

The Hookswitch Story...

FaxBack from Anywhere
1-800-669-9900
Document 506

FREE!

A Great
Primer on
Repairing Phone
Equipment!

Use FaxBack for the whole story!

HOOKSWITCHES GO BAD?

- Why do they go bad?
- Some of them can be fixed by burnishing.
- Different types out there... What's good and what's not!

HOW DO I FIND THE BAD HOOKSWITCH?

- Symptoms
- What you need to do to confirm a bad switch.
- What if there are multiple switches?

HOW DID I GET INTO THIS?

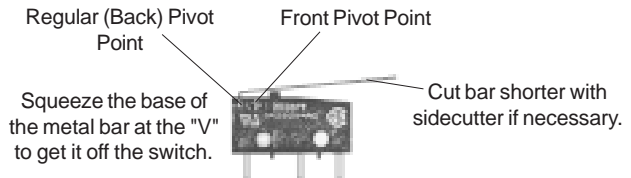
- Why I chose our first product... The TIE hookswitch.
- The first electronic phones.
- My background as a repairman and installer.
- How I came up with our unusual mix of products.
- Why we do so much advertising.

WHY ARE THESE SWITCHES STILL USED?

- Every phone comes back for repair!
- An annuity for the manufacturers.
- Fixing the switch in minutes... right at the customer's site.
- Keeping customers happy when they notice that every phone is being replaced - one at a time - **for big bucks!**
- Different types of hookswitches.

INSTALLING HOOKSWITCHES & OTHER COMPONENTS.

- The secret of desoldering... The right and wrong tools.
- One handed desoldering.
- Maintaining a desoldering tool so it doesn't clog.
- How to solder correctly.



Note: Use the OLD metal bar for ESP/GLX/SW Bell switches!

Digital Message-on-Hold... with a Twist!

Holds 12 Minutes of Pre-Recorded Message... but
You Can Also Record Your Own Professional Sounding
Messages at *Any Time*, with the Included Handset!

Only
\$149.95

3 @ \$144.95

#MI S9A



Comes with 12 Minutes of Music Pre-installed.
Just plug it in, and you've got Music on Hold!

Now with 12
Minutes...
DOUBLE the
Memory!

It's playing at our
office...
Give us a call!

This *One Device* will take care of
all your customer's
Message-on-Hold needs!

Whether it's a Professional
Production, or your customer
wants to update his Message
himself, this will do the job...

AT A BIG SAVINGS!

If you record your own message, you have six minutes for one, or as many messages as you'd like to record!
6 Minutes of Music will play in the background... Automatically fading down during the message, and then returning to normal volume when you're done! It's Easy!

Volume Controls for Voice and Music
Jacks for CD or Tape, to Recording Music and/or Professional Production

RCA Jacks for Record and Playback. Comes with 'RCA to RCA', and 'RCA to 3.5mm' Cords.

Includes CD of Royalty Free Music, Including a Jazzy Christmas Holiday Medley... or Use ANY Music You'd Like!

- Non-Volatile Flash Memory!
- No Battery Backup Needed!
- High Quality Audio
- 12 Minute Capacity
- Continuous Play

RS-232 DIAGNOSIS TECH BULLETIN

RS-232 Serial Communications is NOT that hard! For the stuff that the average phone man has to do, our economy model Break Out Box and a little basic information should allow you to get printers, SMDR and modems working.

- Use this bulletin to connect any RS-232 gizmo *in minutes!*
- **UNBELIEVABLY EASY!** • You **DON'T** have to understand it to get it working!

FaxBack from Anywhere
1-800-669-9900
Document 505

Get the whole story from our FaxBack System!

RS-232 Install Aids:

Economy Breakout Box:



- 24 DIP Switches
- 10 Two Color LEDs
- No Batt. Needed!
- Includes Jumper Wires
- Plastic Case with Lid

\$35.95

Smart Cable

It does it all for you automatically!



#HND6J

Save time... leave it on the job!

\$46.95

Dealer Price



www.sandman.com

• Mike Sandman... Chicago's Telecom Expert •
• 390 E. Irving Park Rd. • Roselle, IL 60172 • 630-980-7710 •

