

## MORE LOOP CURRENT INFO...

You just sold them a new phone system, but it keeps doing weird stuff you can't fix.

You replaced cards, the KSU (twice), had the telco check the lines (they say they're fine).

# Now the customer wants their money back!



The phone company doesn't care if your customer is happy or not. In many areas, they're installing SLICs (pair gain equipment) instead of Central Offices. This means that your customer is closer to their equipment, which is putting out more loop current than ever.

You're a professional, selling high ticket equipment. If your bank account needs to avoid customer disputes...

**CHECK THE LOOP CURRENT BEFORE YOU GET THE CONTRACT SIGNED!**

## Symptoms of High Loop Current:

- Burned Out Key, PBX & Data Equipment
- *Garbled Data & Modem Connect Problems*
- Cut-offs & Squealing on Lines
- Crosstalk, Echo & Hollow Sounding
- Numerous Intermittent Circuit Failures
- Off Premise Equipment Problems

High Loop Current Problems are Causing You Service Calls... and You Don't Even Know It!

You can't rely on the Phone Co. to test the lines for you, because they don't care whether your customer is happy or not (they'd just as soon sell them a new phone system themselves!).

If your customer is complaining that they can't hear, YOU HAVE TO CHECK THE LEVEL OF THE LINES BEFORE REPLACING PARTS! (See our *Circuit Loss Tester* on Page 92)

If weird things are happening with your customer's system, YOU HAVE TO CHECK THE LOOP CURRENT ON THE CO LINES BEFORE REPLACING PARTS! The Phone Co. will always tell you the line checks out OK, because their high limit is 110ma. The weird things start happening at 35ma!

If you don't believe me... replace every phone, the KSU, the power supply and every card, and THEN check the Loop Current. See our FREE 4 Page Tech Bulletin on our Faxback! It only takes a minute per line to check the Loop Current or Circuit Loss!

See how to test Loop Current & Circuit Loss in our "Installation Secrets" Training Video.

## LOOP CURRENT ATTENUATOR

\$36.95

Set with DIP Switches:

- Set all of the switches to OFF
- Punch down IN & OUT pairs, or connect with included modular IN & OUT Jacks
- Connect your Loop Current Meter to the line, IN SERIES with the tip or ring
- Observe the Loop Current, while flipping the DIP switches. Some combination will bring the current down under 27ma, but no lower than 23ma.

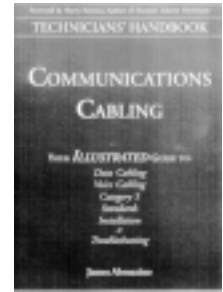


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#CI D2E

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*This is the book we keep getting asked for!*

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It's got all that, but it also tells you the Specs and Standards for voice and data cabling - really helpful when you're doing a job where the customer has bought into the "Structured Cabling" concept (I use the "Seat of the Pants Concept" myself). These are the guys who want you to do everything by the book. Well, now you've got the book!

It's even got a great section that tells you how various mistakes made running CAT 5 cable, will show up during certification.

It's easy and fun to read... With pictures and illustrations on almost every page. By Jim Abruzzino

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