

## Systems oriented

# Computer training helps sales engineers, customers

By CAROL KOVAL

Ron Motis (IG Sales Training Development manager) and Steve Marriott (Sales Training Program manager) are tying up the loose ends on the Instrument Group Computer Technology Training Program for the U.S. Sales Force.

When the program began last November, each member of the IG U.S. sales force was provided with an IBM portable personal computer with color graphics card, 640K memory, Epson printer, Framework business application software, and associated computer aided instruction courses developed by IG sales training. Application engineers received an equivalent IBM desktop model with color monitor.

It was Ron and Steve's job to hold classes for the SE's from the 48 field offices to aid them in their quest to become computer literate and therefore more efficient at selling controller-aided products.

Both instructors have spent a considerable amount of time traveling over the past year, but the end is in sight. Only 11 field offices have not yet received training and they are all scheduled within the next month.

The program consists of one day of training on computer literacy, taught by Steve, followed by computer-aided instructional assignments, to be completed over the next two years. Participants send to Beaverton completed course disks containing the answered questions.

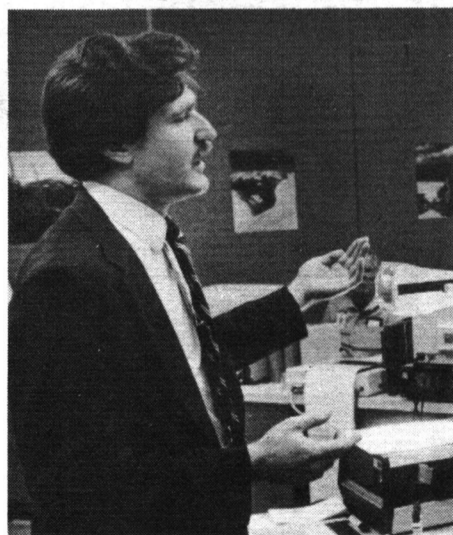
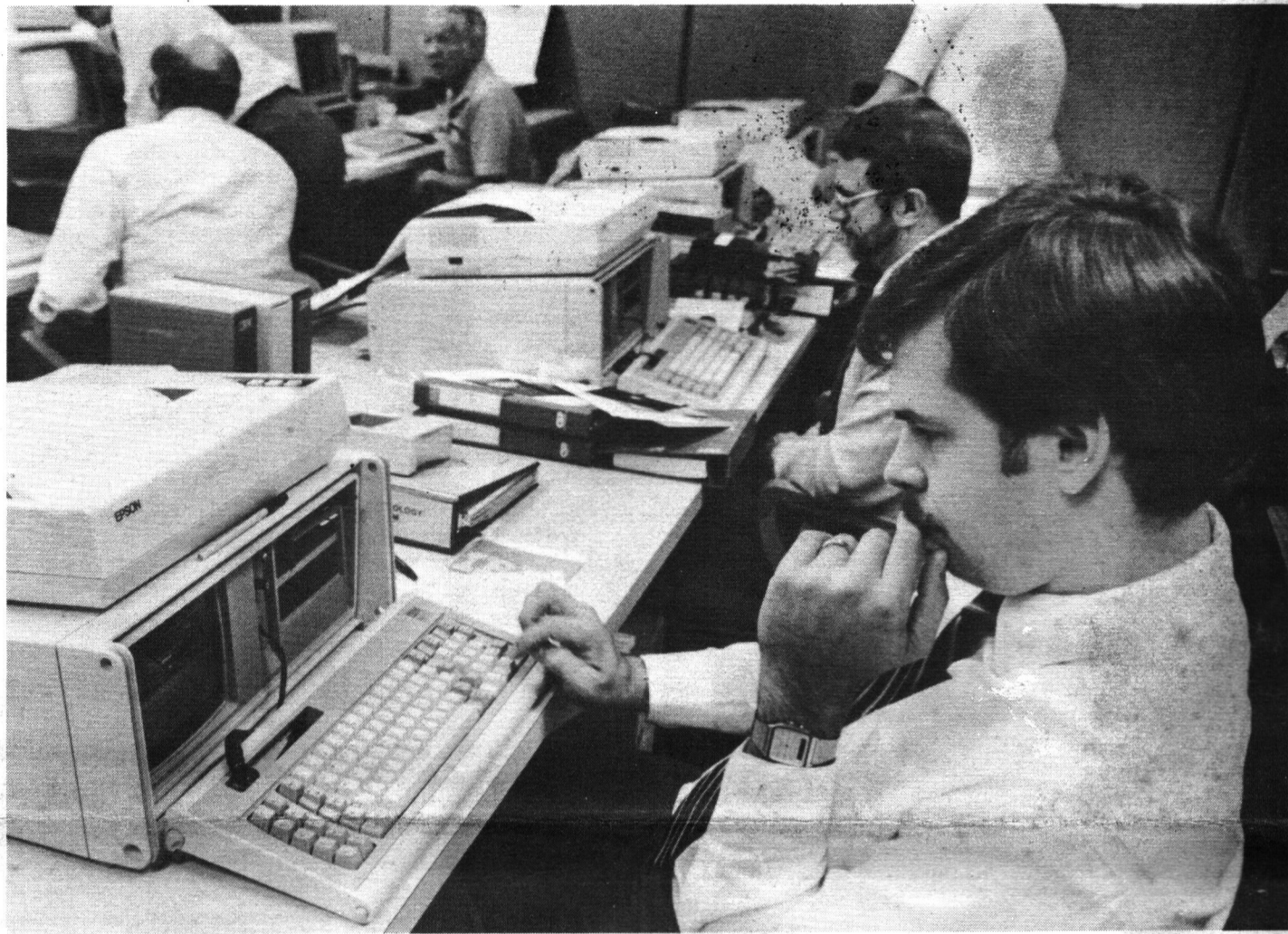
About a month after the training on computer literacy, another day of training is given by Ron on a business application package called Framework.

Ron said the Framework package gives SE's the power of database, spread sheets, word processing, telecommunications, and outlining to better manage their territory. Various Beaverton groups are taking advantage of this training by using a Framework format to supply information to the sales engineers. The business applications package also parallels the computer technology training.

The entire program is designed to bring computer literacy of the field sales force to the level needed to better sell Tek's systems-oriented products. Courses are to be completed on personal time although many assignments can be applied to the daily sales work environment.

AE's who have trained on IBM PC's in Beaverton the past year have been able to lend a hand to Ron and Steve when they present classes to the SE's.

"We feel this program is improving our salespersons' efficiency in interfacing with customers whose primary concern is to increase productivity," Ron said. "The response has been very favorable and all the participants are excited about the program."



Photos by Don Leighton



Ron Motis (left) leads recent class on personal computers for Tek sales engineers.

An additional benefit is the chance for program participants to eventually own their PC by earning points. The SE's earn points for every sale of system products. These accrue toward a total point value required to assume ownership of the IBM hardware and software.

Although the program was initially for IG sales people, other groups are now involved. In March, Ron and Steve traveled to Tek U.K. (Marlowe) and trained 20 AE's. Those AE's in turn will train SE's throughout Europe. Employees from Computer Based Instrumentation (CBI), Portables

and Lab Instruments Division are also involved in the training program.

The product areas are also providing hardware and/or software products to allow use of the IBM PC as an instrument controller. □

## Thoughts

Poets who make pretty rhymes about falling leaves seldom spend any time raking them. *Pick and Pack* □

## In this issue

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## Additional August anniversaries



**10-year Tek, Austria**—Eveline Drab (Order Processing, Tek Austria) shows gold Tek necklace she received recently for completing 10 years with Tek. Eveline accepted her service award from Gunther Graff (Operations manager, Tek Austria).



**20-year Tek, August**—Seated from left, Sonja Martin, Eric Ellingson and Jean Boswell; standing, Charlie Lockhart, Gene Bland, Helen McMartin and Al Schamel. A total of 82 U.S. Tek employees received service awards in August. See *Tekweek*, August 30, page 3, and September 27, page 5, for more photos.

## Letters to the Editor

Comments (company-related) from employees are welcomed, with *Tekweek* reserving the right to edit letters for good taste and length. All letters must be signed. Opinions expressed are not necessarily those of the *Tekweek* staff or the company. Send letters to del. sta. 53-078.

### Donate when you can

To the Editor:

"Shortage of 'O' positive type blood in the Portland metropolitan area...additional donors are needed..." blared the TV news report, as I anxiously waited for the doctor to call and tell me if I'd be needing surgery.

