



## HANK'S SWAP SHOP

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(Noncommercial ham ads are printed for free)

MACAW DPM-1 SWR/pwr 1.8-150 20/200/1kw \$35.  
NCG Co. 15M SSB/CW transceiver 10/2W \$150.  
HEATH HFT-9 ant tuner \$15. HAM KEY HK3M \$10.  
PAKRAT PK-64/HFM-64 controller/HF modem \$100.  
DOCTOR QSO, DOCTOR DX for Commodore 64 \$30.  
OKIDATA OKIMATE 10-color printer with plug-  
in print adapter kit for Commodore 64 \$100.  
KOALA PAD touch tablet for C-64 \$25.  
FILTERS: DRAKE TV-3300 1 kW 1.8-30 MHz \$20.  
B&W 1.8-30 \$15. Hank W6DTV 823-7885.

SEARS 2M XCVR 146-148 MHz \$75. Jim N6PTM  
823-7947.

Sonoma County Radio Amateurs, Inc.  
PO Box 116  
Santa Rosa, CA 95402

ADDRESS CORRECTION REQUESTED

JOHN BRECKENRIDGE  
WB6FRZ  
574 WILD OAK DR  
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REALISTIC PRO-2004 scanner 300 chan 2.5-512  
MHz +some 800-1300 MHz w/mag-mount ant \$300.  
KENWOOD TS430S 160-10M cont. transceiver  
w/AT250 automatic antenna tuner \$850. Steve  
N6RYA 823-8320 day or 823-5882 eve.  
YEASU DX560 xcvr 80-10M needs work \$100.  
HEATH SB300 rcvr w/2M cnvtrr untested \$100.  
HALLICRAFTERS S108 8-tube rcvr working \$75.  
HYGAIN EXPLORER 40M 2-el beam: no reasonable  
offer refused. Grant NA6GF 431-7706.

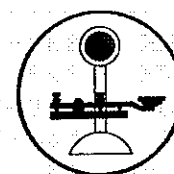
WESTCOM 12A 12V 12A power supply best offer.  
HRO GIFT CERTIFICATE for \$100. Only \$90.  
WANT: JOHNSON Signal Century 250-25 and  
Matchstick 137-102. Tracy WB6TMY 527-8124.

SYNERTEK comp. terminal KTM 2/80 & 80/24 RS-  
232 110-9600 baud AMDEK VIDEO 100G 12" green  
monitor, both for \$25. Clyde N6RYG 527-5468.

HEATH HW-101 best offer. Walt N6OH 763-0476.

KENWOOD TS-820S cw filter, ext. vfo, service  
manual. \$350. Phil KC6BSI 544-2572.

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# SHORT SKIP



Sonoma County Radio Amateurs, Inc.

FEBRUARY 1990

Club Station  
W6LFJ

P.O. Box 116  
Santa Rosa, CA 95402

Repeater Station  
WB6PVS

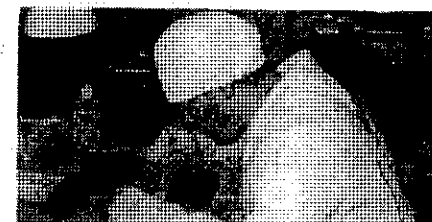
VOL 15 # 2

ARRL BOARD OF DIRECTORS PROCLAIM 1990 THE YEAR OF THE AMATEUR SATELLITE PROGRAM:

## MICROSAT MODULES

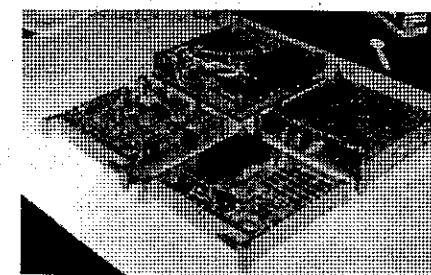
Stacked in final  
configuration

FLASH! ARIANE WAS LAUNCHED SUCCESSFULLY SUNDAY NIGHT.  
ALL 4 MICROSAT SATELLITES WERE SUCCESSFULLY COMMANDED ON!



Bob McGwier, N4HY, cleaning one of the  
modules in the clean room at the  
Microsat Lab in Boulder.

Photos Tnx QEX

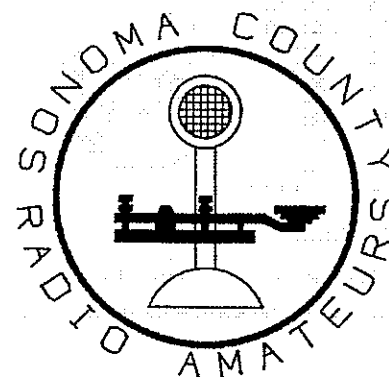


Clockwise from top: transmitter module,  
power-control module, LUSAT module,  
receiver module.



