

Uhatever Happens-VOU'RE THERE

WITH A CROSLEY



NYONE who is in the market for a radio will find the end of his search in a new Crosley. For Crosley has looked on the other side of the counter and has devoted untiring attention to the study and analysis of the needs, wishes and demands of every conceivable type of radio buyer. Each model in the new 1936 Crosley Radio Line has been designed, engineered and built with an eye to the present-day demands of the entire consuming public.

After looking at any other make on the market and then comparing it with a Crosley of the same price class, anyone can quickly see the truth of the foregoing statements. Every new Crosley model is a leader-a leader for its price class in beauty, performance, value--the three essentials that govern the intrinsic worth of any radio.

Never before in the history of radio have so many features been incorporated. Fourteen years of Cros-

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ley engineering achievements are built into every model. Features such as five tuning bands with world-wide reception, full vision illuminated airplane type dials, shadow tuning, choice of metal tube sets or glass tube sets, irresistible cabinet beauty are among the visible, concrete features that have an immediate appeal to every radio prospect. Yet there are many inbuilt features such as three gang tuning condensers, triple tuned I. F. transformers, Hi Q Litz broadcast band coils, heavy-duty metal to metal contact tone controls, chassis and speaker rubber suspension that bring a new standard of performance to Crosley radio owners.

In the new Crosley Radio line, you have models to appeal to every possible need and purse of any prospect.

These are reasons why Crosley dealers are finding that this line of 1936 radio leaders is leading them to a history-making era of profitable sales.

NO DEALER CAN AFFORD NOT TO HANDLE CROSLEY

The Crosley Broadcaster

THE CROSLEY BROADCASTER, EARL DITTMAR, EDITOR, PUBLISHED BY THE CROSLEY RADIO CORPORATION, CINCINNATI, O. COPYRIGHT, 1935.

Play Ball ...

When the umpire shouts, "Play Ball," and the 1935 world series gets under way. followers of this great national sport are going to turn to radio as the medium of bringing the play-by-play descriptions to them. And these very same ball fans are going to insist on having modern radio reception that can be obtained only with up-to-date receivers such as those in the new Crosley line.

THE

Every Crosley dealer is urged not to overlook the existing sales opportunities in the promotion of Crosley Radios to world series fans. Tell them to be "THERE with a Crosley."

Give Them What

They Want...

What a great merchandising scoop it is for Crosley dealers that Crosley offers parallel lines of metal tube sets and glass tube sets! Never before has it been so true that no matter what type of radio a prospect may want, he can be fully satisfied with a new Crosley. If a radio prospect wants a metal tube set or a glass tube set, you as a Crosley dealer, can give him exactly what he wants. And you have the assurance that each of the metal tube sets has been specifically designed and engineered for metal tubes, just as the glass tube sets have been specifically designed and engineered for glass tubes.

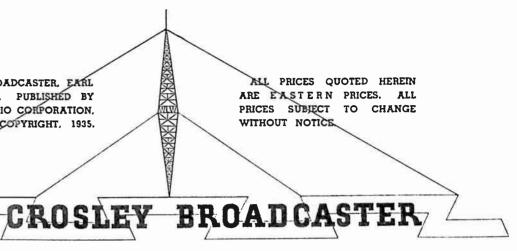
This is another convincing example of why Crosley dealers know it pays to concentrate on Crosley. In the Crosley line, you have everything to give them what they want. To help you tell your community that they can have their choice of metal tube sets or glass tube sets, an effective series of newspaper ads has been prepared and is available through your Crosley distributor.

October 1, 1935

result.

According to estimates made by the Bureau of Agricultural Economics, marked increases are seen for the first six months of this year. Cash income from sales of farm products during this period are estimated at \$2.670,000,000 as compared with \$2,166,000,000 in the first six months of 1934. Rental and benefit payments from January 1 to June 30. this year totaled \$305,000,000 compared with \$150,000,000 in the same period last year. A tentative estimate by the bureau puts the total income from marketings and government payments at about \$6,700.-000,000 for 1935, as compared with \$6,387,000,000 in 1934.

battery radios.



Farm Market Offers Big Opportunity ...