My first thought was: When I get better I'll donate blood, especially since I'm "O" positive. My second thought: Hey, what if I need surgery? I'm "O" positive: will there be enough blood if I need a transfusion?

I used to be a regular blood donor, but got lazy: "I'm too busy", "I don't want to walk over in the rain", "It's too much trouble". Now that I'm on the other end of the rope, I suddenly realize how important blood donations are! After I recover, I will make it a point to donate blood on a regular basis.

Because the Red Cross Bloodmobile comes to Tektronix, it's very convenient for us to donate blood. Simply go to the designated cafeteria...it only takes about 30 minutes. Afterward, donors are served cookies, crackers, peanuts, punch and coffee; perfect for an afternoon snack. I'm the squeamish type, but donating blood is a surprisingly neat process and doesn't bother me.

I encourage all of you to donate blood, and a big thanks to those who already do. Donate while you can; you might need blood in the future and have to depend on others to keep up the supply.

Name withheld by request

## Volunteers sought

Tek Labs' Human Factors Research needs volunteers to complete a questionnaire regarding criteria used when judging image quality of a display and hard copies. The survey will help to specify more accurately a display's requirements, depending upon the application. Time to complete the survey is about 15 minutes. If interested, call Sheri Van Cleef, 627-6338, to request a questionnaire. □

### Teks had their say

To the Editor:

In response to the letter regarding people involvement and the new smoking policy that appeared in *Tekweek*, September 27, I would like to point out that the current Tektronix smoking policy is essentially the same as that recommended by the Clark County Smoking Policy Task Force.

Fred Hanson initiated the task force in late 1984 to research the issue and make a policy recommendation. The membership included a broad range of job skills and was evenly split between smokers and nonsmokers.

During the information gathering phase the task force studied state and federal legislation, smoking policy trends in industry, and legal issues (a lawsuit against the State of Oregon was a hot issue at the time). Additional input came from a survey which reached over 300 employees.

After all the arguments died out and everyone had had their say, the final version of the C1 smoking policy was unanimously approved. "People involvement" in action.

Jim Rogers  
ISI Manufacturing

### Walker road, leased buildings

## Teks to contribute blood

Walker Road employees in buildings 92-93-94 and those in leased buildings 23-41-51-53-54-56 will give blood on Friday, October 18, 11:30 a.m.-4:30 p.m., at the Walker Road cafeteria (96). All donations by appointment only; contact your Area

## Benefits

### Deferral Plan deadline set

Employees who wish to begin participation or make changes in the Profit Sharing Deferral Plan for the six-month period, 607-613, must turn in an election card to the Retirement Programs office, Y6-600, by **October 18**.

Changes made at this time will become effective beginning November 17. The January 3, 1986 paychecks, which show profit share for AP607, will reflect election changes received by the October 18 deadline.

Election cards are in the reading racks. For information, call 627-8027. □

### Traffic safety tip

Be sure you can see and hear traffic when you are driving, cycling, or walking. Wearing headset type radios/tape players may be dangerous because they can reduce your ability to hear traffic and emergency vehicles. Use all your senses... including common sense while driving. A *traffic safety tip* from *Security Services*. □

## Statistics

### Weddings

Cindy Conklin (IDG Purchasing) and Mark Heintz (IDG Terminals), on September 21.

Linda Elich (Central Services) and Andy Fuller, on September 14.

Marcella Huck (2400 PID) and Gary Billett (2400 PID), on August 31.

### Births

Cody Garret, 2 lbs 1 oz, to Lori and Sheldon Hill (Module Repair Center), on April 25.

### Death

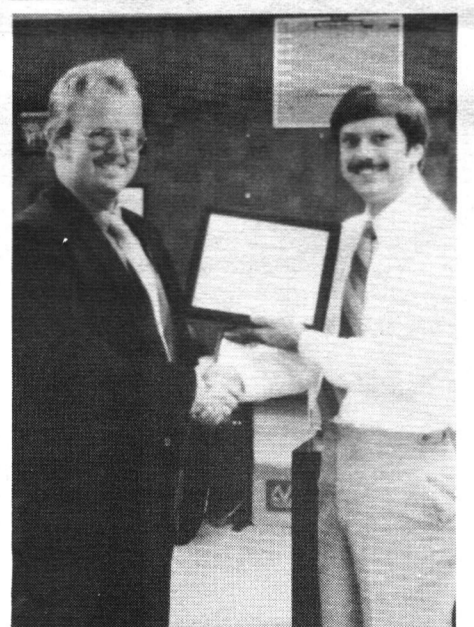
Kwang Kim (400 Series) died September 15, 1985 from cancer. He started at Tek in 1977 and last worked for Bill Luce. Kwang is survived by his wife Myung and three daughters.

### Thank You

Although we are a little late in saying this, thank you very much to those friends of Dick and Arlene Janowski who donated their money to the fund established at the U.S. National Bank/Electronic Branch. We have donated the money, in their names, to the Multiple Sclerosis National Society for their work here in Oregon. The High Volume CRT Manufacturing Group. Jennie Lou Werlein, Group Secretary

Thanks go out to all of my wonderful friends that were able to attend my 20th anniversary. Special thanks go to Micki May, Elaine Stark, Rachel Pickett, Nancy Larson and Mary Bennett. Thank you everyone. Ed VanKleek

I wish to thank my friends for helping me celebrate my 20th anniversary. A special thanks to Mary Flanagan and Al Hill. Joy Alvord



James Long (MDL/IDG specialist, Detroit Service Center), right, recently received a driver recognition award for 150,000 accident-free miles. Making the presentation is Lou Canale (Dayton Area Service manager).

## Tekweek

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## 604 ESPP share price announced

Employee Share Purchase Plan share price for Accounting Period 604 is as follows:

Purchase date	9-18-85
80% Employee cost	\$40.20
20% Discount	\$10.05
100% Price	\$50.25

The Employee Share Purchase Plan sets the price the last Wednesday of the accounting period. Participants who have accumulated at least the 80 per cent cost in their ESPP account will automatically purchase shares. The shares are posted to each participant's account within two weeks of the purchase date.

Rep or call Community Relations, 643-8147, for appointed time.

Clark County Teks donated 152 pints of blood at their August 9 drawing with 37 donors in Vancouver (08) and 115 in Murdock Park (C1). First time and gallon donors were:

#### Vancouver (08)

August 9, 1985: 37 donors.

**First-Time**—Nancy J. Fenswick, Michele M. McCoy, Michael R. Walker, David E. Anderson, Gregory A. Hoag, Laura J. McNeil, Leila J. Crane, Ruth A. Jory, Candice J. Philpott.

**One Gallon**—Patricia Myers, Julie Ryan. Roxanne Orefice, Beaverton, was a recent one gallon donor also.

**Three Gallon**—Stanley VanGrunsven.

#### Murdock Park (C1)

August 9, 1985: 115 donors.

**First Time**—Timothy Falk, Marcella Huck, Donna Kasinger, Lisa Marsyla, Vikki Street, Michael Campanello, Thi Hai Hancock, Michael Hunter, Patricia Larose, Cheryl Raeburn, Diane Wonsler, Mee Chang, Theresa Hess, John W. Jonez, Karol Lecuyer, David Sailor, Catalina Woodbury.

**One Gallon**—Bob Mallory, Cynthia Powell, Mickie Denman, Lucy Vandehey.

**Three Gallon**—Vern Byars.



## Several vendors chosen

# Food Services divisionalized

Divisionalization of Food Services, effective January 1, will result in several vendors providing service to Tektronix employees in Oregon and Clark County, Washington.

Since March, Ed Reed (Corporate Food Services manager) and a team of representatives from each of the cafeteria sites have been in the process of selecting food service contractors.

The following selections have been made: Wilsonville and Murdock Park, Mannings, Inc.; Beaverton campus and Merlo Road, Tiffany Food Services; and Forest Grove, Greyhound Food Management. Vancouver (08) has delayed their selection until October 15.

The Walker Road site has chosen to delay the food service contractor selection process until the end of the fiscal year. The present contract with Greyhound Food Management at Walker Road has been extended until

that time.

