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Our Career Checkup Program was developed as a free service to engineers. Those who have taken advantage of the program have told us that it really has helped us to put their own career progress and current market outlook into perspective.

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Below is a selection of numerous career opportunities available now through Engineering Career Associates. During your free Career Checkup, we would be happy to describe any of these or other positions which you might like to explore. (This way, you'll be able to compare and contrast your own situation with others.) Of course, there is never any obligation to you.

A Sample of Present Openings

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ECL Digital Designer	To \$38,000
Analog Data Acquisition Designer	To \$40,000
Power Supply Engineer	To \$38,000
Project Engineers — Digital	To \$35,000
Microwave Design Engineer	To \$35,000
Communications Systems Engineer	To \$49,000
Senior Analog Engineer	To \$40,000
Marketing/Sales	
Sales Engineer	To \$70,000
Application Engineer	To \$40,000

Microprocessor Engineers

Microprogrammer - 8085	To \$34,000
Diagnostics Software Engineer	To \$35,000
Senior Communications Programmer	To \$40,000
Software Product Assurance	To \$45,000
CPU Systems Designer	To \$41,000
Graphics Microcoder	To \$40,000
CAD/CAM Engineer	To \$39,000
Intel 8086 Image Processing	To \$46,000
Local Networks Designer	To \$40,000
Electronics Packaging Engineer	To \$30,000
Microelectronic Connector Engineer	To \$35,000

Test Engineers

IC Test Engineer	To \$32,000
ATE Test Engineer	To \$35,000
Diagnostic s/w Testers	To \$30,000
Instrument Test Engineers	To \$38,000
Test Supervisor	To \$32,000
Test Engineering Manager	To \$45,000

Management

Software Managers	To \$45,000
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CPU Section Manager	To \$55,000
Manufacturing/Process Manager	To \$40,000
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Fill out this coupon, or call today

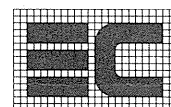
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I am particularly interested in an organization that can provide: (check appropriate boxes)

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|---|--|
| <input type="checkbox"/> Greater exposure | <input type="checkbox"/> Job diversification |
| <input type="checkbox"/> Management training and development | <input type="checkbox"/> Progressive thinking management |
| <input type="checkbox"/> Better compensation | <input type="checkbox"/> Greater visibility |
| <input type="checkbox"/> Recognition for my contributions | <input type="checkbox"/> More personal challenge |
| <input type="checkbox"/> Better working conditions | <input type="checkbox"/> Relocation to another city |
| <input type="checkbox"/> More stimulating associates | <input type="checkbox"/> Shorter commuting distance |
| <input type="checkbox"/> Greater hardware/software sophistication | <input type="checkbox"/> Other _____ |
| | <input type="checkbox"/> Resume enclosed |



The IEEE

Newsletter

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It is not necessary to inform the North Jersey Section when you change your mailing address. The NEWSLETTER and other section mailings use a list provided by IEEE's national headquarters in New York. This means the Section has no need to maintain a mailing list or addressing plates. Section membership records are changed when Headquarters notifies us.

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Join the ranks of the Senior Members. For information and an application, contact Don Weinstein, Kulite Semiconductor, 1039 Hoyt Avenue, Ridgefield, N.J. 07657, (201) 945-3000.



"A Century Of Electricals"

"A Century of Electricals" is the title of this new IEEE easel display introduced by 1983-84 Section Chairman Anne M. Giedlinski at the April Executive Committee meeting. The display is available on a no charge loan basis to local organizations and firms. Contact Charles Coulomb at 455-8547 for details.

PACE NEWS

Professional
Activities
Committee for
Engineers

By R. Tax

American Engineering Association President For 'Return Home'

The following are parts from a letter to Congressman Samuel B. Hall from Billy E. Reed. The AEA would also like foreign students to return home after completing their studies in the U.S.

Please keep in mind that this issue has nothing to do with normal Immigration channels.

REMOVING THOSE EXEMPTIONS FOR INDUSTRY WILL:

- *Reduce the number of students in our already OVERCROWDED ENGINEERING SCHOOLS!

- *Reduce the number of foreign students taking courses of study for which there are NO JOBS IN THEIR HOMELAND, thus opening these fields of study to more Americans!

- *Will ease the FACULTY SHORTAGE in our colleges and universities!

- *Provide more openings in our schools for American MINORITY STUDENTS!

- *Provide thousands of part-time JOBS FOR AMERICAN STUDENTS! (Especially college age minorities.)

- *Provide an easier path of UPWARD MOBILITY for this nations poor!

DOL CERTIFICATION

- *The U.S. Department of Labor CERTIFICATION PROCESS simply DOES NOT WORK! To illustrate the point, I quote from the final report from the Office of the Inspector General concerning an investigation by U.S.D.O.L. of the Northrop Corporation in California. "The MISREPRESENTATIONS found in the review of Northrop's certifications points to UNDERLYING PROBLEMS WITHIN THE ENTIRE PROCESS BY WHICH TEMPORARY ALIENS ARE CERTIFIED." (The emphasis is ours.) THOSE "UNDERLYING PROBLEMS" EXIST IN THE PROCESS BY WHICH PERMANENT ALIENS ARE CERTIFIED AS WELL!

- *During the years of 1969 through 1972 when there were as many as 100,000 U.S. scientists and engineers unemployed, DOL certified 65,000 FOREIGN SCIENTISTS AND ENGINEERS!

- *Approximately 95% of ALL labor certification requests are approved!

- *The TEMPORARY LABOR MARKET IS NORMALLY OVERLOOKED when considering the availability of Americans for labor certification purposes.