There is unquestionably a greater sales opportunity existing in the farm market now than has existed at any other time for the past several years. Increased revenue from sales of farm produce besides the government benefit payments have put more money in the farmer's pocket with an increased buying power as the

To help Crosley dealers take full advantage of every possible opportunity to cash in on the increased purchasing power of the farm market, Crosley announces several new

One of these, available in both table and console models, is the Crosley Battery Forty-Six. It is a four-tube superheterodyne, requiring no "B" batteries and operating from a six-volt storage battery. In connection with this announcement, Crosley also announces a cooperative purchase plan for the Ace Govermatic Wind Charger. This product utilizes the wind to charge six-volt storage batteries, thereby making the operating power cost practically nothing. With each six-volt Crosley battery radio is now included a coupon entitling the purchaser to an Ace Govermatic Wind Charger, for the extremely low price of only \$10.00 (F. O. B., Cincinnati.)

The Crosley Battery Sixty-Two. available in three models, is a sixtube superheterodyne designed for use with the air-cell "A" battery.

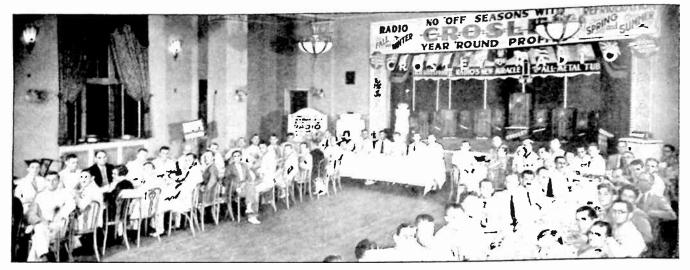
With these new battery receivers, Crosley dealers have a well-rounded battery line with which to appeal to every unwired home. You are urged to take full advantage of the sales and profit possibilities existing in this market. Go after the unwired home sales now with every force at your command.

They Do Prefer Shelvador...

Of course, you know from experience that that is a well-accepted fact -that the irresistible appeal of Shelvador has brought Crosley electric refrigerators popularity honors. But the results of a recent survey make that fact doubly certain.

Radio Dial. a radio fan weekly, published in Cincinnati, recently conducted an interesting survey. A market questionnaire was sent to 20,000 persons, inquiring about refrigerators among other household articles. Fifteen percent of the list responded.

Of the number of persons who stated that they were going to buy a refrigerator, 40.3 percent said they preferred the Crosley Shelvador. Which is more proof that Shelvador ranks first in popularity!



The two hundred dealers that gathered at the Monteleone Hotel of New Orleans,

Wherever the new 1936 Crosley

Radios are shown, they meet such

wholehearted approval and wide-

spread enthusiasm that they are be-

ing acclaimed everywhere as the

greatest radios in history. Through-

out the nation, from coast to coast,

dealer meetings have been held and

the reports from everyone indicate

that Crosley dealers are really

"going to town" with this new line

of sensational profit-makers. Re-

ports from a few of these meetings

Akron Meeting Like Good Old

"Boom Days"

September 11th, The Hardware &

Supply Company held their Fall

Dealers Meeting and Merchandise

Display at the Mayflower Hotel,

Merchandise was very effectively

The complete line of Crosley 1936

displayed in the Banquet Room ad-

joining the Main Ball Room of Hotel

radios were on display with current

advertising displays and Shelvador and Tri-Shelvador refrigerators.

The Meeting was opened by a

brief address by Hoyt O. Smith, who

has charge of the Electrical Depart-

Howard E. Richardson, General

Sales Manager of The Croslev Radio

Corporation was next introduced to

present the complete line of Cros-ley radios and Shelvador refrigera-

tors. It was the concensus of opin-

ion that Mr. Richardsons' address

was the most outstanding that any-

Wednesday afternoon and evening,

follow:

Akron, Ohio.

Mayflower.

La., to see the new Crosley Radios were

entertained with a banquet following the

convention held by the Interstate Electric Company, Crosley distributor there.

Widespread Enthusiasm Greets New Crosley Radios At Dealer Meetings Throughout Nation

one had ever heard.

The afternoon meeting was adjourned at 6:30 P. M., for dinner which was served in the Ball Room, adjoining the Display.

Before the Meeting closed the dealers present were given an opportunity to place orders for the various items on display and a very gratifying report was the fact that a large portion of dealers present placed their orders for Crosley radios for immediate delivery.

This meeting was the largest the Company has ever held and compared favorably with the real "Boom Days" when Dealer Meetings were held semi-annually.

100 Attend Hartford Meeting

More than 100 radio dealers from all parts of Connecticut were the guests of Thomas J. O'Brien, president of the Hartford Electric Supply Co., Crosley distributor, Hartford, Conn., at a showing of the new 1936 Crosley radio models at the Rockledge Country Club, Thursday, September 5.