Representatives who participated in the selection process for each of the sites are as follows: Wilsonville—Derald Thornton, Terri Dunwoody. Murdock Park—Lionel Kreps, John Bushell. Vancouver—Dave Anderson, Dennis Ruitenbeek. Merlo Road—Stan

**The transition of contractors will take place during the Christmas holiday closure.**

Kouba, Connie Hill. Forest Grove—Art Pugh, John McDevitt. Beaverton Campus—Connie Hill, Y3; Frank Pozsgai, 16; Cheryl Frantz, 19; Jim Blethen, 45; Doug Geltz, 48; Jim Scott, 50; Linda Brewer, 58; Ian Smethurst, 59; Bernie Ballard, 73/78.

The present food service contract with Greyhound Food Management expires on December 31, and the transition of contractors will take place dur-

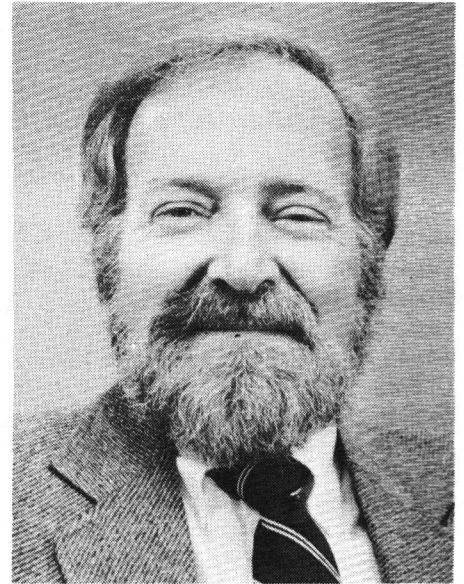
ing the Christmas holiday closure.

Employees of Greyhound Food Management serving Tektronix will be given an opportunity to retain their positions with the new contractors.

Ed will assist in finalizing each of the contracts. When the change of vendors takes effect in January, the following people will supervise the day-to-day contract administration: Wilsonville, Terri Dunwoody; Murdock Park, Lionel Kreps; Beaverton campus, Ed Reed; Merlo Road, Connie Hill; Forest Grove, John McDevitt; Vancouver, Dennis Ruitenbeek.

In addition to the administration of the Beaverton campus contract, Ed will continue in a central capacity to provide reference and leadership for Tek's over-all food services programs.

Each site representative will communicate details of their contract to employees in the effected area. □



**Ed Reed (Corporate Food Services Manager) will finalize new food service contracts for Tek.**

## To higher education

# Tek commitment explored

"Tek's Commitment to Higher Education" will be the topic of a high energy program at the November 4 Area Rep conference featuring Vic Atiyeh, Oregon Governor, and Bud Davis, Chancellor, Oregon State System of Higher Education, with remarks by Earl Wantland, Tek President. Phil Robinson (Vice President and General Manager, Instrument System Group) will be topic speaker and corporate management representative. The following is a preview:

Creation of the Oregon Center for Advanced Technology Education (OCATE) in the Portland metropolitan area is of great importance to Tek. It starts this fall and will deliver graduate level continuing education courses at convenient locations from state-supported universities including the University of Oregon, Oregon State University and private institutions.

OCATE and the higher education enhancement package proposed by Governor Vic Atiyeh were strongly supported by Tektronix. It was the first time a Tek CEO (President Earl Wantland) ever testified before the Oregon legislature.

Tektronix and the Tektronix Foundation also play an important part in supporting universities through financial contributions, adjunct faculty, faculty exchanges and advisory committees.

In return, Tek hopes to establish strong liaison programs at schools having technology relevant to the company's needs and gain early visibility of the outstanding students in the fields of Electrical and Computer Engineering, Computer Science, Mechanical Engineering, and the Physical Sciences like chemistry and physics.

Through "new blood" and top quality individuals, Tek's future can only become brighter.

Send questions, suggestions, observations or any other areas of concern on blue question forms to Howard Ellis, Chairman, by October 9. Pick up forms in your building reading rack or contact your nearest Area Rep Panel member. For more information, call Howard at 643-8130. □



**Bud Davis, Chancellor for the State System of Higher Education in Oregon, will be a speaker at the November 4 Area Rep Conference.**



**Oregon Governor Vic Atiyeh will be featured at the November 4 Area Rep Conference on "Tek's Commitment to Higher Education."**

## Newsletter makes debut in Redmond

Communications Network Analyzers (CNA) Division in Redmond, Ore., published the first edition of its newsletter, *CNA Spirit*, in September.

Work on the newsletter is done by volunteers on their own time. It will include news articles, human interest stories, activities in the local area and within CNA, and helpful hints.

Personal and departmental information such as weddings, births, and promotions, questions and answers relating to Tek or CNA, and photos will also be included.

Editor Sharon Watkins said in order to keep *CNA Spirit* alive, volunteers are needed to submit stories, articles, information, black and white photos, ideas, and perhaps most importantly, time.

Deadline for the next issue is October 9. □

## 2230 scope introduced on time



**Roland Crop (Portables Test Instruments Engineering manager) tells of individual and group accomplishments at the recent pizza party to celebrate on-time introduction of the 2230 oscilloscope. More than 100 Tek's from manufacturing, engineering and marketing attended the event, held at Pietro's Pizza at Jantzen Beach.**



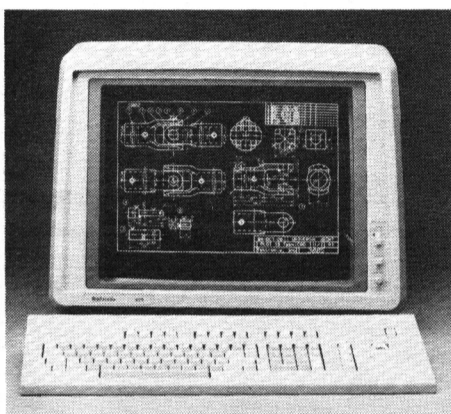
## 4100 Series CDTs

# New A models offer more features for less money

New A models of the 4100 Series Computer Display Terminals from Information Display Group offer more features for less money.

The enhanced desktop color terminals feature expanded DEC VT-100 compatibility, additional graphics manipulation capabilities, and support additional input and output devices. The new terminals cost \$500 to \$1,000 less than the original 4100 Series terminals.

The 4100A Series includes the 4104A (\$2,995), 4105A (\$3,495), 4106A (\$5,995), 4107A (\$6,995), and 4109A (\$8,995); and the IBM compatible CX4106A (\$6,995), CX4107A (\$7,995), and CX4109A (\$9,995). The CX4100A terminals are IBM 3270 plug-compatible and retain the full feature set



The new high resolution 4111 Computer Display Terminal (4100 Series-compatible) from IDG, provides users with a 1024 X 780 pixel display and an extensive set of graphics functions such as multiple views, segments, surface support, and local zoom and pan. Priced at \$12,950, the terminal is tailored to such computer aided design (CAD) applications as electrical engineering, mechanical drafting, and structural analysis. The 4111 is positioned between the 4109A and 4125 to reinforce Tek's commitment to a full family of high-performance graphics terminals.

## K-T workshop to be offered

Tek's MRP program will offer the Kepner-Tregoe workshop on Problem Solving-Decision Making during October 7-11 in Beaverton. Cost is \$300 and class is limited to 20 persons. For information, call Jan Clay, 627-3845, or Heather Benson, 627-4655.

The workshop trains managers to be more effective problem solvers and decision makers and more efficient users of information. K-T offers a disciplined, systematic approach to information processing.

Participants will spend most of the time practicing ideas and procedures on case situations and applying the ideas to their own current work situation. □

## Research shown

Displays and demonstrations of recent research work will be presented by Tek Labs at the 1985 Research Forum on Tuesday, November 19, 10 a.m.-6 p.m., in the Tech Center (50) auditorium. A Tek badge will be required for admission. For more information, contact Ronnie Augustynovich, 50-477, 627-6985. □

of their 4100A counterparts.

Like the 4100 Series, the 4100A Series terminals are targeted for applications such as technical data analysis, presentation graphics, CAD drafting and previewing, computer programming, and text editing. The terminals also address the growing application area of shop floor control:

they can be used as "display only" terminals in an automated "paperless" manufacturing floor environment. More sophisticated segment handling capabilities make the 4107A/CX4107A and 4109A/CX4109A suitable for more complex CAD applications.

The 4104A is a new addition to Tek's graphics display terminal series. It of-

fers balanced 480 X 360 resolution, four graphic colors and four dialog colors, and fast sophisticated graphics, including scalable graph text, a wide variety of patterns and line styles, 82 programmable keys, graphic input via the keyboard's joydisk, and an expansion path to the entire Tek graphics family. □



IDG's 4100A Series Computer Display Terminals do more but cost \$500 to \$1,000 less than the original 4100 terminals.

