



# SUPREME

## TEST INSTRUMENT BULLETIN



Our 26th Year

Greenwood, Mississippi, U.S.A.

Fourth Quarter 1953

### TECHNICIANS MORE STABLE

#### Drifters On The Decrease

The percentage of "hobo" technicians, or those who don't stay at one address very long, is a good gauge of the economic stability of those who maintain the nation's radio and television sets.

#### Active Mailing List

Technicians who move around a great deal won't stay on the Supreme list very long. They are automatically dropped when a piece of mail sent out by the factory is returned. The "Return Postage Guaranteed" notice causes the post office to send it back to us if the addressee has left town or gone out of business. Since all new names added to the list come from communications to our Service Division, our list is primarily composed of those who are active in electronic service. For the past six months, there have been more additions to the list than removals which we think is a good sign long awaited. The ability of technicians to stay in one location longer shows that more of them are earning enough to keep them from searching for "greener grass" or else the number of "fast buck artists", who also move around a great deal, are decreasing.

### PRICING GUIDE

One of the best prepared guides we have ever seen for making out bills is the manual "Professional Charges For Radio-Television Service" published for members of the National Radio Institute Alumni Association.

The purpose of this manual is to provide a schedule of charges based on the time, expense and technical knowledge required to do repair work with standard servicing instruments. It  
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### Where Prompt Service Starts



This building is where thousands of electronic technicians send their test instrument problems for a prompt, courteous, and informative answer. In addition to the Service Division of Supreme, it also includes the Engineering Laboratories.

### NEW CUSTOMERS WILL TALK

#### Recommendations Are Important

You may be a whiz at repairing radios, record players and TV sets, but if people don't know it, where are you? Some technicians concentrate all their efforts on improving their technical skill believing this to be the one road to success. Important as it is, technical skill alone is not enough. You have to be able to attract new customers as well as keep the ones you now have.

#### Meeting People

Personal contact is one of the best ways of getting new customers. People just naturally like to deal with people they know or have met during off duty hours. A service technician who takes an active interest in a civic club, church, lodge or other community activity, is bound to make friends. When that technician makes a friend, he usually makes a customer.

#### Successful Operation

Recommendations from satisfied customers gained through personal contacts is a sure way of building a steady and growing business. Such recommendations follow good service, fair charges and a favorable impression on the customer.

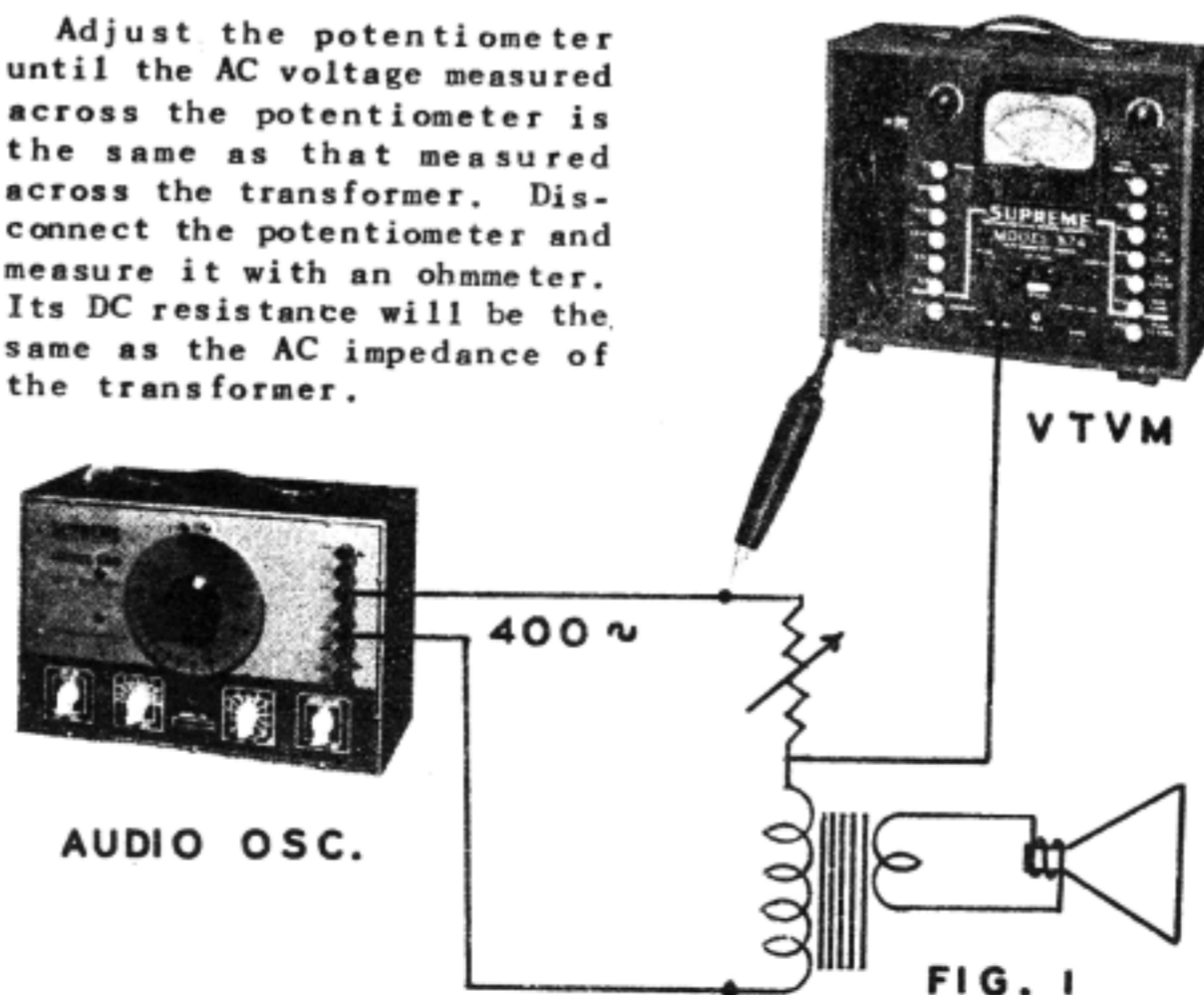
The time and effort you spend getting to know people better, as well as electronics, will be well worth while.