Mr. O'Brien was assisted by Dwight A. Pease, vice president of the distributing firm, and H. D. Schumacher, New England sales manager for Crosley. Commenting on the new line, Mr. O'Brien said:

"I believe this to be the finest achievement of the Crosley factory, The line is unusual in that it provides the radio purchaser with a choice of either metal or glass tubes in the leading models. Prices have been held within the reach of all, and judging from the enthusiastic

reception of the dealers, I anticipate one of the most successful selling seasons in our history.

Atlanta Enthusiastic

One of the most enthusiastic meetings of Crosley radio dealers in this section was recently held at the Ansley Hotel, Atlanta, when approximately 300 dealers attended the preview showing, banquet and enter-ment staged by Beck & Gregg Hardware Company, Crosley distributors.

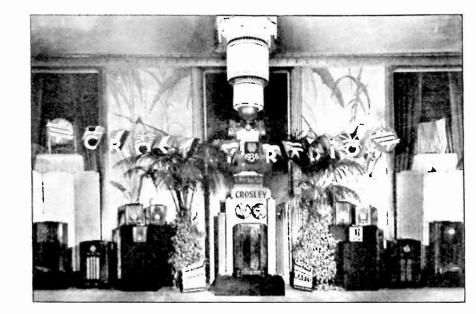
The meeting was presided over by Herndon Thomas, manager of the radio and refrigerator department of Beck & Gregg. W. A. Parker, president of the local distributing company, welcomed the dealers in Atlanta.

Prominent among other executives were Ralph Keating, Crosley district manager, and H. E. Richardson, assistant to the president of the Crosley Radio Corporation, in charge of sales.

Seattle Makes Sales Record Western Washington radio dealers recently viewed a showing of the Crosley radio sets for this fall in the New Washington hotel, Seattle. The sets, incorporating a complete line with metal tubes and a complete line with glass tubes, were presented by the Marshall Wells Company, Crosley distributor, Seattle. The presenta-tions were made by Roy Hallabaugh, manager of the firm's electrical division, and M. C. Crosby, Crosley district representative.

"During our preview showings, we have received more orders for Cros-(Continued on Page 5)

The Crosley Broadcaster



This attractive display of new Crosley Radios was recently on exhibit during the formal announcement of the new Crosley

(Continued From Page 4) ley sets from dealers than at any similar showing since 1928," said Paul W. Bialkowsky, western division manager of the Crosley Radio Corporation.

New Radios Applauded At **New Orleans**

Approximately 200 dealers of the Interstate Electric Company, New Orleans, Southern distributors of Crosley products, recently gathered in New Orleans to become familiar with the 1936 Crosley radios.

The convention opened at 2:30 P. M., at the Monteleone Hotel. During the afternoon session the new 1936 Crosley radios were exhibited and explained. The convention dealt primarily with radios, but some refrigerator models also were shown. H. E. Richardson, sales manager, Crosley Radio Corporation, introduced the sets and gave an educational discussion on the new models. O. G. H. Rasch, secretary-treasurer of Interstate Electric Co., chairman of the convention, discussed credit and club-pay plans. Percival Stern, president of Interstate, gave a brief history of the company. George H. Lasley, southern District Manager, Crosley Radio Corporation, also addressed the dealers.

The headquarters of the Interstate Electric Company is in New Orleans. Dealers attending the convention were from Louisiana and southern Mississippi. In the evening a banquet was held followed by an entertainment.

October 1, 1935

manager.

ment.

line to the Metropolitan New York market by The Crosley Distributing Corporation of New York City.

Wilkes-Barre Meet Attended By **150 Dealers**

The Anthracite Radio Sales Company of Scranton, Pa., newly appointed Crosley distributor, was host to 150 dealers and salesmen of Luzerne, Lackawanna and 12 adjoining counties at an outing at Irem Temple Country Club, Wilkes-Barre. William Schlanger is president of the company and LeRoy Winters, sales

Dealers gathered at the club in the morning and had dinner at noon. In the afternoon a program of athletic events among them golf, softball, volleyball and swimming was enjoyed. A clambake and chicken dinner were concluding events. Prizes

were awarded in the athletic events. Mr. Winters presided at the dinner and introduced Neil Bauer, field sales manager for Crosley Radio Corporation. Cincinnati, who presented the 1936 line of Crosley radios. He was assisted by Frank Hogan, district representative for Crosley Radio Corporation. Later Mr. Hogan reviewed the features of the latest Shelvador models.

Optimism Prevails At Fort Worth Meeting

Approximately 125 dealers attended the showing of the new 1936 line of Crosley radios by the Shield Co., Inc., at the Hotel Texas, Ft. Worth.