## Original MRP organization officially closes up shop

Tek's original MRP organization officially closed up shop last week—four years and scores of accomplishments after its inception.

"We wanted to formally close it, rather than just let it die out," said Don Blem, the man who made it go.

The "going out of business" event drew a crowd of 100-plus, including Executive Vice President Wim Velsink, vice presidents George Kersels, Dave Friedley and Howard Mikesell; and Tek Board member Bill Walker.

MRP (Manufacturing Resource Planning) is, of course, very much alive. But the original 178-person organization is down now to about one-third that number. They'll be focusing on other elements under a new manager, Dave White.

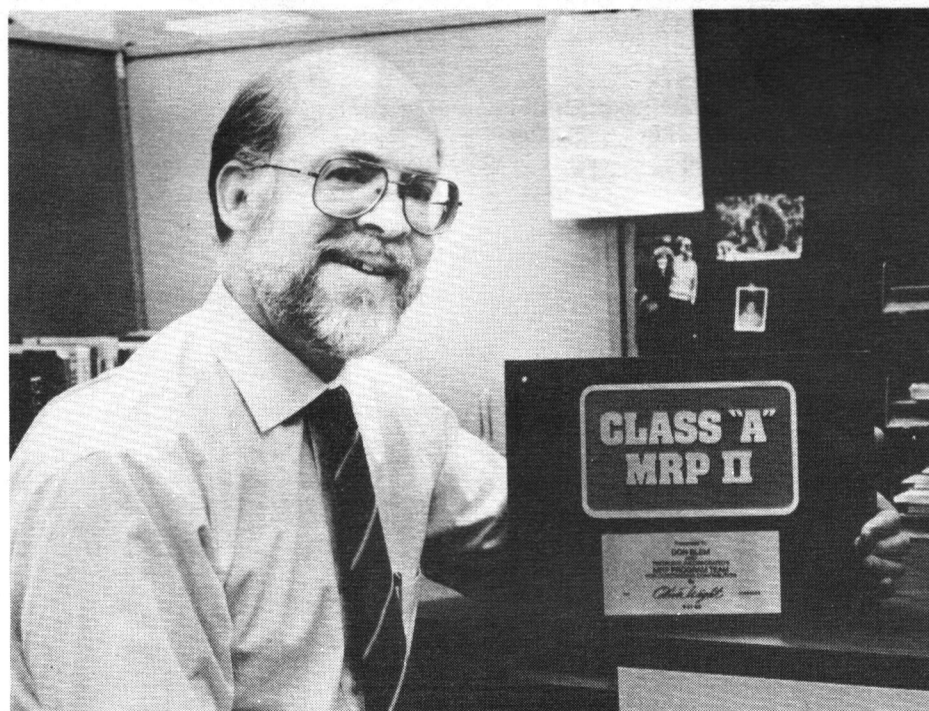
Under Don's leadership, the group helped Tek reach unparalleled MRP success. Fewer than 200 plants worldwide have achieved Class-A MRP status, and Tek has 19 of them.

Oliver Wight Associates, the organization that measures MRP success and issues accreditation, presented Don with his own personal "Class-A" MRP plaque—the only one ever awarded to an individual.

Wim and others praised the accomplishments, and Don recounted the group's history, starting with its original objectives and including its highlights.

Don also got a humorous Bachelor of Science (called a "BS Award") from Steve Gray, Director of Information Systems. Steve said it came from "The University of Information Systems."

Don recently was named Manufacturing manager of IDG's Peripherals Division in Wilsonville. □



Don Blem shows his own personal "Class-A" MRP plaque—the only one ever awarded to an individual.

## HCO, ICO to offer seminars for customers

Tek's Hybrid Components and Integrated Circuits Operations have announced Microcircuits '85, a series of technical seminars for customers on the latest in high-performance, high-reliability hybrid and monolithic microelectronics. Information will be shared on design, production, application, and vendor selection of the latest state-of-the-art linear and digital integrated circuits (ICs).

The first seminars are scheduled for San Jose, California; Wakefield, Massachusetts; and Nashua, New Hampshire.

Broad-band linear circuits with frequency response in the GHz range will

be discussed as well as very high-speed digital circuits, based on Tek's in-house capabilities which span high-speed bipolar IC processes and all major hybrid circuit technologies. Subjects to be covered include why and when to use custom and semi-custom ICs, selecting the right IC technology for the application, design tips and trade-offs, application examples, and selecting and interfacing with custom IC vendors.

The seminar is geared to designers of circuits and subsystems who have high-frequency and other component requirements which are not readily satisfied by standard ICs. □



## At hybrid circuits lab

# Tek engineer models for DuPont ad

A corner of the hybrid circuits lab in Building 13 looked like a photo studio one day recently, and that's what it was.

The scene included a photographer, camera, tripod, plus lights and reflectors. On the other side of the lens was Alan Roberts (Hybrid Manufacturing Engineering), serving as model for a photo in one of a series of advertisements planned by the DuPont Co.

The ad will tout DuPont's 5715 thick film gold product, which, Alan said, Tek has been using for a year in the metallization for hybrid circuits.

"Let's say we are a satisfied customer, and DuPont wants to inform other interested parties," Alan said.

The ad will run in the November and December, 1986, issues of several electronics trade magazines, such as *Solid State Technology* and *Hybrid Circuit Technology*.

Alan, who is Senior Process Engineer, was chosen by DuPont as an expert in the use of this material. The ads will include photos and statements from experts in other electronics manufacturing companies, as well as Tek. □



Alan Roberts (Hybrid Manufacturing Engineering), serving as the model, waits while photographer Paul Gentry of Dahlstrom Photography, Portland, adjusts the camera in recent photo taking session for DuPont Co.

## Bids accepted for lawn gear

Bids will be accepted for a variety of lawn equipment from September 28 to October 5 at the Company Store. All equipment is on display at the store with minimum bid amounts listed on each item.

Winners will be notified October 8-11 and posted on the store's bulletin board. For more information, call Roger Miller, 627-6769, or Mike Brand, 627-6763. Bid items and quantities are:

Cushman diesel riding mower (1 only), Jacobsen Turf King riding mowers (2), Honda mowers (2), Jacobsen 2-cycle mowers (4), fertilizer spreaders (2), 3-reel grass catcher (1), Rotast fertilizer spreader (1), vacuum (1), sod cutter (1), backpack blowers (2), reel mower (1), power blade sharpener (1), blade with ripper (1), 6 feet, 3 point spring loaded cultivator (1). □

## Newsmakers

Karen Culley (EMCO Human Resources) leads a series of professional growth classes during fall term at Portland Community College's Rock Creek campus. The classes meet Mondays, 6:30-9:30 p.m., through November 4 at \$4 per session. Topics include motivation-feedback, mind and space, organizing your time, effective meetings, and group decision making. For information, call 645-4461.

John Maitland (GPPD Technical Documentation) teaches a Technical Communicator course this fall at Chemeketa Community College in Salem. The class meets Wednesdays, 7-10 p.m. For information, call (503) 339-5184.

Phillips Smith (CAE Division) was a panelist on Computer-Aided Expectations at the AEA Oregon Council's "Dream to Reality IV" October 3 in the Greenwood Inn, Beaverton.

## Pledge cards due for United Way

Tek's United Way solicitations for the 1985 campaign will conclude today. Pledge cards will be sent to Payroll and the first payroll deduction will be on the November 7 paycheck.

Tek employees' United Way goal this year is \$1,400,000. *Tekweek* will publish results in the October 18 issue. For information, call 643-8147. □

## Teks pass Oregon bar

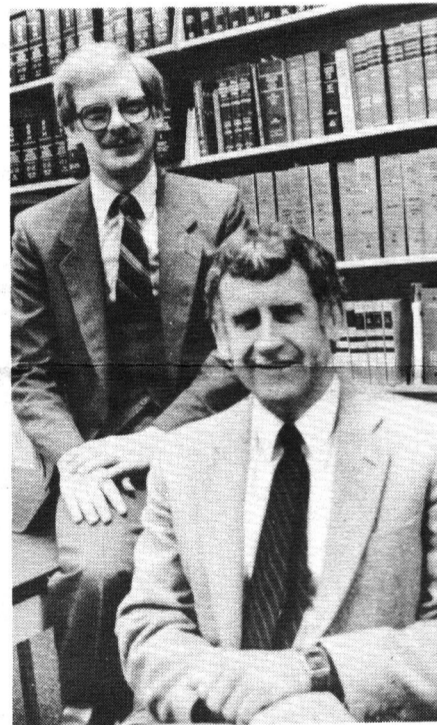
Two members of Tek's legal staff are newly authorized to practice law in the State of Oregon.

