late model plasma and LCD sets. It is too lengthy to get into in this report but was fully explained at the meeting.

A peculiar thing LG does with their "tweeter speakers" is to glue them to the front bezel of the set. If there ever becomes a need to replace the tweeters you have to replace the entire front bezel. These speakers are not removable. It was noted that the bezel of the set actually helps act as an acoustic component thus increasing quality of the sound.

Another note of interest is that LG uses a "main power" switch. A dead set could easily be misdiagnosed. Be aware of that power switch if someone calls saying their set will not power on

Customer menu options that refer to PDIM, VBR-B, and PWM Dimmer all mean the same thing. This is relevant to the brightness of the back light and adjustable through the customer

menu.

LG is now using "EEFL" (external electrode fluorescent lamp) instead of the older CCFL (cold cathode fluorescent lamp) in their newest LCD products. This is said to perform better, last longer and of course be more energy efficient.

The WebEx seminar wrapped up and Dave gave a few tips of his own that he's found in these late model LG units.

There was a short discussion among the members. A Directors' meeting was arranged and the meeting adjourned at 10:00 PM.

The cash drawing was won by Arthur Bevilacqua.

Respectfully submitted:
Hank Hamelin Clerk

Business Tips

Here's what I have done. It works, anytime I suspect a bad check, or see a chance of customer stopping payment: Go to their bank (any branch), and have them transfer this check to a cashier's check. It will still be under the name it's made out to (i.e. your business name), however, providing the funds are available at the time of this transaction, you now have a BANK cashier's check, about which the customer can do NOTHING, and you can safely deposit into YOUR bank account and it will be honored.

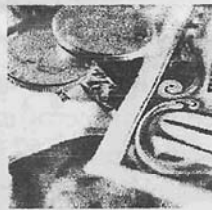
Gary Hall, Seven Hills Electronics

I'm getting more VCRs in for repair, mostly older people with lots of VHS tapes, and they don't like (or want) the DVD-VCR combos. The local thrift stores (Goodwill) has lots of VCRs (working ones) for \$5 to \$10. It may be an opportunity for extra money to buy them, clean and test them, and sell. There IS a demand.

Gary Hall, Seven Hills Electronics



Focus on what you do best, and let Encompass focus on your parts distribution. The result: increased profits and greater productivity.



The Encompass Consumer Referral Program is a value-added service that allows you to private label your parts distribution with the nation's leading CE parts distributor. Encompass takes care of all of the details, from customized call center services to same day shipping. Now you can focus on your core business, while being assured that your customers are receiving superior service.

Simply direct customers looking for parts to us using a dedicated toll-free number or link from your website. We take it from there and you benefit by:

- Earning 10% commission paid quarterly on all parts sales
- Knowing your customers are handled professionally
- Enabling your techs and other staff to focus on repairs
- Partnering with the nation's largest provider of top quality parts

We will do what we do best:

- Provide customized call center services
- Provide real-time pricing and availability
- Process consumer requests quickly and efficiently
- Provide a direct parts link from your website
- Process and absorb credit card fees
- Pick, pack and ship the same day

We stock and ship parts from our warehouses providing you and your customers:

- Same-day shipping
- Parts identification
- Call center support
- Parts and product sourcing for all brands
- Returns and core management
- Real-time ETAs when needed
- Access to over 8,000,000 parts
- Superior service from the most experienced CE parts distributor with the deepest inventory in the industry

For more information on how we can help improve your bottom line, please call Encompass Parts Distribution at 866.779.6826.

(Service Worth? Continued from page 1)

It is because there is money to be made in connecting businesses with needs for service with low cost solutions. Are those lower cost solutions effective? Maybe, maybe not. To assume that our way of doing things over the last few decades is the best or only acceptable way to get service done may ultimately prove to be foolhardy. Conviction is fine if you are right. In this market, with open access to information, manufacturers dumbing down repair to the board level, and lots of people out of work, I am not betting on the conviction that we can dictate very much to the vendors regarding service rates.

Leonard Caillouet MS, CET, MST, ISF
AV Electronics System Optimization & Service
Gainesville, FL

The value of our knowledge is determined by supply and demand. If the market only paid \$60 for our skills it wouldn't be that egregious, but they are not doing that.

They are offering to pay \$60 for the use of our skills as well as our entire operation, which includes all of our assets, insurance, salaries etc. and our good name.