W. W. Slaughter, vice president and general manager, of the company, presided. Neil Bauer, field sales manager, Crosley Radio Corporation, presented the new Crosley radios. He stated that the prospects for the radio business this fall are very good. He cited the general upturn in business and the new metal tubes which are arousing great interest, as two reasons for the optimism prevailing in the radio industry. He reminded the dealers that the Croslev line is available with either metal or glass tubes.

Other speakers were H. L. Roper, San Antonio, district manager, Crosley radio corporation, and E. R. Fitzpatrick, Dallas, General manager of the district for the First Bancredit Corporation.

The attractive display of products was viewed with interest by the visitors. A banquet in the Crystal Ballroom was given in the evening, with Mr. Slaughter as toastmaster. (Continued On Page 13)

At this general sales meeting held by Crosley distributor, Chanslor and Lyon Stores, Inc., at San Francisco, Calif., great

enthusiasm was evidenced over the new Crosley Radios.

5



Challenges Any Crosley Dealer Team ...

The Grimes Radio Shop of Muncie. Indiana. is sponsoring this hardhitting baseball team which boasts

of a crack southpaw pitcher. "A good bunch of sales pushers and go getters." says C. B. Grimes

Powerful WLW Broadcasts Feature Crosley Products

500,000-watt WLW--the world's devoted to Crosley radios and conscious of Crosley products and most powerful broadcasting stal refrigerators, into the homes of to win prospects and sales for tion is carrying these programs, America to keep the nation ever Crosley dealers.

(Tune in to 700 Kc.—Eastern Standard Time Listed)							
SUNDAY P. M. 2:00-Crosley Sunday Conce- tal Trio. (Crosley 3:30 Antonio & His Contino ley Shelvadors).	rt. Instrumen- Radios). (Cros. 1:30Moo	W News Room (Crosley Shelv 28). 8 Anigos, Virginio Marucci a) 8 South American Orchestr 05ley Radios). 90 River, Organ & Poems. (Cro Shelvadors).	1:30-Moon River, Organ & Poems. (Cros- ley Shelvadors). a. 5- 5- A. M.				
MONDAY A. M. 6:30-Top O' the Morning Fiddlers. (Battery B 11:30-Arthur Chandler, J (Crosley Radios). P. M. 4:15-News and Financial 2 ley Radios). 4:45-Questions and Answ Radios.) 6:15-Sundown Varieties. dios). 11:00-WLW News Room (Cr 1:30-Moon River, Organ & 1 ley Shelvadors). TUESDAY A. M. 6:30-Top O' the Morning dlos). 10:30-The Virginians Male Q ley Shelvadors). 11:30-Arthur Chandler, J (Crosley Radios). P. M. 4:15-News and Financial N ley Radios).	 McCormlek addos). Grosley Ra- osley Radios) Battery Ra- uartet (Cros- r., Organist Grosley Ra- uartet (Cros- r.) Grosley Ra- r.) Grosley Ra- r	WEDNESDAY A. M. O' the Morning. (Crosley Ri- s). P. M. Vs and Financial Notes. (Cro- Radios). P. M. Vs and Financial Notes. (Cro- Radios). Stions and Answers (Crosley Ri- tic. A. M. O' the Morning. (Crosley Radios). Nirginians (Crosley Radios). Virginians (Crosley Shelvadors hor Chandler. Jr., Organi- Shelvadors). P. M. (S and Financial Notes. (Cro- Radios). stions and Answers (Crosley Ra- los). W Nous Room (Crosley Radios).	6:30-Top O' the Morning. (Crosley Ra- dios). 10:30-Crosley Follies. Wm. Stoess orches- tra, Chorus, Soloists (Crosley Ra- dios). 11:30-Arthur Chandler, Jr., Organist. (Crosley Radios). 8 11:30-Dorothea Ponce. Blues Singer. (Crosley Radios). 4:15-News and Financial Notes. (Cros- dios). 4:45-Questions and Answers (Crosley Radios). 4:45-Questions and Answers (Crosley Radios). 11:30-WLW News Room (Crosley Ra- dios). 11:30-WLW News Room (Crosley Radios) 11:30-WLW News Room (Crosley Radios). 11:30-WLW News Room (Crosley Radios). 11:30-WLW News Room (Crosley Radios). 11:30-WLW News Room (Crosley Radios). 11:30-WLW News Flashes (Crosley Radios). 11:30-News Flashes (Crosley Radios). 11:45-Moon River (Crosley Shelvadors). 9 11 addition to these programs, 11 may spot announcements boost- 11 ing Crosley products are bread				
THE GREATEST SALES HELP YOU HAVE EVER HAD!							

organization." Which Crosley dealer baseball team will be the first to accept this challenge? Friend's Satisfaction

of this aggressive firm. He adds. "We challenge any 'all-Crosley' sales

Sells Crosley ...