Art Kroos (International Counsel) and Frank Gray (Senior Patent Attorney) have passed the Oregon bar exam and were sworn in September 20 at the State Supreme Court in Salem. Both had previously passed their bars in other states.

Art joined Tek in November, 1979, and spent the next five years as International Counsel in Amstelveen, Holland. He returned to Beaverton in August, 1984. Art holds degrees from Washington and Lee College (B.A.), University of Wisconsin (J.D.) and University of Miami (L.L.M.).

Frank is the newest member of the Patent department, coming to Tek from California in October. He holds degrees from Cornell University (B.E.E.) and Santa Clara University (J.D.). He passed the Patent bar in December, 1975.

As a personal sidelight, Art's wife Carol also passed the Oregon bar and was sworn in with him September 20. She is with a Portland law firm. □



Tek lawyers Frank Gray, left, and Art Kroos have passed the Oregon bar.

## TV employees recognized

Four Television Division employees have been honored by various organizations or committees within the broadcast industry.

Rex Ferbrach (European TV Marketing director) has been appointed to the Professional Group on Television and Sound of the Institute of Electrical Engineers (IEEE) in London. The group is concerned with all aspects of electrical and electronic engineering involved in TV and sound broadcasting, private and commercial TV production.

Dave Walters (TV Sales Engineer, Orlando) has been elected manager of the Society of Motion Picture and Television Engineers (SMPTE) Florida/Caribbean area.

Jim Capps (TV Sales Engineer, Washington, D.C.) has been elected to the Broadcast Technology Administrative Committee of the Institute of Electrical and Electronic Engineers (IEEE).

Bill Denne (TV Sales Engineer, Syracuse) is writing guidelines for CATV noise measurements for the New York State Cable Commission. □



"You done good" recognition usually comes in the form of a certificate, but for Leslie Hogan (SALESLIST) recently it was a bouquet of flowers. They were from Ric Franzi (IDG Sales Engineer, Los Angeles Field Office) to show his appreciation to Leslie for doing a rush job, updating his mail list, in a short period of time so he could do a customer mailing.

## Patents

The following U.S. patents were recently issued to Tektronix, Inc. For more information, contact Patents, Trademarks & Licensing, del. sta. Y3-121.

### Instrument Systems Group

- 4,523,161 issued June 11, 1985 for "Programmable Attenuator" by Frank Miles for use in 7D20.

- 4,525,688 issued June 25, 1985 for "Signal Input Circuit" by Desmond L. Murphy and Warren K. Wimmer for use in 7A42.

- 4,527,117 issued July 2, 1985 for "Signal Processing System Employing Charge Transfer Devices" by David Morgan and Roland Andrews for use in 7D20.

### Design Automation Group

- 4,527,272 issued July 2, 1985 for "Signature Analysis Using Random Probing and Signature Memory" by Michael Reiney.

### Information Display Group

- 4,533,861 issued August 6, 1985 for "Stepping Motor Drive Circuit" by Jerrold Rogers and Joseph Trumps.

- 4,528,642 issued July 9, 1985 for "Completing a Fill Pattern Inside a Redrawn Panel Outline" by William Waller for use in 4112 and 4113 Graphics Display Terminal.

### Electronic and Mechanical Components Group

- 4,532,839 issued August 6, 1985 for "Method for Simultaneously Cutting a Plurality of Circuit Boards" by Thomas Easton.

- 4,534,045 issued August 6, 1985 for "Device for Recording Host Electronic Instrument Operating On-Line" by Warren Collier.

### Communications Group

- 4,532,542 issued July 30, 1985 for "Comb Filters" by Gary Andrews for use in 69 M01.

- 4,535,319 issued August 13, 1985 for "Method and Circuit for Measuring Nonlinearity in Dual-Flash Analog-to-Digital Converter" by Bruce J. Penney for use in 110-S.

- 4,535,357 issued August 13, 1985 for "Video Signal Processing Circuit and Method for Blanking Signal Insertion with Transient Distortion Suppression" by Bruce J. Penney for use in 110-S.

### DAG-Logic Analyzers

- 4,493,044 issued January 8, 1985 for "An Apparatus and a Method of Establishing the Correct Display Order of Probe Channels for a Logic Analyzer" by Gerd Hoeren and Steve Palmquist for use in DAS 9100.

### Grass Valley Group

- 4,525,677 issued June 25, 1985 for "Balanced Line Baseband Audio Receiver" by William L. Rorden for use in Horizon.

- 4,525,836 issued June 25, 1985 for "A Circuit for Converting a Logical Signal into Two Balanced Logical Signals" by Birney Dayten and Dale Leavitt for use in 6127 (Rainer).



## Tek Men's All-Star Softball

# Ethel's undefeated in second half

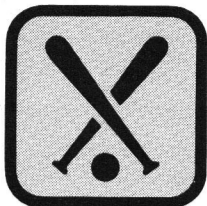
By FLOYD HUMPHREYS

### Tek Men's All-Star League Second Half Standings

Team	W	L	Pct.	GB
Earthquake Ethel's	11	0	1.000	—
Bashor's	9	2	0.818	2
T Shirts +	9	2	0.818	2
Portland Valve	9	2	0.818	2
Hogs	7	5	0.583	4½
Beer Nuts	6	5	0.545	5
Sunshine Pizza	4	7	0.364	7
Electron Express	4	7	0.364	7
Wet Sox	3	8	0.273	8
Suds Suckers	2	9	0.182	9
No-Name	2	9	0.182	9
WHO	1	10	0.091	10

**Second half scores:** Portland Valve 7, Beer Nuts 3; Ethel's 14, Sunshine 5; T Shirts + 12, WHO 2; No-Name 7, Suds Suckers 0; Hogs 14, E.E. 7; Bashor's 8, Wet Sox 7; Ethel's 6, Portland Valve 5; Sunshine 7, Suds Suckers 0; Bashor's 13, Beer Nuts 2; No-Name 14, WHO 5; Hogs 11, Wet Sox 6; T Shirts + 15, E.E. 7; Portland Valve 8, Sunshine 0; Suds Suckers 15, WHO 7; Beer Nuts 13, Hogs 12; Ethel's 7, Bashor's 5 (9 innings); T Shirts + 27, Wet Sox 5; E. E. 14, No-Name 8; E.E. 7, Suds Suckers 0; T Shirts + 16, Beer Nuts 3; Wet Sox 12, No-Name 2; E.E. 10, WHO 4; Bashor's 10, Sunshine 0; Wet Sox 7, Suds Suckers 0; Portland Valve 13, Hogs 12 (8 innings); Beer Nuts 9, No-Name 6; Ethel's 11, T Shirts + 1; WHO 10, Sunshine 4; Bashor's 9, Portland Valve 4; Ethel's 12, Hogs 7.

Apologies are in order to all you faithful fans and readers out there who are having trouble coping without the up-to-date statistics and tid-bits regarding the Tek Men's All-Star Softball League.



During the second half of league play it was difficult to get timely scores and game info. And when you throw in a vacation or two as well, it made for rather spotty reports for *Tekweek*.

The completion of second half action found Earthquake Ethel's at the top of the heap, with an undefeated record, although they were pushed hard in several games. Ethel's had to come from behind in late innings on several occasions and had to go nine innings to defeat Bashor's and preserve their undefeated second half. EE also won the combined league championship for 1985 with a 21-1 record.

Bashor's, T Shirts + and a new league entry, Portland Valve & Fitting, all finished the second half with 9-2 records. They beat everyone they were supposed to, but cut each other up in head-to-head games in addition to each losing to Ethel's.

The Hogs and another new league entry, Beer Nuts, respectively followed the aforementioned four teams and represented the last contingent of winning records in the second half.

Significant among the losers was the WHO, who in one of the last games played for the year took the measure of Sunshine Pizza and thus avoided being the only winless team in the league. The WHO is taking renewed heart from that win and look for better things next year.

Sunshine Pizza, while somewhat dismayed by their record on the playing field, took great pride in their leading the league in post-game barbecues and revelry.