Somebody made a good point that those customers could become leads for other repairs. After giving it some thought, I looked at the other side of that coin. A lot of customers do not differentiate between the extended warranty that sent us, and us the independent service provider. To most of them we are one and the same. Two peas, one pod. So if the customer had to wait on the phone to talk to a person that was hard to understand, and then had to wait for the part, and then had to wait for us to go and (hopefully fix their TV in one trip), they are usually so irritated about the whole experience that chances are they will never call us to fix anything for them.

How many Customers have you heard say: I will NEVER buy from..... or I will NEVER buy another..... What we don't hear, but I am sure they say behind our backs, is: I will NEVER call them for service.

If there is money to be made in connecting businesses which need service with low cost solutions, then who is making that money? Certainly not those providing the service! Its time that those

businesses adjust their profit margins instead of paying themselves well while offering us less than minimum compensation.

Our industry is changing. By now it is clear to all of us that the same ole, same ole will not work. On the same token it wouldn't hurt to remind oneself not to keep freaking out. Don't over correct, or you will capsize. Stay on course, provide best service in your area, charge fair, stay professional. Some Servicicers fear of going under so they think that they have to sell themselves for whatever they can get. Fear always leads to bad decisions! Always.

Alexandra Harris, HI-TEC TV, INC
Palm Desert CA

I couldn't agree with you more Alexandra.

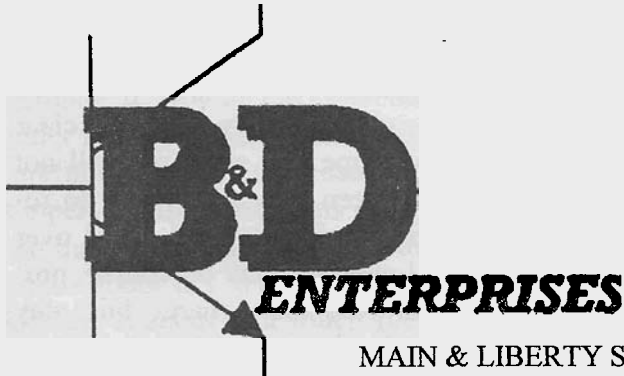
There is way to much "fear" going on in this industry and it has caused some of us to make bad decisions.

I don't believe anything can be gained by bowing down and "accepting" that whatever we are offered for our services is all that we are worth and we should all strive to lower our prices so that others can make more money from the service contracts they sold behind our backs. Sure, that's a brilliant solution and, if we work hard at it, we should be able to get it all the way down to \$25.00 per call!

What a bunch of nonsense. I might accept a \$60.00 cash payment immediately upon the completion of a call if I could just stick the money into my own pocket and not have to worry about having to collect the money, no income tax, liability insurance, salaries, payroll taxes, vehicle maintenance, vehicle insurance, gasoline, mortgage/rent, upkeep on the building, phone and internet services, water, power, trash pick-up, office expenses, business licenses, membership dues...and the list goes on. The offer of \$60.00 per call to a reputable company is an insult because no matter how efficient we are this amount is still well below our CODB and it always will be. It would put me out of business.

For us to work hard at streamlining our own business models more than we already have just so we can "save" money to "satisfy" the demands

(Service Worth? Continued on page 7)



*Support those
who support
NESDA!*

FACTORY AUTHORIZED SEMICONDUCTOR & CAPACITOR DISTRIBUTION FOR:

SANYO SanKen Shindengen SanRex®

CORPORATE MEMBER



**Industry Angel sponsor
2002, 2003, 2004, 2005, 2006, 2007, 2008**

**PARTner in Excellence Award winner
2004, 2005, 2006, 2007**

**5% discount to NESDA members on all
orders of \$25 or more**

Visit our web site at

www.bdent.com

Secure server Online ordering All major credit cards accepted
Spec sheet data base Manufacturers' catalogs & links

ORDER TOLL FREE!

800-458-6053

Tech Support 814-757-8300 Fax 814-757-5400

Business hours 8:00am - 6:00pm EST

Orders sent same day till 4:30pm EST

Minimum order only \$15

(Service Worth? Continued from page 5)

of a third party pencil pusher is beyond absurd.