Mrs. Leonard Conner of Richmond, Indiana. writes:

"Several months ago I visited a friend's home. In the parlor was very sweet music. I asked if she had a radio or where in the world was such clear sweet music coming from. "She smiled and in return said.

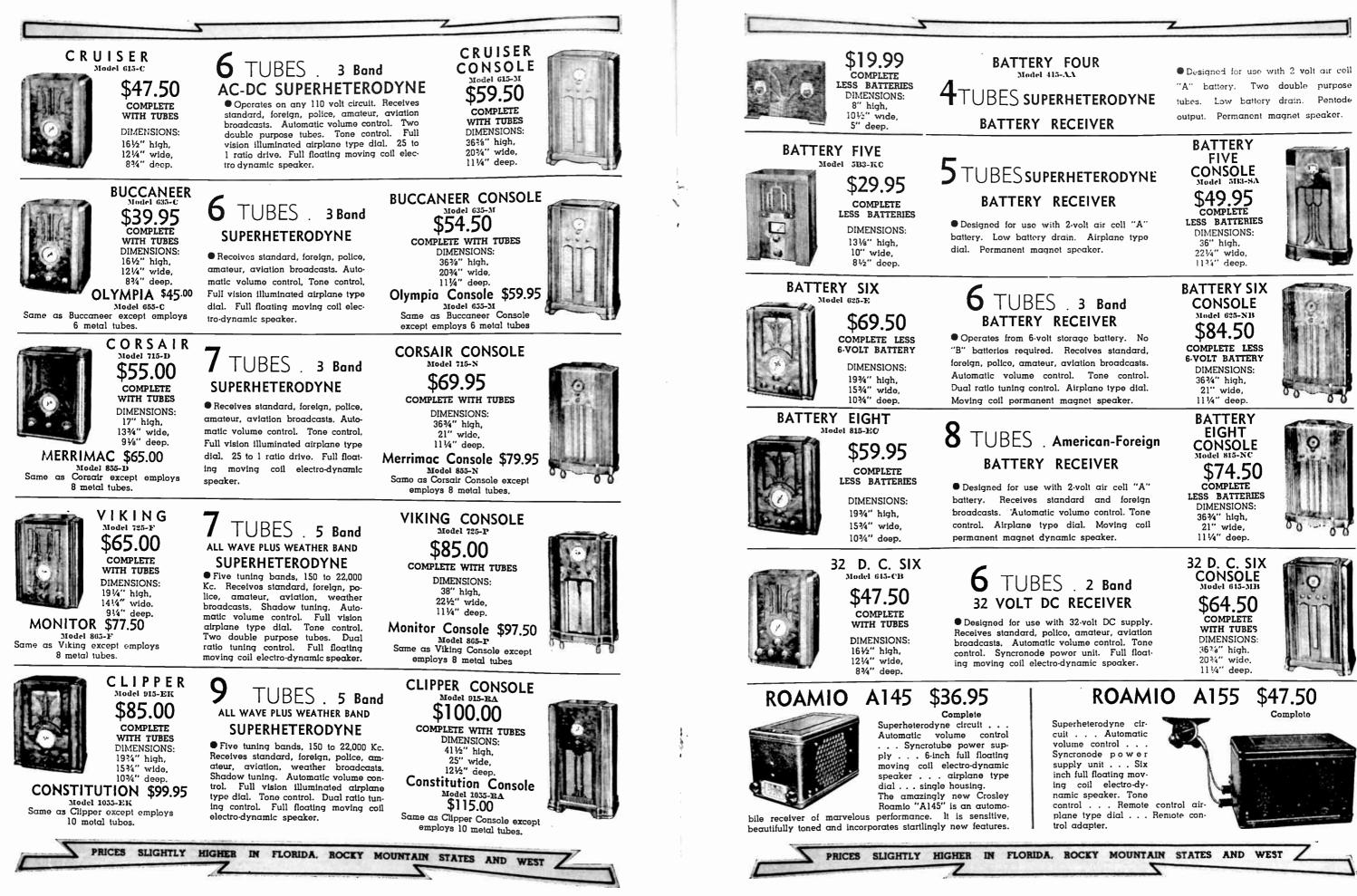
'I'm THERE with a Crosley. Why don't you buy one? They're a lot of company when you're alone."