Jon Bloom, KE3Z, testing one of the  
power control modules.





## OFFICERS FOR 1990

PRESIDENT:	John Wallack	W6TLK	833-1873
VICE PRESIDENT:	Jim Pelmulder	N6PTM	823-7947
SECRETARY:	Alan Bloom	N1AL	538-7115
TREASURER:	Philip Gaul	KC6BSI	544-2572
MEMBER-AT-LARGE:	John Breckenridge	WB6FRZ	838-6398
ACTIVITIES CHAIR:	Chuck Sabin	N6DDK	795-2371
REPEATER CHAIRMAN:	Jim Rutherford	WB6PER	526-2972
<b>SHORT SKIP STAFF:</b>			
EDITOR:	Alan Bloom	N1AL (e)	538-7115
1578 Los Alamos Rd, Santa Rosa, CA 95405 (d) 577-3981			
CIRCULATION MGR:	Tracy Reese	WB6TMY	
ADVERTISING MGR:	John Wallack	W6TLK	833-1873
SWAP SHOP:	Hank Davis	W6DTV	823-7885

ARRL LIAISON: Alan Bloom N1AL 538-7115  
 ASST. DIRECTOR: Chuck Sabin N6DDK 795-2371  
 BADGE CHAIRMAN: Philip Gaul KC6BSI 544-2572  
 CLUB HISTORIAN: Connie Freitas N6FYV

## ACTIVITIES COMMITTEE:

PROGRAMS: (OPEN)  
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 FIELD DAY: Don BoosingerKD6HQ 546-1217  
 EDUCATION: Tracy Reese WB6TMY 527-8124  
 +WD6CKP WB7CNJ WB6FRZ WA8LLY  
 TVI/RFI: John Lynch W6CCY 823-1357  
 AWARDS: Steve Lund WA8LLY 823-4544  
 VEC EXAMS: Steve Lund WA8LLY 823-4544  
 +N1AL WN6D WW6D WW6F WB6FRZ K6UXO  
 REFRESHMENTS @ MEETINGS: Bob Olsten WD6DPE  
 GREETER AT MEETINGS: Jane Vanderslice N6NTB  
 MEMBERSHIP LOTTERY: Bob Scolnick K6GEV  
 QSL MANAGER: Doug Bender WW6D

## REPEATER CONTROL OP'S:

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 WB6PER Jim 526-2972 W6TLK John 833-1873  
 WB6UAZ Kathi 544-7943 WN6D Jim 544-7943  
 N6PTM Jim 823-7947  
 PACKET COMM: A1 N1AL, Jim WN6D, Rich KA6SSL

## SHORT SKIP ADVERTISING RATES:

Business cards: \$10

\$11 First 1/4 Column  
 \$3 Additional 1/4 Columns  
 (\$32 Full Page, 1 side)

Pre-printed inserts: \$32/sheet

Guaranteed circulation: 200/month  
 AD DEADLINE: 10th of previous month

## ARE YOU NOT AN SCRA MEMBER?

IF SO, then this is a complimentary copy. Our club is involved with almost every area of Amateur Radio: Repeaters (13/73), Field Day, license classes (Novice through Extra), volunteer exams, RACES, DX programs, packet (145.03), hidden xmtr hunts -- you name it.

We invite you to attend our next monthly meeting (see below) or check into the Tuesday night SCARS net on the 146.13/73 repeater at 7:00 PM. You will hear the latest Westlink Amateur Radio News broadcast, announcements of SCRA activities, and a Swap Shop. If you would like to join SCRA, please refer to the dues listed below. Hope to have an "eyeball" QSO with you at the next meeting! 73 ...

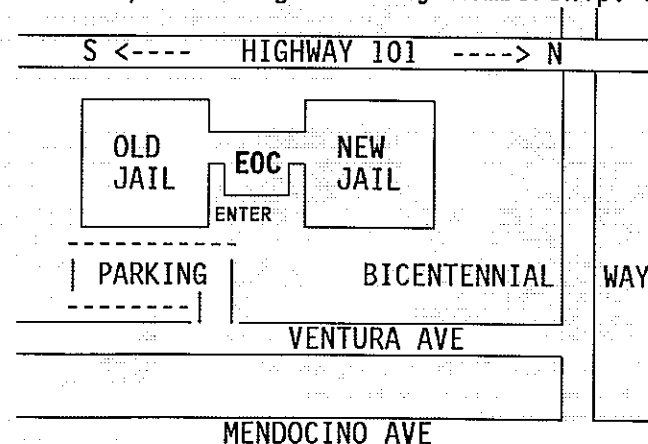
## CLUB MEETINGS:

7:30 PM, 1st Wednesday each month at the EOC (Emergency Operations Center, see map below) Anyone interested in ham radio is welcome.