T-Shirts + and Bashor's, respectively, followed Ethel's in the overall league standings with Portland Valve having a good season, particularly in second half, to finish fourth overall. These three teams would appear to be good bets to continue harassing Ethel's into proving and improving their talents in the future.

The Electron Express, even with their highly touted "ringer," fell far off the pace in the second half and played only .500 ball for the season. The Suds Suckers, after a fine first half, reversed that in second half play and also ended their year at .500.

The Hogs maintained their reputation as a winning team by winning nearly two-thirds of their games during the season. The Wet Sox and No-Name also kept pace with their established talents and finished the season in familiar places in the standings.

All told, the league had another successful and enjoyable season, and

maintained high interest and participation levels till the last out was recorded. The addition of new teams, combining and revamping of some others, and stiffer competition, particularly among the upper echelon teams, was in keeping with the long established goals of the league.

The off season, being now here, gives all teams time to assess their year and start planning and recruiting for 1986. For sure, the league winner will be looking again to shore up spots in an effort to again have the best team next year and everyone else will be doing the same in an effort to unseat the incumbent.

Thanks to all of you faithful readers for your interest, patience and feedback regarding these sporadic softball reports. Enjoy the "off season" and perhaps we'll meet again next spring. □

### Combined 1985 Standings

Team	W	L	Pct.	GB
Earthquake Ethel's	21	1	0.955	—
T Shirts +	18	4	0.818	3
Bashor's	16	6	0.727	5
Portland Valve	15	7	0.682	6
Hogs	14	8	0.636	7
Electron Express	11	11	0.500	10
Suds Suckers	11	11	0.500	10
Beer Nuts	10	12	0.455	11
Sunshine Pizza	7	15	0.318	14
No-Name	5	17	0.227	16
Wet Sox	4	18	0.182	17
WHO	1	21	0.045	20

## 1800 attend LID picnic

Some 1800 Lab Instruments Division (LID) employees and family members consumed 2100 hot dogs, 186 gallons of pop, 24 gallons of wine and 18 kegs of beer during their recent picnic at Alderbrook Park in Clark County, Wash.

Pink lemonade also flowed from drinking fountains throughout the day and a western barbecue—roast beef, baked beans, rolls—plus salads and ice cream were also served.

Theme of this year's picnic was "Flip Your Lid" as picnickers enjoyed sports (softball, volleyball, swimming, horse-shoes, boating) and bingo games (cash prizes were as high as \$169).

Preschoolers enjoyed an arcade designed just for them, and older children joined in tug-of-war and various races.

To highlight the day's events, Frank Hermance (LID general manager) awarded a number of door prizes which included brunches, dinners, and weekends for two at Oregon restaurants and get-away spots.

This year's picnic committee members were Pat Angstrom, Biruta

Bachofner, Tim Bennington, Lorry Christian, Gil Stephens and Pat Stevens. □



Frank Hermance (LID general manager), right, awarded door prizes at the picnic with assistance of picnic committee member Pat Stevens.



Older children joined in the tug-of-war at this year's LID picnic in Alderbrook Park, Clark County, Wash.

## StarTeks win playoffs

Mudsharks captured the Tek II Coed Slow-Pitch Softball League championship for the second year in a row with a 9-1 record last summer, but were promptly upset by the Runaways, 7-8, in the mini series playoffs.

As a result, the league has a new playoff champ: StarTeks. The Stars drubbed the Runaways, 18-3, in the finale after downing the Pounders, 14-8.

But that wasn't all. StarTeks then faced the best from Tek Coed League I and proceeded to defeat the Communicators, 22-16. The Star players are mostly CDG employees from Buildings 73 and 78.

Roger Holm (league coordinator, Tek II) said all games last summer were played at Whitford School field near Progress. □

## DDO, Avionics play softball

It was a win/win situation last week when Display Devices Operations and Avionics got together for a softball game.

Employees in both groups, from general managers on down, went to bat for their individual group, and at the end of the "official" seven-inning game DDO was on top with a score of 7-3.

Iris Newman (HR manager, DDO) said they then decided to play an extra two innings, "just for fun," and Avionics came out ahead, 11-9. "So, it really was a win/win situation," she said.

According to Iris, most of the employees in Avionics started out in DDO, so it was sort of a family affair.

"The game was arranged to be sort of an 'upper' for both groups," Iris said. "And I think it worked. We had a real team environment, we all had a great time, and, surprisingly, there weren't any casualties." □

### Tek II Coed League Final 1985 Standings

Team	W	L	Pct.	GB
Mudsharks	9	1	.900	—
Pounders	7	3	.700	2
StarTeks	6	4	.600	3
Runaways	5	5	.500	4
Funatics	2	8	.200	7
WWR	1	9	.100	8

**Playoffs:** Mini series—Mudsharks 7, Runaways 8; StarTeks 14, Pounders 8. Championship—Runaways 3, StarTeks 18. Tek League I/Tek League II championship—StarTeks 22, Communicators 16.

## Sports

### Bill Pooley best bicyclist

Bill Pooley was Tek's best one-day rider in the Seattle to Portland Bicycle Classic last summer with a 8:39 finish time. He took first place last year (not including tandems) with an 8:56. Bill had an 8:58 in 1983 and a 10:25 in 1982.

Other Tek one-day riders were Gary Gest, 14:30; Calvin Diller, 16:21; Linda Alpin, 16:21; and Delores McDonald.

Tek two-day riders included Bob Crispin, 8:40 for day 1 and 8:30 for day 2; and Frank Zuleger.

The bicycle ride totaled 192 miles from Seattle's City Hall to Portland's Schunk Plaza on June 21-22. Information on Tek riders was compiled by Bob Crispin, 627-6465. □

### Ski season set

Ski Tek launched its 1985-86 ski season with the first general meeting for members Wednesday in the PGE auditorium on Murray Blvd. and Old Scholls Ferry Road. For upcoming events, call the Schnow phone, 646-1601. □



## Tek Calendar

October 1985

**TODAY—United Way** solicitations close. Call 643-8147.

**Trading Post deadline**, 1 p.m., Tekweek office, 53-078, for October 11 issue.

**TERAC meeting**, 7:30 p.m., Building 50 auditorium, on Mexico Disaster Communications. Call Steve Brice, 629-1766.

**TOMORROW—Company Store open**, 8 a.m. to 3 p.m., for employees and general public, Building 70. Call 627-6769.

**OCTOBER 7—WRIP City Toastmasters**, 6:30 p.m., Rose's Restaurant, Beaverton Town Square. Call Roger Southwick, 629-1911.

**OCTOBER 8—Benefits briefing for Beaverton/Walker Road**, 9 a.m. (day shift). Call Sally Bates, 627-8032 for swing shift appointment.

**Company Store open**, Tuesday-Thursday, 1-5 p.m., Building 70. Call 627-6769.

**OCTOBER 9—Benefits briefing for Wilsonville**, 9 a.m., Building 60, room S1. Call Sally Bates, 627-8032.

**Daylighters Toastmasters**, 6:40 a.m., Building 58, conference room A/B. Call Abbie Allen, 626-8392.

**OCTOBER 11—Micro PC/AT seminar**, 10 a.m.-12 noon, Building 50 auditorium. Call Bo Janko, 627-6157.

**OCTOBER 14—Area Rep Conference** 1:15 p.m., Building 16 cafeteria, with John Ristow on quality. Call Ron Herdina, 643-8130.

**OCTOBER 16—Heat Shrinkable product technology seminar**, 9-11 a.m., Building 50 auditorium. Call Pat Hein, 627-2760.

**AEA dinner meeting**, 6 p.m., Beaverton Greenwood Inn, on Strategic Corporate Alliances. Call Charlotte Shumaker, 642-8920, for reservations.

**OCTOBER 17—Marylhurst advisor, Corporate Education**, Y6-047. Call Laura Allen, 627-8471.

**OCTOBER 18—Blood drawing**, 11:30 a.m.-4:30 p.m., Walker Road, Building 96 cafeteria, for employees in buildings 92-93-94-23-41-51-53-54-56. Make appointment with your Area Rep or call Community Relations, 643-8147.

**Results of Tek 1985 United Way campaign** announced in Tekweek.

**Profit Sharing Deferral Plan** changes due in Retirement office, Y6-600. Call 627-8027.

**OCTOBER 23—Tek 1985 United Way campaign** results announced at Untied Way of the Columbia-Willamette luncheon. Call 643-8147.