"So I went to our Crosley dealer and got a Crosley five-tube table model and now I wouldn't take twice what I paid for it and do without it. Only a Crosley for me."

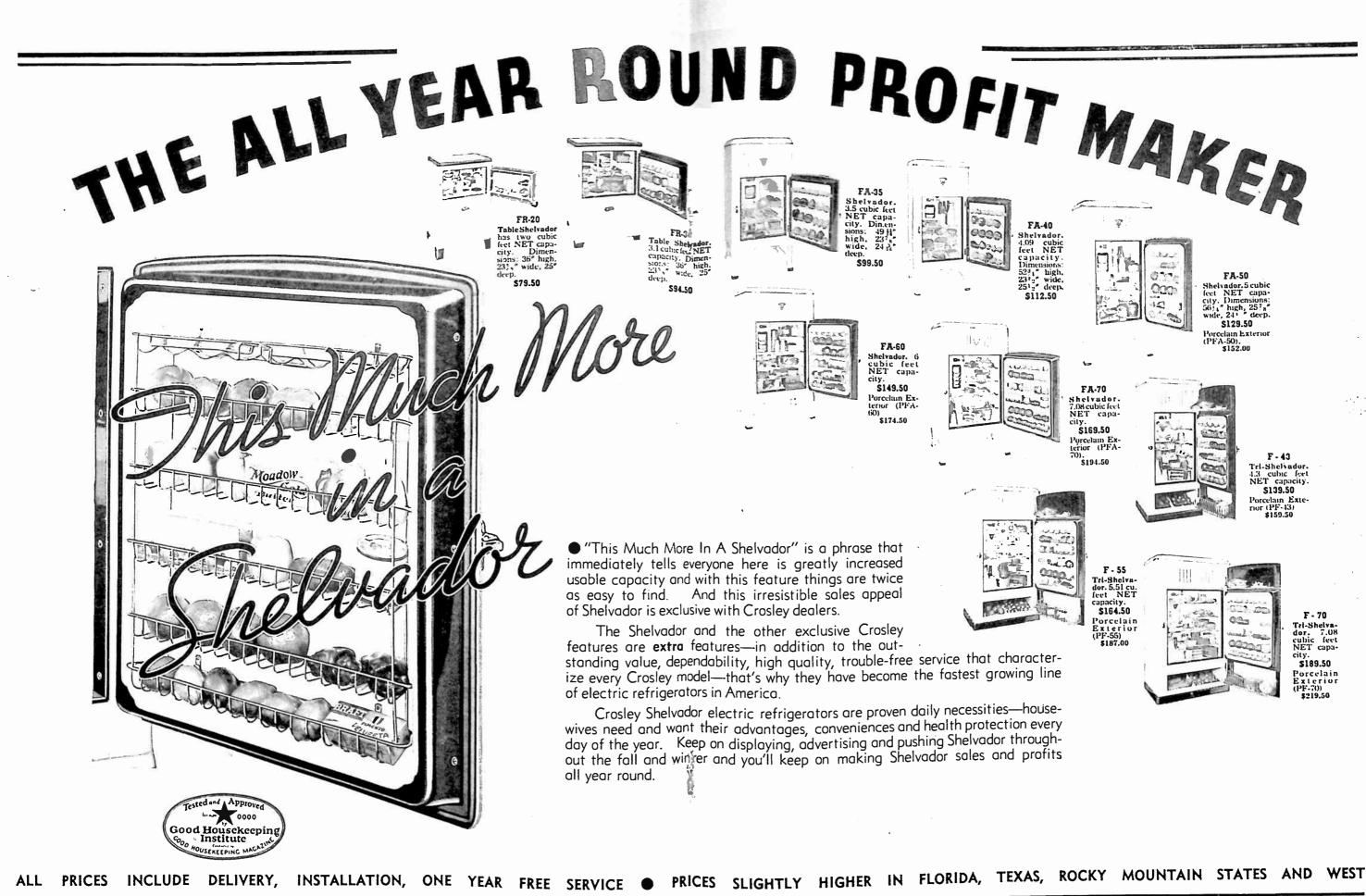


The Crosley Broadcaster









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Bill's Consolidated Of Louisville Displays Shelvador . . .

The appeal of this effective display which recently appeared in the window of Bill's Consolidated of Louisville, Ky., was based on the comparison of the old-fashioned ice box with the modern Shelvador. With headquarters in Louisville. Bill's Consolidated are now hand-

Members Of Crosley 100% Club...