NEXT MEETING: February 7, 1990

PROGRAM: KCET video: earthquake preparedness (I have previewed this -- it is excellent.)

DUES: \$12 per year, plus a one-time \$4.00 initiation fee. Dues are pro-rated \$1/month for new members. With membership, comes an SCRA call/name badge. Family membership: \$18



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9

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**ICOM MONTH!**

REFRESHMENTS  
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BURLINGAME: Saturday Feb 3  
 OAKLAND: Saturday Feb 17

10:00 AM - 5:30 PM

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SCRA MINUTES

January 3, 1990



The meeting was called to order by President John Wallack W6TLK at 7:35PM. Other officers present: Vice President Jim Pelmulder N6PTM, Secretary Al Bloom N1AL, Treasurer Phillip Gaul KC6BSI and Members-at-Large Chuck Sabin N6DDK and John Breckenridge WB6FRZ.

The MINUTES were approved as printed in Short Skip. m/s N600A/WB6TMY

The TREASURER'S REPORT for the month ending December 31 was given by outgoing Treasurer N6PTM. We now have \$929.69 in the General Fund and \$369.81 in the Repeater Fund. Report approved. m/s N6ONZ/N600A

BADGES are waiting to be claimed by: N6UXC, N6RYA, KC6BSH, N6MMH, W7KXB, KB6ENY, WA6HYE, K60EQ, NH6GF, WB6WLJ, N6UWH, Art, & Richard.

REPEATER REPORT: Since Jim WB6PER was not present, W6TLK reported that the Direction Finding unit has been ordered. The nighttime mode on the autopatch (autoslots turned OFF) is enabled between about 9-10 PM and 7 AM. The 9\*0 emergency autodialer now calls Santa Rosa AAA road service. To obtain or update your autoslot number, contact WB6PER either on the 7 PM Tuesday night net on 146.73 or write him at PO Box 222, Kenwood CA, 95492.

The PUBLIC SERVICE Chairman for 1990 is Bill Splaine N6GHG, replacing Bob WB6EKV who is gradually phasing out.

EDUCATION Committee Chairman Tracy WB6TMY reports we still have prospective hams not in WB6FRZ's class: we still need volunteers to teach a Novice class. John WB6FRZ has two classes going right now. One has 3 more sessions to go, and the other is about a month into the 12-week course. 2 students have already passed their test last week.

NEW BUSINESS:

SWAP NET: W6TLK noted that the Wednesday night swap net was started on a trial basis a few months ago, and now it is time to

decide whether to continue the experiment. The consensus of the members at the meeting was to remain on course and speed.

DX NEWS: Judd N6QAV felt we should have more discussion about DX on the bands. Steve WA8LLY noted the chaos existing around the 3Y5X Bouvet DX-pedition. If you want to wade through the mess, try 14,022 or 14,125 around 4-7 PM. 6 meters is red-hot right now. K6QXY in Santa Rosa as well W6JKV and W6BYA have worked into Europe. Steve has recently worked 47 countries on 6 meters, 27 during last weekend.

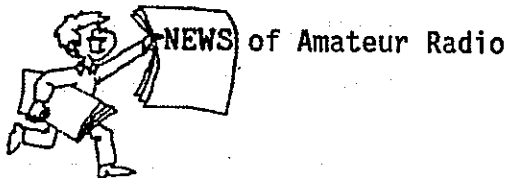
The new ARRL FILM will be showing on KQED channel 9 on Sunday at 7:30 PM.

The next EXAM SESSION tentatively will be Feb 10 at the EOC. Steve recommends you check the date in the upper right-hand corner of the cover of the ARRL study guide to make sure it is up-to-date.

MEMBERSHIP SUPPLIES: N6PTM asked how many would be interested in more hats to put club patches on. Only 1 taker. The Treasurer still has patches.

Meeting adjourned 8:29 PM. m/s N6DDK/K6GEV

Respectfully submitted Sec. Al Bloom N1AL. ■



ARRL DUES WILL GO UP by \$5 according to WIAW. Time to get that life membership?

ARRL PETITIONS FOR AUTOMATIC CONTROL of RTTY, AMTOR and packet stations in 10 kHz segments of each of the HF bands. This permits automatic message forwarding. ARRL Letter

ARRL BOARD MEETING (Jan 19-20) results: Our own Rod Stafford KB6ZV was elected an ARRL Vice President. The 24 and 18 MHz bands will be endorsable for Five-Band DXCC. ARRL will petition FCC to keep the present power limits for AM emissions. Los Angeles is the site of the 1992 National Convention. Further details in March QST. WIAW