### MEASURING IMPEDANCE OF SPEAKERS

Occasionally, one will encounter a speaker with no data available as to its impedance. As the inductive reactance of most speakers at 400 cycles is very low, it is possible to approximate the impedance of the voice coil with an ohmmeter. The rated impedance will be pretty close to 1½ times the ohmmeter reading.

If there is an output transformer on the speaker, the impedance of the primary can be checked with an audio oscillator and a vtvm. The circuit in Fig.1 is used.

Adjust the potentiometer until the AC voltage measured across the potentiometer is the same as that measured across the transformer. Disconnect the potentiometer and measure it with an ohmmeter. Its DC resistance will be the same as the AC impedance of the transformer.



### ASSOCIATION AIMS?

These societies or voluntary associations of electronic technicians, organized for common ends, can be a good thing if that common end is all right. Associations, formed for improving the professional and living standards  
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NOTES

A common trouble in small AC-DC sets is noisy tuning condensers due to dust particles or corrosion on the plates. In many cases this can be cured by applying a voltage across the plates and burning off these particles.

The 20 megohm range of your Supreme tube and set tester provides a convenient voltage source for this operation. The procedure is simple. Unsolder the wires connecting to each stator section of the tuning condenser. Plug a pair of test leads into your tester and zero the meter on the 20 megohm range. Connect a .05 to .1 mfd. condenser across the leads and apply to the rotor and stator of one condenser section. Slowly rotate the condenser back and forth through all positions where sparking occurs until there is only an occasional pop, or the sparking stops entirely. If an air hose is available, this can be used simultaneously. Follow the same procedure on the other sections. Remove the leads and resolder the stator wires.

New roll charts are available for all Supreme Tube Testers manufactured since 1940, and several of the earlier series. Supreme revises and reprints new roll charts at least once a year to include the new tube types. Supplementary data is supplied only for the latest edition. Send \$1.25 with the model number and old chart number to SUPREME TUBE SETTING SERVICE BOX 9552, GREENWOOD, MISS. A handy order form is printed at the top of this page for your convenience.

The Supreme Test Instrument Bulletin would like to have all the elected officers of Service Associations on its mailing list. We would be very glad to receive from the secretary, or official correspondent of each active organization, a list of the current officers together with their mailing address. As a token of appreciation, each secretary who responds to this request before the next issue of the Bulletin will receive a little gift of a Remington Ball Point Pen.

Send the list (on your association letterhead) to the attention of Mr. E. H. Willcoxon, Service Division, Supreme, Inc., Greenwood, Mississippi.

SUPREME TUBE SETTING SERVICE, BOX 9552  
GREENWOOD, MISSISSIPPI

Enclosed is \$1.25. Please forward by air mail latest edition of roll chart for my SUPREME Model \_\_\_\_\_ Tube Tester. The number of my old chart is \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_  
Be sure to give number on old chart!  
No C.O.D.'s please!