Mark Wentowski MST
Perry Hill Electronics Service LLC, Montgomery, AL

When a service center has 'trunk monkeys' doing the work, it lessens the value of the company. Customers have questions, whether they are paying for the repair, or not. If I had someone that only knew how to swap a board, that didn't know much about the electronics, the customer will detect this. I expect to have this customer in the future. I just had 2 CODS on Saturday for customers we had under TPA over a year ago.

Jeff Dougherty, MST/CSR
Intrepid TV Repair, Inc., Steelton, PA

So train your trunk monkey better than the other guy. My point is not to argue that everyone should hire lower skilled workers, but to point out that we are competing against exactly that. We have to not only be better, but be competitive. That might be one way to compete. We also have to sell our higher level of skill, which not only includes technical skills, but skills in customer relations as well. We have to attack this problem from many angles. It may include changing our service options and cost structure, it may include convincing vendors that we are worth what we are accustomed to making. I doubt that holding fast to our convictions that we won't work for less, without doing some of these other things, will be very effective for very long for many. Repair is becoming a commodity. That does not mean that it is impossible to make what we are used to making, just that the sale will get tougher and we have to be better at providing what the market needs, AND we need to create our niche in the market.

Leonard Caillouet MS, CET, MST, ISF

Spots In the TV Picture

I think the easy way to tell is whether the spots appear on a dark picture. White spots on a dark screen must be pixels stuck on. Spots (I would usually call them gray) on a bright picture are usually dust somewhere.

Rich Reid CET/MST
Video Services, Boise, ID.

Repairing Cracked P C Boards

When I see cracked PCB's, my repair depends on the foil runs per inch. If there are, say, 20 traces per inch, I wouldn't attempt to repair (unless \$ was no object). The CRT sets had a break usually at the flyback. Sometimes, I will trace it out, and hardwire back each side to a component or jumper. Sometimes, I have found the easiest way is to simply grab the foil (small cutters) and pull on it. It will wind it's way around to wherever it's going. Then snip it off. Next, do the same to the other side (of the break), then measure an insulated wire and solder point to point. If the foil trace is large enough, sometimes I'll just clean it well with wire brush, and solder bare tinned wire across it.

Gary Hall, Seven Hills Electronics
Lynchburg, VA

I've been jumping cracks for YEARS. Solder to the next point and hot glue wires in place, Done deal. No Biggie.

Dave, Dependable Electric TV Service
Tustin, CA

I use 22 guage Kynar wire to jumper the cracks - the insulation never recedes when heat is applied. Most of the cracks we see are in CRT sets, generally around the f/b transformer. I will not attempt to install numerous jumpers across the micro-area pins - always seem to miss 1 or 2 or it comes back as intermittent.

Herman Ackerman, Reynolds TV & Video Svc
San Diego CA

I will often (in addition to what Herman suggests) drill out the crack at its end point, to keep it from propagating further. I will also often reinforce the board with epoxy, to keep the jumpers from getting pulled on. This is especially important when the jumpers are bridges, rather than point-to-point detours.

Frederick D. Longworth, Jr. MBA, CHMM
Classic Audio Repair, San Diego, CA

It depends on the size of the trace. I have used solder wick for cracks from the flyback and small gauge wires for others.

Jeff Dougherty, MST/CSR

Challenged by Bugs?

Get some roach powder. It's sold in most hardware stores under \$10 for a large container. Sprinkle it around the baseboards, under desks, under and around any places you see roaches. Be careful on walk areas because it can make a floor slippery. Also Alex hates it on circuit boards. It can make them conductive. I think that's what he gripes about if I get any powder on them. It will kill any roaches that touch the powder within 3 days. All running around at the time and any eggs that hatch days later. You can leave it and it lasts for several months. It's nontoxic to humans and is approved for restaurant use. It's an electrically charged boric acid powder. It works by the roaches running through it and getting it on their bodies. It scratches their exoskeleton which causes them to dehydrate and die. It's less expensive than other sprays and bombs. It lasts far longer. And it's nontoxic. I've used it for years. Also I keep a large cardboard box in the back that I've dusted with the powder. If any machine gets into the shop by mistake with roaches or I even think it may have a bug in it... I set the machine

in the box so that it doesn't touch the box sides and store it for a few days in that. Whatever crawls out of the set has to walk through the powder and they die. Years ago I had an exterminator come in every couple of months. I do believe I put one of his kids through med school. Then I found the roach powder and haven't had to call him since.