- *"BLANKET CERTIFICATIONS" (i.e. 20 aircraft stress engineers) gives preference to UN-NAMED foreign workers with UNKNOWN QUALIFICATIONS over American workers. DOL may NEVER know if the foreign workers were hired, who was hired or what their qualifications are.

EMPLOYMENT

- *Over 300,000 workers have been laid-off in the two "high-tech" industries of ELECTRONICS and AEROSPACE over the past two years! (Every fifth or sixth worker in these industries is an engineer or scientist.) These layoffs are continuing. Many have retained aliens while laying off Americans.

- *When the "bubble" of current record level defense spending bursts, probably within the next two years, we will have unemployment levels greater than the early 1970's for all technical professions. (Manpower requirements are based on these levels of spending.)

- *There is a growing trend for large high-tech companies to hire "by project"; i.e. the employee will be hired to work on a specific project and when the project is complete the employee is laid off.

- *UNDER-UTILIZATION of engineering manpower is a major problem in nearly all large corporations. A recent survey of engineers indicated 50% of all aerospace and nearly 35% of all electrical/electronic engineers felt they were being underutilized.

- *The huge increases in engineering productivity due to COMPUTER AIDED DESIGN has not manifest itself in the market place yet.

- *ALL projections of technical manpower requirements are based on data supplied by the users of that manpower. An oversupply translates into lower labor costs.

- *Thousands of AMERICAN jobs have been exported over the last two years by American companies either moving overseas or starting research facilities in another country. This trend is accelerating!

- *Foreign graduates DO TAKE JOBS from Americans and do so AT LOWER SALARIES than their American counterparts!

Billy E. Reed, President, American Engineering Association

AEA vs AEA

When is the AEA not the American Electronics Association? When it is the American Engineering Association. These are two very different and distinct organizations.

We have included some published views from the American Engineering Association and their President Billy E. Reed.

The American Engineering Association STANDS OPPOSED to any exemption of foreign students from the two year return home provision of HR-1510. We will support any amendment which will eliminate or reduce the numbers of students exempted from this bill. We urge you to consider the following facts on which our stand is based and support our position which will enhance the engineering profession and strengthen our technological base.

The following facts have been documented by the American Engineering Association, either through our own experiences or through trade magazines, newspapers or other periodicals such as The Wall Street Journal, Newsweek, U.S. News & World Report etc.

STUDENTS

- *In the 1981/1982 school year there were 122,780 foreign students in the four courses of study exempted (from the two year return home provision) by HR-1510. (37.6% of all foreign students.)

- *For the same school year, EDUCATION, HEALTH SCIENCES and AGRICULTURE combined had only 32,860 foreign students enrolled. (10.0% of all foreign students or about 1/4 of those enrolled in the exempted fields of study.)

- *HR-1510 contains no restrictions on the numbers of foreign students allowed to pursue one of the exempted fields of study! (Historically, about 40% of ALL foreign students will study these exempted fields.)

- *Estimates have placed the number of foreign students at nearly 1,000,000 BY THE LATE 1980's OR 1990. We cannot enlarge our schools of science and engineering fast enough to even accommodate the growth in foreign students. (400,000 or 40% of the 1,000,000 estimate is approximately equal to the TOTAL number of engineering students enrolled in our schools today!).

- *Thousands of QUALIFIED American students, many of them minorities, who want to study engineering and science are being turned away from our colleges and universities; yet HR-1510 contains no restrictions on the common practice of our colleges and universities RECRUITING non-citizens to come here to study!

- *HR-1510 contains no restrictions on the numbers of foreign students studying in the exempted fields that will be allowed to take jobs in industry! (Presumably, they could use all of the visas designated for this preference category.)

RECENT GRADS

- *Approximately 20% of all engineering graduates NEVER work in engineering.

- *Engineering graduates over the last two years have faced a DECLINING JOB market and many were NEVER able to find employment in the field of their training.

- *Many engineering grads who found work in 1980 and 1981 have since been laid off and are very disenchanted with engineering as a career. Many of these will never return to their chosen field.

- *Job offers for the class of 1984 appear to be slightly on the rise, but starting salaries are at the same level or below last years graduates. (With inflation factored in, the salaries are well below previous years levels.

Engineers At A 40% Discount

Chemtech International Services appears to be wholesaling engineers at 40% below U.S. salaries. In a flyer addressed to cost conscious managers, Chemtech says "Presently we have available British Engineers with excellent qualifications and experience levels who are prepared to work here in the United States of America for as much as a 40% reduction in current United States salary levels."

The Chemtech flyer was sent to IEEE President Richard Gowen by Irwin Feerst (Committee of Concerned E.E.s). A Member of the Long Island Section, Feerst and his C.C.E.E. have been unrelenting in this effort to uncover information that is detrimental to the engineering profession...I only wish our members were as helpful.

Richard Gowen's response was to forward the information to Jack Doyle and his USAB Manpower Task Force with the following message:

"This is the type of abuse of Immigration and Naturalization laws that must be stopped. I have testified against this practice to Congress and have spoken out against such deplorable practices.

"I fully realize the problems associated with following up on companies such as this. However, I ask that you and the Manpower Task Force give full consideration to what we of the IEEE may be able to do to stop such practices, or at least make it very difficult for those who would try to take advantage of the Immigration and Naturalization laws to the serious detriment of American engineers."

This message is quite clear and of significant importance to IEEE's individual Sections and their membership. A parallel effort must be taken by local Sections and their Membership and the United States Activities Board to nip Immigration violations in the bud.

You can do your share as North Jersey Members and bring these issues to your Executive Committee's attention and we will do our job by confronting the violators, giving the violations maximum visibility in both the professional and the public press and taking legal action when appropriate.