## MERCHANT OR TECHNICIAN?

Where The Profit  
Comes From

Many competent technicians, with plenty of technical know-how and experience, who go into business for themselves soon become discouraged. Their earnings are not as high as they expected because they were counting on a large part of their net profit coming from replacement parts. They failed to realize that the difference between "cost" and "selling price" of a part is not all "take home profit".

### Few Costly Parts

The average two or three bench shop does not find it necessary to replace enough of the more expensive parts to be able to get any dollar volume. To overcome stock shrinkage or devaluation, which accompanies specialized merchandise, one must have a big dollar volume.

### Money Must Work

Many successful technicians regard their stock of parts as a necessary evil which often shows up as an expense or loss to their business. Dead stock, that which is not turning over daily, or at least weekly, is money tied up -- money that is no longer making money. It is actually losing value.

### Fair Service Charge

The experienced technician, who knows how to use his test instruments for diagnosing trouble quickly and efficiently, would not think of reducing his labor charge on a repair job expecting to make it up on the sale of parts. He knows that it simply does not work out that way. His "bread and butter" comes from adequate charges for his services -- not from the sale of parts.

## NEW SETTINGS FOR SUPREME TESTERS

For Models 600 and 616.

6BZ7	58 B 4 7	35
6BZ7	58 B 4 7	58
6T4 (1267)	18 C 3 7	45
12AQ5 (17)	23 C 3 9	24
12B4 (2457)	17 C 3 7	145
5879	30 C 4 7	35
6101	55 B 3 7	147
6101	55 B 3 7	247

### Revised Settings

6BC5 (27)	56 B 3 7	247
12AV6	23 C 3 9	2456
12AV6 (dio)	75 B 3 9	124

For Models 589, 599 & 504-A,B.

6T4 (1267)	3 6 18 C	45
12AQ5 (17)	3 8 23 C	24
12B4 (2457)(a4X6)	3 6 17 C	145
5879 (a4X1)	4 6 30 C	35
6101	3 6 55 B	147
6101	3 6 55 B	247

### Revised Settings

12AV6	3 8 23 C	2456
12AV6 (dio)	3 8 75 B	124

## PRICING GUIDE

(Cont'd from page 1, col. 1)

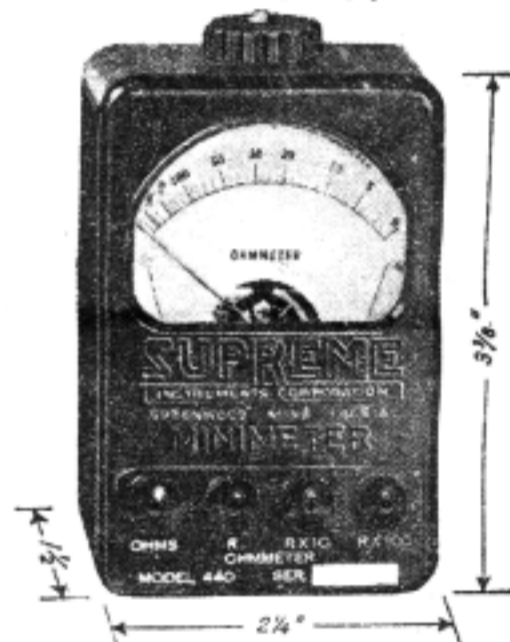
eliminates favoritism and guesswork since all customers get the same fair system of charges for professional services rendered.

### Necessary Evil

In addition to the list of charges, there is also some good information about beginners, amateur servicemen, prices for materials, business ethics and overhead problems. One point brought out all through the manual is that electronic technicians should remember that they are primarily selling professional services involving skill and knowledge. Replacing tubes and parts is a necessary evil which never should be allowed to affect the fee or service charge for use of training, experience, know-how, and test instruments.

## WHY DOESN'T SOMEONE TELL US THESE THINGS?

In the last issue of the Supreme Test Instrument Bulletin, we mentioned the fact that we make a small ohmmeter which is very popular among industrial maintenance and appliance repairmen. Well, we found out in no uncertain terms that electronics men also have plenty of uses for this fine little instrument, particularly those concerned with TV antenna installations. In fact, after receiving some repeat orders, we were accused of keeping something good to ourselves.



If your regular parts distributor doesn't stock the Supreme 440 Ohmmeter, send \$12.90 to Supreme, Inc., ATTN: EHW, Greenwood, Miss. and your Model 440 will be shipped complete with test leads - postpaid. The Model 440 is in production now so delivery should be prompt.

## ASSOCIATION AIMS?

(Cont'd from page 1, col. 4)

of those in electronic service, deserve the support of all technicians as well as those who supply materials, literature and equipment. However, if they are trade associations, that brings up something else. It would be well for all associations to clarify their aims.

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