Teresa Aleksandrov,
Superior TV Service, Ypsilanti, Mi

My experience has generally been that "roach excrement" is highly reactive. It corrodes foil traces as well as the leads of parts right where they go though the holes in pc-boards. Once the physical presence of roaches and their eggs has been cleared away, the board is still very likely damaged by this corrosion. It is this damage which makes roach infestation so destructive.

There is also a liability issue. If you use roach powder to kill the bugs and possibly their eggs, then -- no matter how well you clean the set afterward -- it still contains a great deal of toxic chemicals. If the customer touches the set, it is possible that residue of the roach powder may get on the customer's hands, and like anything else that gets on our hands, possibly be ingested. This is a special hazard for children.

Frederick D. Longworth, Jr. MBA, CHMM

Boric acid.

Jeff Dougherty, MST/CSR

[That stuff used to be used as eye wash. —Ed.]



Cumberland
ELECTRONICS, INC.

(888) 501-9664

OPEN 24 hrs at
www.cumb.com

Putting Our Customers' Needs First!

- Extensive Inventory
- Same Day Shipping
- Custom Shipping Options
- Complete Parts Supply Solutions
- Customized Servicer Program
- Stocking Parts and Accessories from ALL Top OEM Manufacturers

The Leading Authorized Distributor for:

HITACHI GE MAGNAVOX
Panasonic PHILIPS PROSCAN
Quasar RCA Technics

In Business Since 1962

Locations in:
Pennsylvania Maryland Connecticut



At the risk of sounding like a broken record (although I COULD, since I am working on a BSR turntable this very minute)... I know I have recommended ELEKTRO-TANYA here several times before - that service manual shows as being available for download at <http://elektrotanya.com/>. Even if you don't sign up for a FREE password, you can still download up to 2 schematics a day without one. They got LOTSA stuff on there that you will find nowhere else !

[This is a European site and not all the text is in English but we have been told that it can be navigated with positive results. — Ed. We think the author is Joe Sopko, editor of The Speaker.]

NESDA FORUM

Many of the recipients of this newsletter are not members of NESDA. To be sure, one does have to lay out money, but ETG thinks it a worthwhile investment. Most ETG members are also NESDA members. Here is an announcement of a new NESDA member benefit:

The true power of NESDA is its members. Collectively, NESDA represents an immense intellectual resource, second to none in this industry. I am very proud to announce that the NESDA office / leadership has created a place to showcase and share this resource: the NESDAnet Reference Forum. The real power of a successful forum comes from the contributions made by the forum users, in this case, the NESDA membership. What we have created is the basic foundation of the forum and we realize that as members contribute, it will take on a shape and life of its own. Leonard Caillouet will be the forum moderator / forum expert. Now, we will have a single organized place to store all those brilliant ideas, technical resources, how-to instructions, links to videos, photos, reference material, industry news, etc. The possibilities are endless!

Paying attention and contributing to this new addition to the NESDA toolbox could benefit your company immensely !

Ben Fowler, President,
National Electronics Service Dealers Association

You now have an invitation to join the new NESDA forum. When you do so, it will be a new experience for many of you, and there will be a learning curve to use this new resource. If you have used internet forums before, particularly Vbulletin based forums (which are most common) you will have no problems navigating and posting. If you have not, please take a few minutes to look over the resources we have to help you get going. You will receive an email with instructions for completing a very short survey that will provide the VOC committee, staff, and Board with information to further enhance services to members. After that you will be able to sign in. Mack's instructions are very good. Please read them carefully.

Once you enter the forum, there will be a list of forum

areas that you can scroll through. Many contain more layers of forums. Each forum can contain threads, and each thread is made of posts. I suggest clicking on the various areas to open the forums within, or to view the posts. You can get back to the main page by simply clicking on one of the tabs labeled "Forum" on the left above the forum index and below the title "NESDAnet Forum." You will also see a nearby tab labeled "FAQ." Clicking this will get you to an index of topics that cover most of the possible things to do on a forum of this type. When in an area or forum, just click on the title of what you want to open.

The first area that you will see listed in the NESDAnet Reference Forum is the "NESDA Member Services & Forum Help Area." This will contain help information for all NESDA resources. This will be the place where you can post new threads with comments and questions about using the forum. You can always get back to the main forum page with the index of the areas you can access by clicking the "Forum" tab.