SHORT SKIP DEADLINE

Due to the post office's late delivery to Sebastopol and elsewhere, we are moving the Short Skip mailing up a week. This means the deadline is now a week earlier. To get into the next issue, the copy must be IN MY POSSESSION no later than the THIRD FRIDAY BEFORE THE CLUB MEETING. This gives me the weekend to prepare Short Skip so it can be printed and mailed the following week. The third Friday before the club meeting can fall anywhere from the 10th to the 19th. Check the "Events" column each month for the exact date. As a general rule, to be on the safe side, figure:

SHORT SKIP DEADLINE: 10th OF PREVIOUS MONTH

ARRL SWEEPSTAKES RECORD

A new San Francisco Section low power phone record was set last November by WA8LLY. Steve had 883 QSO's in 75 sections for a score of 132,450, beating the old WB6FCR record by 13K points. In checking his logs, Steve did not find a single SCRA member. ■

W. A. S.

Tom KB6UOJ recently qualified for the ARRL Worked All States award. By the way, you don't have to send your QSL cards to ARRL headquarters -- Steve WA8LLY, our Awards Chairman, can check your cards for you and send the certification to ARRL.

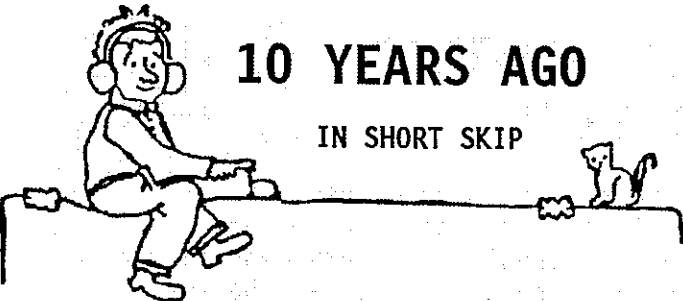
Tnx WA8LLY ■

950 Piner Road • Santa Rosa, CA 95401 • (707) 527-6000

STEVE BASHAM  
Manager

10 YEARS AGO

IN SHORT SKIP



1980 was the year of SCRA mini-DXpeditions. Closely following the December Alcatraz "Invasion" was the Death Valley Expedition during the Feb 1980 CW DX contest.

Did you know that before 1980 there were 2 major county clubs, SCRA ("The Red Cross" club) and SCARS ("The Repeater" club)? The first tentative proposal for a merger was printed in February 1980 Short Skip.

Other upcoming activities: Club breakfast March 2, new Novice Net by Alan KA6GDB, first meeting of the SCRA-sponsored ham radio Explorer post (Jan 30), Novice class starts Feb 5, & a club contest Feb 17-23. ■



GRENADA. 4 operators from the Michigan DX Assoc. will be active from here Jan. 20-30 on all bands 160 through 10, including the WARC bands. QSL to their home calls.

CHAD. TT8GA, who normally frequents the dx net 14256 KHz at 2230Z, can also be found going free style most mornings on 28470 KHz at 1230Z. He has also been worked on RTTY. QSL to the French DX Foundation.

FRANZ JOSEF LAND. UA1OT will be off the air until January 22, after which he will be active again. QSL via UB5KW.

EAST KIRIBATI. W9GW will active from Christmas Island from Feb. 14-21. Operation will be on 80 through 10 meters.

EAST MALAYSIA. K9MK will activate this one around Jan. 19 or 20 for about one week from the QTH of 9M6OC in Penang. Some 10M operation is possible. QSL to home call.

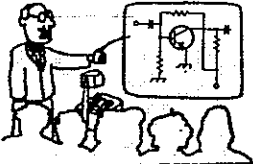
BAHRAIN. Lloyd and Iris Colvin are active as A92QK. QSL to YASME.

ST HELENA ISLAND. ZD8VJ will be active Jan. 25-27 as ZD7NJ. He prefers cw around 3502, 7002, 14025, 21025 and 28025 KHz.

Thanks to WB2CJL, the Western New York DX Association and WIAW for this info. ■



NEXT MONTH'S PROGRAM



In order to keep up member interest, it is very important that there be an interesting program presented at every general meeting. We could sure use a Program Chairman. The job does not take a lot of time. The main hassle is just the mental effort of dreaming up new programs. A few suggestions:

ARRL. The League has a number of slide, tape and film shows.

Emergency Communications. County RACES, Red Cross, and ARES officials are usually happy to plug their causes. A good disaster film always holds people's interest.

Travelogues to interesting places (DXpeditions?).

Old Timers' Night. There are a number of old timers around who have a story to tell. Some can bring vintage equipment as well.

Presentations by local non-ham groups. For example, we have had a sheriff's deputy talk about protecting equipment from theft.

CW Contest.

Dayton Hamvention Slide Show.

Homebrew Contest. April meeting.

Technical Demos. ATV, Packet Radio, radio clinic, antennas and propagation.

The Board and other club members will also forward ideas from time-to-time.

