Find out what you’re worth in our FREE, 1-hour Career Checkup Program

Call or send in the coupon below. We will arrange a confidential meeting or telephone conference at your convenience.

Have you ever wondered whether you’re making the most of your career?

You’re not alone. Thousands of professionals ask us, “What am I worth?” every year. If you’d like a free evaluation of your worth, take a couple of minutes and fill out the Career Checkup Program coupon. You do not need a resume.

It’s completely free! 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 them to put their own career progress and current market outlook into perspective.

How does your compensation stack up? Below is a selection of numerous career opportunities available now through Engineering Career Associates. During our Career Checkup, we would be happy to describe any of these or other positions that 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

<table>
<thead>
<tr>
<th>Digital/Analog Engineers</th>
<th>To $50,000</th>
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<tbody>
<tr>
<td>Signal Processing Analyst</td>
<td>To $50,000</td>
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<tr>
<td>NMOS Microprocessor Designer</td>
<td>To $50,000</td>
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<tr>
<td>ECL Circuit Designer</td>
<td>To $50,000</td>
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<tr>
<td>Analog Data Acquisition Designer</td>
<td>To $50,000</td>
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<tr>
<td>Power Supply Designer</td>
<td>To $50,000</td>
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<tr>
<td>Project Engineers – Digital</td>
<td>To $50,000</td>
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<tr>
<td>Microprocessor Designing Engineer</td>
<td>To $50,000</td>
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<tr>
<td>Communications Systems Engineer</td>
<td>To $50,000</td>
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<tr>
<td>Senior Analog Engineer</td>
<td>To $50,000</td>
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<tr>
<td>Marketing/Sales</td>
<td>To $50,000</td>
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<tr>
<td>Sales Engineer</td>
<td>To $70,000</td>
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<tr>
<td>Application Engineer</td>
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<tr>
<th>Microprocessor Engineers</th>
<th>To $34,000</th>
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<tr>
<td>Microprogrammer - IBM</td>
<td>To $34,000</td>
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<tr>
<td>Diagnostics Software Engineer</td>
<td>To $35,000</td>
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<tr>
<td>Senior Microprocessor Engineer</td>
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<tr>
<td>Project Design Engineer</td>
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<tr>
<td>Software Product Assurance</td>
<td>To $41,000</td>
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<tr>
<td>Software Package Assurance</td>
<td>To $41,000</td>
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<tr>
<td>CAD/CAM Engineer</td>
<td>To $39,000</td>
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<tr>
<td>Data Base Image Processing</td>
<td>To $40,000</td>
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<tr>
<td>Local Area Network Designer</td>
<td>To $40,000</td>
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<tr>
<td>Microprocessor Packaging Engineer</td>
<td>To $35,000</td>
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<tr>
<td>Now: Electronic Connector Engineer</td>
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<th>Test Engineers</th>
<th>To $33,000</th>
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<td>IC Test Engineer</td>
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<td>ATE Test Engineer</td>
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<tr>
<td>DFT Engineer</td>
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<tr>
<td>Instrument Test Engineer</td>
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<tr>
<td>Test Engineer</td>
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<tr>
<th>Management</th>
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<tr>
<td>Software Manager</td>
<td>To $45,000</td>
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<td>Quality Assurance Manager</td>
<td>To $45,000</td>
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<tr>
<td>CPU Section Manager</td>
<td>To $45,000</td>
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<tr>
<td>Manufacturing/Process Manager</td>
<td>To $40,000</td>
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<tr>
<td>Operations/MRP Manager</td>
<td>To $40,000</td>
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Fill out this coupon, or call today
Wayne Edison
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Take advantage of our special career appraisal and planning service. Our staff is comprised entirely of degreed engineers with backgrounds in personal engineering in professional career counseling. Let us candidly share what we have learned. Call us this week, or mail this coupon to Engineering Career Associates.

Name
Address
City State Zip
Phone (Day) (Evening)
Current Position
Current Salary Degree(s)

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

- Greater exposure
- Management training and development
- Better compensation
- Recognition for my contributions
- Better working conditions
- More stimulating associates
- Greater hardships/software sophistication
- Job diversification
- Progressive thinking management
- Greater visibility
- More personal challenge
- Relocation to another city
- Shorter commuting distance
- Other
- Resume enclosed

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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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Vice Chairman - 1 ............................. Richard Yoo
Vice Chairman - 2 ............................. John Van Savage
Treasurer .......................................... Charles Coulomb
Secretary ........................................ Robert Simon
Member-at-Large ................................ Richard Alten
Member-at-Large ............................... Frank Ruhl

"A Century of Electricals" is the title of this new IEEE kiosk display introduced by 1983-84 Section Chairman Anne M. Gielinski 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.
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 OVERCRY-
  WED 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 MINOR-
  ITY STUDENTS!
* Provide thousands of part-time JOBS FOR AMERICAN
  STUDENTS! (Especially college age minorities.)
* Provide an easier path of UPWARD MOBILITY for this nation's poor!

UCERTIFICATION

"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 concern-
ing 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 "UN-
DERLYING PROBLEMS" EXIST IN THE PROCESS BY WHICH
PERMANENT ALIENS ARE CERTIFIED AS WELL!

* During the years of 1968 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!

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AEA vs AEA

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

We have included some published views from the American En-
ingineering 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 en-
ingineering 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
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 SCIEN-
  CES AND AGRICULTURE combined had only 32,960 foreign
  students enrolled. (10.0% of all foreign students or about 1% 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
  enrage our schools of science and engineering fast enough to
evencommodate 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 con-
tains no restrictions on the common practice of our colleges and
  universities RECRUITING non-citizens to come here to study
  for 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 disinclined with engineer-
  ing as a career. Many of these will never return to their chosen
  field.
* Jobs offer 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 en-
gineers at 40% below U.S. salaries. In a flyer addressed to cost con-
scious 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 Am-
erica 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 Feer (Committee of Concerned E.E.). A Member of the Long Island Section, Feerst and his C.C.E.E. have been un-
relenting 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 USBAB Manpower Task Force with the follow-

ing message:
"This is the type of abuse of Immigration and Naturalization
laws that must be stopped. I have testified against this practice
before 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 Man-
power 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 Immi-
gration and Naturalization laws to the serious detriment of Amer-
ican 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 viola-
tions 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.