If you get stuck or need help, don't panic. Post a question and there will be lots of help.

Leonard Caillouet MS, CET, MST, ISF
Gainesville, FL 32608

Tech Tips

We have a Sylvania TV in for service, model . . . that we do not have the original remote for. It is locked in "AUX" mode. Is there a way to unlock it without the original remote? Please advise.

Sandy, Sandy's TV & Appliances
Wolcott Ct

I Keep a Harmony 300 universal remote in the shop. It cost about \$45 and you can program it for any TV from a USB port on your computer in seconds!

Harry Oswald, Harry's Electronics
Deptford, NJ

The mirror on a light engine type TV is broken. Can this mirror be replaced using a regular mirror from the glass company, or is there something special on them? Thanks for enlighten me, your time and support are always welcome.

Oscar Perez, Piedmont TV Service
Greenwood, SC

I replaced the PTV mirrors with acrylic mirrors before. They are lighter than glass.

Jeff Dougherty, MST/CSR,

CLASSIFIED ADS

Classified advertisements. Each current ETG-member may run up to three free ads each year. Free ads are limited to one column inch and must be for non commercial items like surplus equipment for sale, business for sale, help or position wanted.

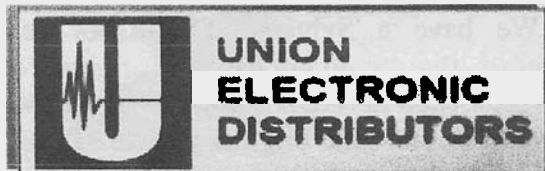
Other classified ads selling or asking for goods or services of interest to electronics servicers will be published. The rate is 60 cents a word (common counting) with a minimum charge of \$10 per issue. Readable copy, full payment, name (a human being), street address (no PO boxes) and phone number of the advertiser required even if these latter do not appear in the published ad. Ads will be printed in standard body type, first few words in boldface. The classified ad deadline is about the 28th of the month previous to publication. Submit classified ads to the editor.

NEW MEMBER

The following business has applied for membership in E T G and is provisionally accepted:

Summit Electronics, 620 Washington Street, Dorchester, MA, Michael Dockery, owner, applies for business membership. They service computers and game systems. They list 3 technicians and 5 other employees.

Should anyone notice any inaccuracy in this information, he should notify the treasurer of E T G. Any objection to the admission of an applicant must be made in writing to the treasurer within 14 days after publication of this notice. If no objection is received, we will be pleased to welcome this applicant as a full member of E T G.



**UNION
ELECTRONIC
DISTRIBUTORS**

Union Electronic Distributors is proud to announce our newest authorized line:



VIZIO

- We are one of the only two authorized distributors in the nation
- Will meet or beat any published price
 - Huge stock levels
 - Overall fill rate of 90%
 - Research available
- Free freight for any shipment of \$150.00 or more (excludes oversized items)

Please contact us

Phone: 800-648-6657 sales@ued.net
Fax: 800-438-6466 www.ued.net

ELECTRONIC TECHNICIANS GUILD OF MASSACHUSETTS, INC.

MEMBERSHIP CLASSES AND DUES RATES

BUSINESS MEMBERSHIP 150.00

HALF YEAR RATE IS 80.00

This applies to any person or organization receiving any income from electronic servicing or sales except wages subject to social security taxes.

ELECTRONIC TECHNICIAN 1 CLASS

60.00

This applies to business partners and technicians employed in a member business.

ELECTRONIC TECHNICIAN 2 CLASS

75.00

This applies to all other technicians.

TEACHER CLASS

60.00

This applies to teachers of electronics or administrators at a recognized school.

RETIRED CLASS:

35.00

This applies to present or former members of E T G, now retired and having no income from electronics.

BUSINESS ASSOCIATE CLASS

35.00

This applies to non-technicians employed by a member business.

STUDENT ASSOCIATE CLASS

35.00

This applies to students of electronics at a recognized school with no income from electronics or to an apprentice in a member business.

SUPPLIER ASSOCIATE CLASS

150.00

This applies to businesses supplying materials or services to electronic service businesses.