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SHORT SKIP ADVERTISING

by Al Bloom N1AL

This month we have a new Advertising Manager for *Short Skip*. Thanks to John W6TLK we already have two new advertisers, Ardco and Pacific Valley Electronics.

We have several old advertisers who have supported us through thick and thin. I especially want to thank **Ham Radio Outlet** who have had a monthly full-page ad for many years. I support our local full-line ham radio store by buying there whenever I can. It's nice to be able to "try before you buy", and if there is a problem, it's much nicer to deal with a local business than one thousands of miles away.

For those who don't know, **HSC** (Manager George KS6W) carries a large line of new and surplus computer and electronic parts, tools and equipment. They carry Amateur Radio books and magazines as well as other items of interest to hams. George has supported the club with raffle prizes for some time.

An even longer-term donor of raffle prizes is Zane WB6SRU of **Montgomery Village Radio Shack**. Zane was our first *Short Skip* advertiser, dating from BA (Before Al).

Our illustrious Vice President Jim Pelmulder N6PTM is the person to see if your out-of-warranty radio breaks down. Jim also works on consumer electronics items.

NEW ADVERTISERS:

**Ardco** is an electronics parts wholesaler. They have an incredible inventory -- I have been amazed at some of the oddball things I needed that they had in stock.

**Pacific Valley Electronics** also has a nice selection. They have a very pleasant store off of Dutton and West College, and seem to be a little more oriented toward retail sales.

Support our advertisers! They help keep your dues down. Also, don't be shy about mentioning that you saw their ad in *Short Skip*, especially if you're buying something expensive!

...My only excursion onto 160 meters. I had converted two broadcast radios into a 160 receiver and transmitter. Called a guy about 25 miles away. Just as we started, he said, "Wait a minute, my XYL is trying to tell me something." When he came back on, he said, "I think we had better get off the air. The Japanese are bombing Pearl Harbor."

...War - - - - - Peace.

...Now W6CYM on 40 M with a chirpy ARC-5 transmitter, an ARC-5 receiver and much TVI.

...Homebrew with 1625's and ARC-5 parts. Same ARC-5 receiver.

...A BC342 receiver -- Wow! Now work 80-40-20. No band spread.

...A Hallicrafters S76 receiver & all bands phone & CW. Now need a transmitter to match.

...The Downey Radio Club. What a great bunch of guys.

...An HQ170 receiver and DX100 transmitter.

...The onset of SSB (danged Donald Ducks).

...A long hiatus from hamming. 13 years.

...Retirement in 1975 and back to hamming in 1976 with a TS-520 and a wire. Quite a change during the layoff. Have to learn all over with this new equipment.

...Haven't been at it as long as some but longer than most. I find that ham radio hasn't changed much in all the years. The technology has changed, but hams are still hams. I'm sure that 50 years from now, when some future ham reminisces, he will say the same thing, that hams are still hams. (How come, after all these years, I still wind up banging a telegraph key? And loving it?)

- - - - - Finis - - - - -

(Reprinted from February 1980 Short Skip. ■

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Manager  
KS6W

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TREASURER'S REPORT



FOR MONTH ENDING December 31, 1989

ACCOUNT	REVENUE	EXPENSE
Activities (Xmas meeting)...		36.51
Dues and Initiations .....	77.00	
Fund-Raisers (Flea Market)...	5.00	253.00
Badges .....		11.13
Misc .....(Awards)		168.53
(Other) 60.00		
Repeater .....	529.92	
Short Skip Newsletter .....		363.99
Westlink Report .....		15.08
Membership Supplies.....	1.75	
Officers' Expenses .....		21.65
Insurance Fees (1990).....		310.00
	673.67	1179.89
REPEATER FUND ACTIVITY:		
Starting Balance	1785.07	
Interest	52.66	
Transfer to General Fund	(529.92)	
Doppler Systems Inc.	(935.00)	
Check fee	(3.00)	
Ending Balance	369.81	
ASSETS:		
General Fund Account	920.67	
Cash/checks on hand	9.02	
Total General Fund	929.69	
Total Repeater Fund	369.81	

- de N6PTM

COMING EVENTS:

SCARS NET: 146.73 MHz Tuesdays at 7 PM.  
VE EXAMS HOTLINE NR: 408-984-8353

FEBRUARY:

Jan 27-Feb 4 - ARRL Novice Roundup

3-4 - 10-10 Net 10-meter Phone QSO Party

4 - North American Sprint, CW

5 - RACES etc. Net 7:30 PM

7 - SCRA meeting 7/7:30 PM

11 - North American Sprint, Phone

15 - CDF/VIP Meeting 7:30 PM

16 - Deadline for March *Short Skip*

19 - RACES etc. Net 7:30 PM

17-18 - ARRL DX Contest, CW

23-25 - CQ 160 Meter Test, Phone



## THEN AND NOW

by (silent key) Jim Tomer W6CYM

I remember...