**NOVEMBER 4—Area Rep Conference**, 1:15 p.m., Building 16 cafeteria, with Oregon Governor Vic Atiyeh on Tek's Commitment to Higher Education. Call Howard Ellis, 643-8130.

**NOVEMBER 6—Personal Financial Planning class**, session 1, 6:30-9:30 p.m., Building 60 auditorium. Call Joni Bishop, 685-3622.

**NOVEMBER 7—First payroll deduction** for 1985 United Way pledges.

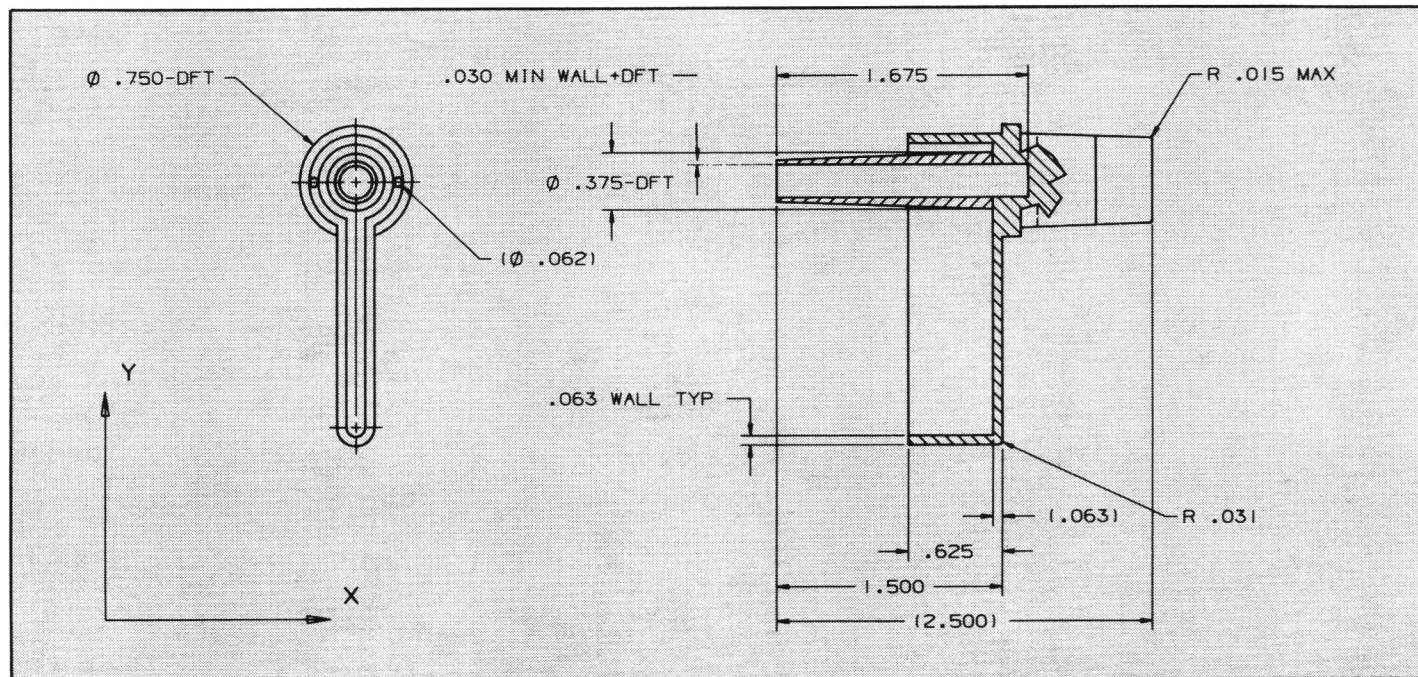
**NOVEMBER 13—Personal Financial Planning class**, session 2, 6:30-9:30 p.m., Building 60 auditorium. Call Joni Bishop, 685-3622.

**NOVEMBER 19—Tek Labs Research Forum**, 10 a.m.-6 p.m., Building 50 auditorium. Call Ronnie Augustynovich, 627-6985.

**NOVEMBER 20—Personal Financial Planning class**, session 3, 6:30-9:30 p.m., Building 60 auditorium. Call Joni Bishop, 685-3622.

Begins October 21

## Drafting done on terminal



DDN Design Drafting course, scheduled for October 21, teaches computer-aided drafting on graphics terminals. This drawing was drawn and dimensioned using DDN.

**A** DDN Design Drafting course taught by Ted Saufley, (Mechanical CAX group) is scheduled to begin October 21 in Tek Beaverton.

DDN (Design, Drafting and Numerical Control) is a Tek-owned software program used by mechanical designers, drafters and others throughout the company.

The course explains how to use DDN to layout, detail and dimension mechanical drawings and manipulate graphics data on a computer terminal. It also explains the use of keyboard functions and quick access keys used in drafting construction, line work, notes, symbols and geometric patterns.

Course prerequisites include In-

roduction to DDN and advanced drafting or equivalent work experience. Basic VAX/VMS experience is highly recommended.

This class consists of 10 sessions on Mondays, 4-7 p.m., and costs \$225 for tuition and materials. To register for this course or one of the other four DDN courses, call 627-2378. □

At Lintner Center

## New programs offered

**T**wo new programs—Oregon Executive MBA and Computer Graphics Certificate—will be offered by the Lintner Center for Advanced Education at the PCC Rock Creek campus.

The Oregon Executive MBA program, offered by the University of Oregon Graduate School of Business, is keyed to managers and executives of dynamic industries. The two-year program is

structured to complement the student's development in conjunction with training from his/her firm.

Classes meet weekly on alternate Fridays and Saturday with regular full-time faculty. A class of 40 participants is pre-selected. Applications for the January classes are due Monday, October 21. For information and forms, call (503) 686-3322.

UO also offers the certificate program in computer graphics for students and practicing professionals who need competence in computer graphics. Sections of classes are scheduled during evening or weekend hours, one-to-two days per week.

Classes offered will include communications graphics, survey of computer graphics applications, and programming graphics techniques. For application forms and information, call (503) 686-4231. □

## Tech comm class offered

**C**hemeketa Community College in Salem offers an evening sequence course in technical communication this fall for those preparing to work in the technical field and need to write reports or other documents.

The course emphasizes writing skills and techniques, appropriate format, editing, use of illustrations and interpersonal skills on the job. Students will have hands-on experience with a word processor.

Classes meet Wednesdays, 7-10 p.m., in Chemeketa's computer lab, Building 3, room 272. Instructors will be John Terhes (Chemeketa writing instructor) and John Maitland (Tek technical communications specialist). For information, call John Terhes, (503) 399-5101. □

## C1 ed center open four days

**T**he Education Center at Jack Murdock Park (C1) is now open from 9 a.m. to 1 p.m., Mondays through Thursdays.

Jim Marble, Clark College representative at C1, will be available Mondays and Thursday until 5 p.m. He can be reached at 253-5954.

The Education Center is staffed by Annette Pitel, 253-5954. The office is located at C1-954. □

## Single board computers topic

**R**on Mazza (Marketing vice president) and Nick Antonopoulos (Product manager) from Faraday Electronics will discuss single board computers implemented with CMOS gate array technology on Friday, October 11, 10 a.m.-12 noon, in the Tech Center (50) auditorium.

They will describe how system design can be simplified by using the PC/AT bus standard, with wide availability of software and hardware. The micro PC on a 4 x 5.5-inch board will be demonstrated.

For more information on the seminar, call Bo Janko, 627-6157. □

## MC advisor due

**A**n advisor from Marylhurst College will be at Tek Beaverton (Building Y6) on Thursday, October 17, to counsel with students from Tek. For an appointment, call Laura Allen (Corporate Education), 627-8471. □

## AEA meets October 16

**S**trategic Corporate Alliances will be the theme of the Oregon Council AEA (American Electronics Association) dinner meeting on Wednesday, October 16, 6 p.m., at the Beaverton Greenwood Inn.

Dr. William J. Perry, managing partner of H&Q Technology Partners, will discuss the dramatic increase of strategic partnerships between major corporations and emerging technology companies the past five years.

In some cases, these arrangements have been acquisitions; in others, mergers. Some were infusions of capital. But the ingredients were the same—a large limited growth company wanting to develop new technology and penetrate new markets and a smaller, highly aggressive and innovative company needing more capital to take wing.