This club of crack salesmen which was formed in October, 1934, has accepted many new members who have proven their outstanding sales ability, since its initial organization. The membership roster follows:

PRESIDENT, M. H. Marshall, Anchor Lite Appl. Co., Pittsburgh, Pa.; HONORARY PRESIDENT. Powel Crosley, Jr.; EXECUTIVE VICE PRESIDENT, J. D. Park, Crosley Radio Corp., Cincinnati, Ohio: SECRETARY-TREAS-URER, Joseph Hecht, Apollo Dist. Co., Newark, New Jersey: HONORARY MEMBERS, Howard Richardson, Glenn Corbett, James W. Beckman, J. L. Allen, Neil Bauer, P. W. Bialkowsky, C. H. Carey, W. W. Carroll, Don Crosby, R. L. Keating, G. H. Lasley, H. L. Roper, J. H. Souther.

REGULAR MEMBERS: J. E. Arnette. Consolidated Automotive, West Palm Beach, Fla.; Henry Howe, Tarbell Watters Co., Springfield, Mass.; C. F. Jackson, Bond Rider Jackson Co., Charleston, West Va.; A. A. Levy, Interstate Elec. Co., New Orleans, La.: M. Lindeman, Glasco Elec. Co., St. Louis, Mo.

C. H. Mauck. Crosley Distributing Co., Chicago, III.; Guy Morehouse, H. A. McRae & Co., Troy, N. Y.; ling Shelvador in all their stores located in Frankfort, Bowling Green, Hopkinsville of Kentucky and Bedford, Vincennes, Seymour of Indiana. According to J. E. Johnson of the

Cooper Louisville Company, local Crosley distributor, here is a live. aggressive outfit that is really going places with Crosley.

A. C. Ogle, W. E. Titus Radio Corp., Oklahoma City, Okla.: Sam Rabuchin, Lappin Elec. Co., Milwaukee, Wisc.; F. R. Reynolds, Graybar Co., San Antonio, Tex.; C. W. Steltzriede, Saginaw Hdwe, Co., Saginaw, Mich.; Ben S. Wood, Wood & Richardson Co., Russell, Kans.; V. E. Newman, Shields Co., Ft. Worth. Texas; Geo. Givin, Aggie Hdwe. & Elec. Co., Manhattan, Kans.; Otto Lippold, Louisville, Ky.; J. M. Richardson, Dallas Elec. Co., Dallas, Tex.; E. T. Hamer. Hamer Sales Co., Dallas. Tex.: J. M. Forester, Gen. Radio & Ref. Co., Dallas, Tex.

G. Thompson, Jr., Gen. Radio & Ref. Co., Dallas, Tex.; Geo. S. Me-Ghee, Gen. Radio & Ref. Co., Dallas, Tex.; Charles Rick, Louis Rick Furn. Co., Dallas. Tex.; A. L. Stoddard, Stoddard Sales Co., Centerville, Tex.; Wm. H. Buck, Portland, Me.: Howard Pierce, Springfield. Mass.; J. Clark, Carlisle Hdwe. Co., Springfield, Mass.; Jack Novak, Novak Elec. Co., Holyoke, Mass.; Edward Miller, Hecht's Reliable, Baltimore, Md.; J. C. Morse, O'Neill & Co., Baltimore, Md.; James Seabold, O'Neill & Co., Baltimore, Md.; Tom Nimogue, O'Neill & Co., Baltimore, Md.

Herbert Gross, Hampstead, Md.;

Morey Roberts, Ottawa, Ill.; Roy Bannon, Morris, Ill.; Eli Hurvitt, I. I. Kotzen Co., Malden, Mass.; Paul Lebow, Houston, Tex.: J. T. Lowrey. San Antonio. Tex.

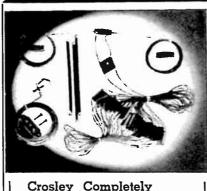
Awards Crosley Winners...

Leaders in sales of Crosley Shelvador electric refrigerators were awarded prizes by A. Turner, president and general manager, Central Auto Equipment Co., Crosley distributor, Springfield, Illinois. W. B. Turner, winner of first prize was given ten dollars in cash and a Crosley diamond-set 100 Per Center pin. Jim Martin won second prize and Fred Aitchison third.

Economical Operation ...

Mrs. E. J. Gretzinger of Easton. Maryland, writes:

"We have used a Crosley Shelvador in our home for more than a year and have noticed that the approximate increase in our electric bills has been from one dollar seventy cents to two dollars a month. The refrigerator has given complete satisfaction and we consider the cost of operation very reasonable."