...My first exposure to ham radio. A 9-year old boy spent his 1922 vacation at the home of his aunt in Wynnadotte, MI and found his older cousin Clayton Blake was a ham, 8AGK. ...After returning home, a quick trip to the five and dime to get #22 enameled wire, slider bars, sliders, end blocks to hold a Mother's Oats box (for the coil form), ear phones, a chunk of galena, a cat's whisker, and a .001 condenser. (Yes, junior, capacitors were "condensers" then.) Pushing Mom to get the oat box emptied. ...Hearing the Pittsburgh, PA broadcast stn. ...My first tube, a WD12. ...Stripping defunct radios for parts. ...Meeting Henry Schurman (now W3DJE, and still a good friend) whose father had been in radio manufacturing and who provided a shop and materials where 3 kids, Henry, Slim Fox (never became a ham, but spent a professional career in electronics) and I got experience in building radios. ...A later vacation in the mid-20's. Being awakened in the middle of the night by 8AGK yelling at the top of his lungs, "Jim, I worked a Frenchman!!!" Our bedroom was also the shack. The rest of the family thought the house was afire. ...Trying to learn enough to pass the license exam. Few "Elmers" then. Dig it out for yourself. ...Handy's Handy Ham Handbook. Only cost a buck. [Ed note: later the *ARRL Handbook*.] ...2-stage regenerative receiver. 201A audio. Used "Aero Coils" which were on banana-plug strips. ...The same circuit, but with coils wound on tube bases. Real miniaturization. ...Gluing the foil from cigarette packages to the back of Bakelite receiver panels to reduce body capacity effects. Learned later about metal panels. ...My first "screen grid" tube. A 222 in an untuned RF amplifier ahead of the usual 201A-201A detector and one step. ...A peaked audio receiver in which the audio peaking device consisted of one winding of a Model T Ford spark coil and condenser. Now it's called an INactive audio frequency filter.

...Bootlegging on 40 with a 201A Hartley. Shhh!  
...A conditional license W8FBF in 1931. Elation!  
...My first QSO with a guy on the other side of Pittsburgh who refused to slow down.  
...A loop-modulated Colpitts oscillator on 80 meter phone.  
...Transmitting coil mounted on glass towel-bar insulators.  
...Double-spacing receiving-type variable condensers for use in transmitters. Atwater Kent made one of my favorites.  
...Failing the exam. Utter dejection.  
...Passing the test, 10 WPM and 10 essay-type questions, and getting a beautiful big blue ticket from the Department of Commerce & a new call, W8GMA. Boundless exhilaration!  
...TNT [Tuned/Not-Tuned] 45A. A real good transmitter.  
...A 45 oscillator and 45 amplifier MOPA [Master Oscillator/Power Amp] -- much more stable than the oscillator alone. The shield for the oscillator was an inverted stew pan.  
...Zepp feeders with spacers made from half-inch wooden dowels which had been boiled in paraffin for weather-proofing.  
...A "Pilot Super Wasp" home-brew, AC version, which worked very well.  
...Increasing transmitter power with a DeForest 510 tube.  
...A phone rig with crystal control on 80 meters. Had a 510 RF amplifier and a 250 Heising (class A) modulator.  
...Calling CQ and tuning the whole band looking for an answer.  
...Cussing the guy across town who tore up the band with his push-pull 204A self-excited oscillator. A little jealousy, perhaps?  
...A National SW3 receiver, my first factory job (1933). Was it really much better?  
...The stability of electron-coupled oscillators for varying transmitter frequency. Now we could reasonably "zero beat" or tune to a clear spot on the band.  
...A Western Electric 242A tube in a self-excited oscillator on 40 meters.  
...Back to a home-brew TRF receiver using 57, 58 and 56 type tubes. Like running into an old friend.  
...Taylor T-40 and Eimac 35-T transmitting tubes. Higher power with reasonable cost and good efficiency.  
...A Hallicrafters SX9. Lost in a 1940 fire which totally destroyed our home and all my radio gear. Now what? [Next page]

## WERE YOU A MEMBER OF SCRA IN YEARS PAST?



It's been quite awhile since we brought this up, so it's time to ask again:

Please, if you have any of the following issues of Short Skip in your collection, contact Al Bloom N1AL so we can photocopy them for our records. Call 577-3981 (days) or 538-7115 (eves).

Vol. II (1977) all issues.  
Vol. III (1978) issues # 1 2 3 4 7 9 11 12.  
Vol. IV (1979) issue # 4.

Also, some of our pre-1985 issues are in poor shape, so if you decide to throw away any old copies, throw them this way instead!

Thanks to Bob WD6DPE, Betty AG6C, Terry WA6RNF, Warren WB6RHP & Brian KE6WL for their past donations.