Cost is \$20 members, \$25 non-members. Teks may make reservations with Charlotte Shumaker, 642-8920. Cancellations cannot be accepted after 12 noon October 14. □

## TERAC meets 7:30 tonight

**M**embers of Tek Employees Radio Amateur Club (TERAC) will hear a report on Mexico Disaster Communications at tonight's meeting, 7:30 p.m., in the Tech Center (50) Auditorium.

The role of amateur radio operators in obtaining information about the major earthquake in Mexico City September 19 and in locating relatives will be discussed.

Nominations will also be held for TERAC officers to serve in 1986. For information, call Steve Brice, 629-1766.

TERAC members recently donated 112 "man" hours in operating the communications command post at Artquake '85 in downtown Portland. Topping the list was Roger McCoy who worked four days at the command center located in the Masonic Temple. □



# Tek makes case for software development tools

LONDON—While Tektronix has been known throughout the electronics industry for quality test and measurement products, it's now busily gaining a similar reputation for the development of high productivity software engineering tools. This new reputation is the result of efforts of Software Development Products Division and Tek Labs' Computer Research Lab.

At the International Conference for Software Engineering in London, Tektronix displayed its leadership role in the emerging area of computer-aided software engineering (CASE) tools. As part of Tek's broadening commitment to systems and software engineers, representatives from two headquarters units—the Software Development Products Division and Tektronix Laboratories—described state-of-the-art CASE developments.

Rainer Wieland (SDP Engineering) published a paper titled "Code Generation from Data Flow Diagrams" at the Third International Workshop on Software Specification and Design, held in London at the Gloucester Hotel, August 26-27.

Following that event, Tek's software engineering products and emerging technology were also displayed at the Software Tools Fair during the 8th International Conference on Software Engineering, Imperial College, London, August 28-30. Over 800 senior engineers from major universities, private industry, and software laboratories from around the world were attracted to the conference.

At the conference, Tektronix officials announced a line of Structured Analysis (SA) Tools that can operate on VAX/VMS systems as well as on VAX/UNIX systems.

According to Rodney Bell (SA Tools Product Line manager), VAX/VMS is the most widely used system in engineering departments. "Tektronix now brings the benefits of SA to the development of embedded computer systems," he said.

Tektronix computer-aided engineering (CAE) tools span the product development process for software, hardware, and mechanical components—from concept through integration and production. These tools are based on an open architecture philosophy that provides customers flexibility in design style and compatibility with their existing environment. A common design database will integrate these tools into an effective data-driven, team-oriented engineering environment.

Tektronix has been serving software development customers since 1977. The firm's Software Development Products (SDP) Division, part of Tek's Design Automation Group, was formerly known as the Microcomputer Development Products Division. The new name, effective July 1985, reflects Tektronix' continuing and expanding software technology commitment.

Tek Beaverton attendees at the London events included Rodney Bell, Rainer Wieland and Dave Sharon (all from SDP) and Mayer Schwartz (Computer Research Lab).

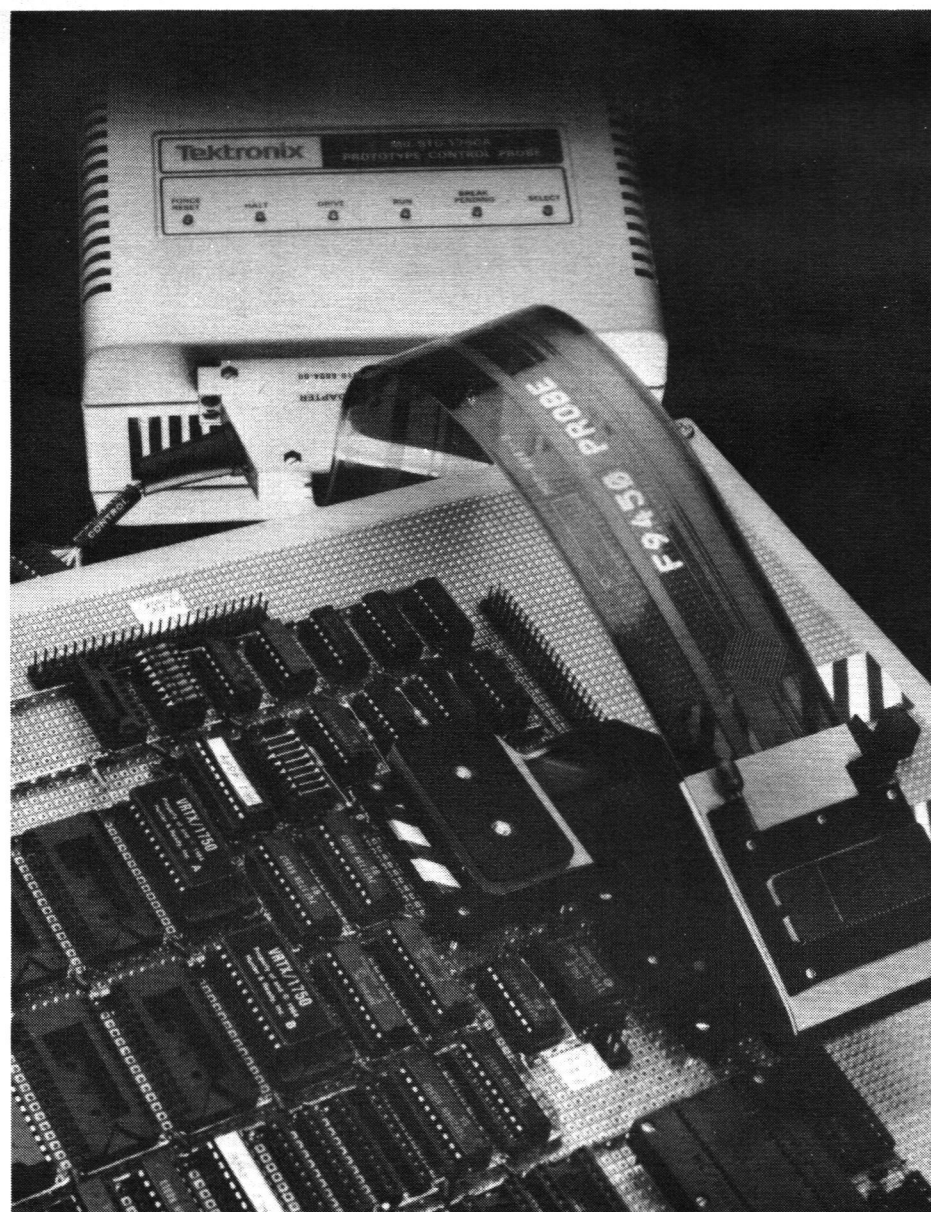
Press briefings and customer meetings were also held during the week. □

## TDC names VP

Sonny Chaffin has been elected vice president of Tektronix Development Company (TDC), reports Tom Long (TDC president). Sonny will also continue as TDC general manager, a position he has held since August 1984. □



Rodney Bell (SDP) demonstrates SDP's Structured Analysis (SA) Tools for software engineering which now operates on VAX/VMS as well as on VAX/UNIX systems. Price of SA Tools for VAX is \$16,500. Shown here is the SA Tools product for analysis and generation of system requirements and functional specifications running on a VAX computer system under VMS operating system with a 4125 graphics terminal from IDG.



The new F9450 In-Circuit Probe from SDP features flex-circuit cabling which combines convenience of a cable with the performance advantages of a circuit board.

## SDP adds new probe

To support users of the F9450 Microprocessor in embedded avionics and defense applications, the Software Development Products Division has introduced the F9450 In-Circuit Probe as part of its MIL-STD 1750A Emulator System.

The F9450 Microprocessor, which was developed by Fairchild Camera and Instrument Corporation, is the only commercially available microprocessor that meets MIL-STD 1750A requirements.

The F9450 Probe is built with new flex-circuit cabling technology. Flex-circuit cabling is built much like a regular printed circuit board; but because it's on a flexible substrate it can be used in place of discrete wire cabling. Flex-circuit cabling accommodates a larger number of signal lines in a smaller area, and electrical performance is significantly better.

This performance improvement enabled Tektronix to design its F9450 Probe without any of the buffering circuitry that is required with conventional in-circuit probes. Without such buffering, signal timing is not affected by the probe and it operates in the user's circuit exactly like a F9450 Microprocessor.

The F9450 In-Circuit Probe is one of a family of Tektronix emulator probes used to connect a target system with the V1750A Software Integration Unit. With these different probes, a user has total support in the overall development of an embedded F9450 system—starting with the "bread board" stage and extending right on through to the Line Replacement Unit.

The probe sells for \$1,500. □