DISCLAIMER

The views and opinions expressed in the various articles are those of the respective authors and do not necessarily reflect those of the Electronic Technicians Guild of Massachusetts or of the editors of the ETG State News. Neither ETG nor the editors guarantee the accuracy, efficacy or safety of any fixes or other technical information published.

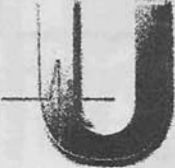
MEETING SCHEDULE

This meeting schedule is tentative as it is sometimes necessary to schedule manufacturers' seminars at their convenience.

WEDNESDAY, NOVEMBER 17, 2010
ETG DOES NOT MEET IN DECEMBER
WEDNESDAY, JANUARY 19, 2011

DEADLINES FOR NOVEMBER ETG NEWS

Classified Ads Oct. 25, 2010 5 P. M.
Display Ads Oct. 27, 2010, 5 P. M.
Editorial Material Oct. 29, 2010 5 P. M.



Union Electronic Distributors

**At Union, we're not simply a parts distributor.
We are your business partner.**

HITACHI

MAGNAVOX™

Panasonic

Technics

Quasar®

PHILIPS



RCA

p&f

VIZIO

LG/Zenith

Be a part of the JFC! (the Join Forces Club)

***Light Engines, Circuit Boards, New Osram Lamps, and Original Color Wheels
at Discounted Prices***

Advent
Audiovox
Daewoo
Dynex
Funai

Insignia
JVC
LG
Maxent
Mitsubishi

Pioneer
Poloroid
Prima
Samsung
Sharp

Sanyo
Sony
Toshiba
Westinghouse
Zenith



EUREKA



ORDER ONLINE: www.ued.net

Phone: 800-648-6657

Fax: 800-438-6466

311 E. Coming Rd. Beecher, IL 60401



MEETING WEDNESDAY, OCTOBER 20, WALTHAM ELKS



John H. White, Treasurer
573 Central Street
Winchendon, MA 01475-1268

PRESORTED
STANDARD
U. S. POSTAGE PAID
Winchendon, MA
Permit No. 29

RETURN SERVICE REQUESTED

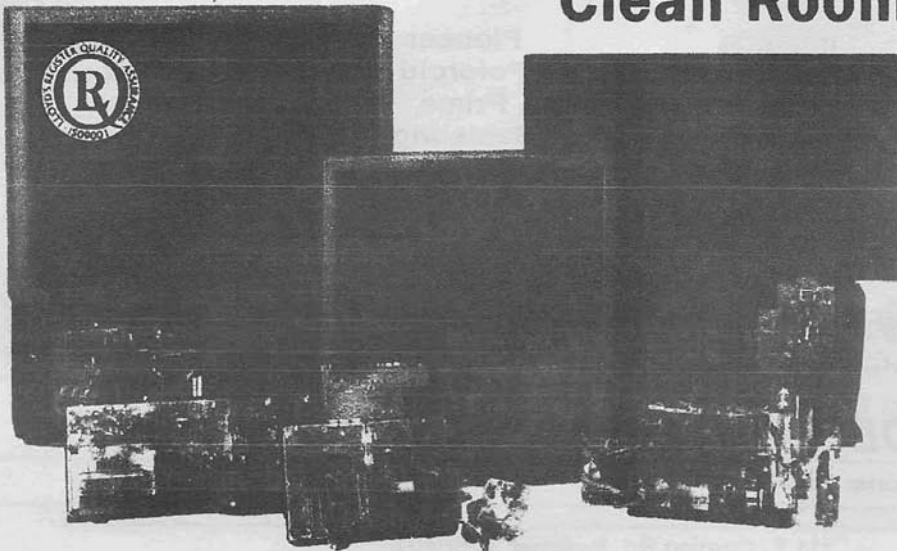
0206445719 0093



★ PHILIPS ★ SANYO ★ SAMSUNG ★ SHARP ★ SONY ★ THOMSON ★ TOSHIBA ★ ZENITH ★

★ HITACHI ★ JVC ★ MITSUBISHI ★ PANASONIC

Clean Room Technology



Technical Assistance Call Center

- ★ DLP
- ★ LCD
- ★ HDTV
- ★ PLASMA

DTS Electronics

Serving Today's Technology and Beyond

Headquarters: 5233 S. Hwy 37, Blooming 17401

800-844-7871 • Fax 800-844-3291

e-mail: pts@ptscorp.com



www.ptscorp.com