Jim Peimulder  
N6PTM

(707) 823-7947

### NOB HILL ELECTRONICS REPAIR

Amateur - Commercial - Scanners  
TV - VCR's - Audio

Sta. Lic. No.  
28191

2801 Gravenstein Hwy. No.  
Sebastopol, CA 95472

### Radio Shack

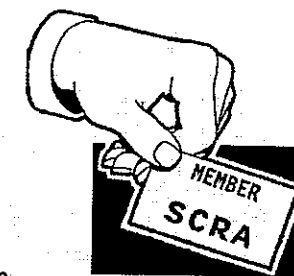
STORE NO. 3855

ZANE BATES  
MANAGER

510 FARMERS LANE  
SANTA ROSA, CA. 95405

TELEPHONE  
546-8423

## NEW AND RENEWED MEMBERS



Cal Cornils KI6NY  
3638 Shelter Creek Dr.  
Napa, CA 94558  
255-8554

Bill Waters WA6OLW 115 Summer Wheat Rd. Windsor, CA 95492 838-0543  
Michael Ferrara WA2ZPQ 987 Stanislaus Way Santa Rosa, CA 95401 526-7376

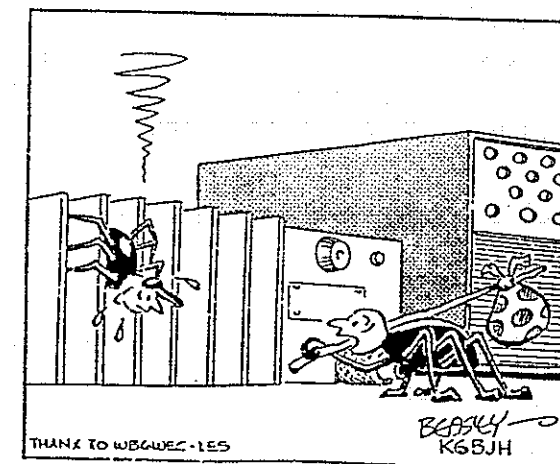
We now have 197 members. (Not sure how the number got off last month!)

## VEC EXAMS FEBRUARY 11

The next Amateur Radio exam session will be Sunday Feb 11 from 1 to 4 PM at the EOC (see map page 2). We'll begin with the written exams and start the code after the first round of exams are handed in.

No pre-registration is necessary. Bring BOTH your original license and a photocopy. Don't forget any Certificates of Successful Completion you may have. Other items to bring: check for \$4.95 made out to "ARRL-VEC", filled-out 610 form, photo ID, pen, 2 pencils, and a calculator (optional).

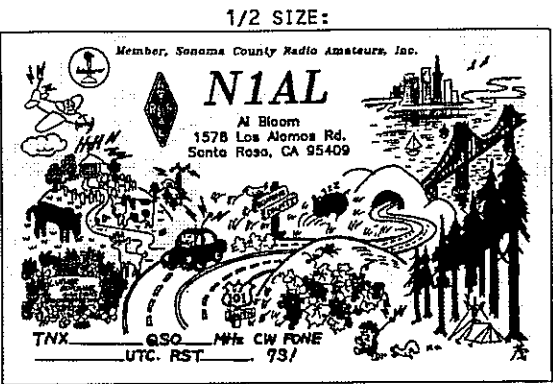
If you have questions, call Steve WA8LLY at 823-4544.



THANK TO W6WEC-LES  
THAT HEATSINK IS GETTING TOO HOT--- LET'S MOVE OVER TO THE OLD HEATHKIT, HE NEVER USES THAT ONE

WORLD RADIO, December 1989





CLUB QSL CARDS

We still have club QSL cards available. Be aware that we wait for at least two same-quantity orders before taking them to the printer unless you order "Express" service.

Payment must accompany your order. If you want the cards mailed to you, so indicate by adding \$3.00 postage/handling. Bring your order to a club meeting or send to: SCRA QSL, PO Box 116, Santa Rosa, CA 95402.

PERSONALIZED CARDS:

# CARDS	NORMAL SERVICE	EXPRESS SERVICE
250	\$19.00	\$28.00
500	\$29.00	\$40.00
1000	\$49.00	\$60.00
2000	\$89.00	\$100.00

"BLANK" CARDS: (No Call/Name/Address)

\$4.00 per hundred cards.  
(Available at club meetings)

Cards are black/red/blue on a light blue background. Enter the information EXACTLY as it should appear on the card:

\*\*\*\*\* SCRA MEMBERS ONLY \*\*\*\*\*

ADD ARRL CALLSIGN: \_\_\_\_\_

DIAMOND? YES ☐ NO ☐

NAME: \_\_\_\_\_

EXPRESS SERVICE? YES ☐ NO ☐

ADDR: \_\_\_\_\_

\$ \_\_\_\_\_ + \$ \_\_\_\_\_ = \$ \_\_\_\_\_

CARDS POSTAGE TOTAL

FILLING OUT THE CLUB QSL CARD

by Al Bloom N1AL

Since many people use QSL cards for various awards (WAS, DXCC, etc.), it's important to fill the card out correctly. If there is some essential piece of information missing, the ARRL will not count it for credit.

The essential pieces of information are your call and location, call of station worked, frequency, mode, date and time. It is also customary to include an RS(T) signal report.

Here's a sample QSO filled out on the club QSL card (actual size):

TNX 3438CW QSO 7 MHz CW FONE  
10 NOV 88-1452 UTC. RST 529. 79! al

The other station's callsign goes after the "TNX". The frequency band goes just before the "MHz" -- It is not necessary to write down the exact frequency, just the band. Don't forget to circle the mode (CW or fone). This information is essential for many awards.

DATE & TIME: This is where most people foul up. ALWAYS use UTC (French for Universal Coordinated Time, formerly GMT) for non-local contacts. Convert to UTC by adding 8 hours to PST. After the clocks "spring" forward April 1, you add 7 hours.

Remember that the DATE should also be in UTC. For example: 8 PM, Monday, FEB 5 PST is 0400, Tuesday, FEB 6 UTC.

In most countries, dates are written in Day-Month-Year order. If you write something like "11/10/88", the DX station won't know if you mean Nov 10 or Oct 11. Some people write the month in Roman numerals: "10/XI/88". Or you can just write the month in English: "10/Nov/88".

Double check before sending your card. It's surprising how easy it is to make a mistake. Most rare DX stations are not willing to search through the log if your time is off an hour or a day. The DXCC certificate you save may be your own!

IMPROVING SALES AT AMATEUR FLEA MARKETS

by RICHARD R. GEGENT K9GDF  
(Tnx Badger State Smoke Signals and ARNS)

At Amateur Radio flea markets, buyers bargain for the extra treasures that sellers find in their attics, basements or garages. If you are a seller, how do you get hamfest patrons to buy from you?

The answer is Sales Appeal. Without it, buyers won't skid to a stop ... eagerly make an offer ... and reach for their wallets or purses. To be a successful seller takes a bit of work -- it's just like running a business.

Here are some tips to improve your sales:

1. Establish reasonable prices. Ask yourself "What would I pay for this from someone else?"
2. Attach price tags and labels. Many cautious customers will not buy "priceless items." On the labels, identify the item -- this also helps if someone tries to rearrange price tags.
3. Attend popular hamfests. Ask your customers which hamfests they like and why.
4. Arrive early and stay late. Hamfest sellers who don't succeed come in late with 50 dollars worth of merchandise and expect to have a thousand dollar day.
5. Pick a good location. If you have a choice of location, pick a table with a wall behind it. The outer perimeter is more heavily traveled. Avoid tables near entrances -- this is where people rush by.
6. Set up on a table top. Surface space is the key to a good-looking and easy-to-view display. Items scattered on tarps on the ground or under tables do not look inviting because everything is harder to see.
7. Organize your merchandise. Buyers like to see a neatly-organized table and are impressed by the quality, appearance and packaging of the merchandise. Profit comes

from having merchandise that appeals to both beginning and veteran Amateurs and is neat, clean and organized.

8. Sharpen yourself up. Project a positive, pleasing image. A friendly, welcoming attitude will encourage sales. To be successful, you must act businesslike and look successful.

9. Know how to sell. Know what you sell, but don't trap a potential buyer with a long sales pitch. If you're prepared to barter, say so. Have enough money for change.

10. Demonstrate that the equipment works. A demo can clinch a sale and may even attract other potential buyers.

You'll soon discover other tips to increase your sales. After the hamfest, save the good items for later, donate the junk to a radio club, or take it to the city dump.

Improving your hamfest sales is really very simple; it requires human relations, creativity, a bit of hard work, and mostly a lot of plain old common sense!

QSL OF THE WEEK AWARD

J.H.S. 22m ARC

At The Core of The Big Apple

The students in my English Through Amateur Radio Class are proud to present this award to K1GLS, Ren signifying that your QSL card was picked as the most outstanding card received the week of December 18-22, 1989. Thank you for your fine contribution to classroom decor and education.

73 Joe Hanchey WB2JXJ, Instructor Annal Dwyer award manager

EDUCATION THRU COMMUNICATION

Dear Al,

I think the enclosed may be of interest. I sent them one of our club cards after a QSO. It is a tribute to your efforts at designing a card for the club. [Ed note: design was by ex-member Shigeru N6QNJ] If you watched the ham radio program on channel 9 last Sunday [Jan 7], you would have seen some shots of this class in action.

Ren Baculo KI6LS