Assembled All-Wave Duplex Antenna

For short wave reception, a conventional antenna will give satisfactory results if it is in good condition and the neighborhood in which the set is used is quiet electrically. However, it is especially important that the best antenna obtainable be used.

To get the very best performance possible from any short-wave receiver, the new Crosley all-wave antenna should be used. It is, without doubt, the most efficient short wave antenna now known for broadcast receiving uses.

Being completely assembled and soldered, the Crosley All-Wave antenna can be \$5.00 quickly and easily installed.

(Continued From Page 5) Special Sales Meeting At San Francisco

Chanslor and Lyon Stores, Inc., recently held a meeting in San Francisco for the special sales representatives that sell Crosley products in California and western Nevada. The meeting was addressed by Mr. Lyon who spoke about the progress the department had made so far this year and predicted a bright future ahead of it.

Mr. Etienne conducted the sales meeting, outlining the plans for the radio season and plans for a continued refrigerator drive. Finances for the dealer was the topic of a talk by Mr. Tarr.

The new Crosley Radios were the subject of Crosley District Manager, P. W. Bialkowsky and much optimism was expressed over their salesbreaking possibilities.

Dealers Praised At Nashville

Middle Tennessee Crosley radio dealers were rated among the most successful in the United States last night by H. E. Richardson of Cincinnati, general sales manager, speaking before the annual salesmen's meeting at the Andrew Jackson hotel, Nashville. The Gambill Distributing Company, wholesale distributors, were hosts to 275 dealers and salesmen.

The entire mezzanine floor of the hotel was given over to the meeting. Every Crosley radio model was exhibited in the assembly hall and described by factory representatives. At the west end of the floor, Crosley refrigerators were shown in actual use, visitors being invited to sample their contents. In the west dining room, artists from WSM and WLAČ, entertained, after which a banquet was served. Dancing followed.

Wheless Gambill, Jr., opened the dealers' meeting with words of welcome. George H. Lasley of Cincinnati, southern district manager, described Crosley battery model sets, and Mr. Richardson discussed the electric sets. E. L. Winn of the Federal Housing Administration described the process by which money could be borrowed from the governments at low rates of interest. He urged the dealers present to encourage the use of the F. H. A. Plan. R. D. Pulliam of Louisville spoke on "Plug-in Batteries" and L. D. Wallace of the Southern Agriculturist talked on "America's No. 1 Oppor-

October 1, 1935

Manhattan, Kansas.

"Mr. Givin has done an exceptionally good job with the Shelyador in Manhattan during the last two years," stated H. Borchardt, Jr., of American Electric Company, St. Joseph, Mo., distributor. "At our refrigerator dealer's meeting here about a year ago, Mr. Givin spoke to the dealers present telling them of his experience with the Crosley line and emphasizing the much smaller

on "Broadcasters."

August 20th, 21st and 22nd marked the formal showing of the Crosley line of 1936 radios to the Metropolitan New York market, which was productive of more business written on Crosley radios than any previous three-day period in the New York market. All of the key accounts in the New York area placed their complete orders and laid out their advertising plans for an extensive Cros-

ley campaign.

At the Waldorf-Astoria Hotel, Le Perriquet Suite was set aside for this three-day period, and refreshments were available for all dealers who attended. Dealers came from Riverhead, the extreme East of the territory, to Peekskill, on the extreme North, and each day the attendance increased over the previous day. In a setting that did full justice to



Makes Record Selling Shelvadors ...

One of the newest members of the Crosley 100% Club is George Givin, manager of Aggie Hdwe. & Elec. Co.,

tunity." Leslie Wood and Dan Maddox spoke on "Financing." Harry Stone, of Radio station WSM spoke

New York Meeting Most Successful Ever Held

the new Crosley radio cabinets, the sets were placed and operating, so that the dealer had an opportunity amount of service he had been required to give on Crosley refrigerators as compared with a prominent make he formerly handled.'

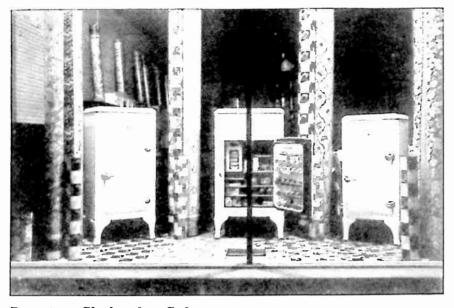
Being a consistent user of effective window displays, Mr. Givin arranges attractive Shelvador displays in his store windows and also occasionally secures the display window of the local utility company for this purpose. Mr. Givin believes that much of his sales success is due to the enthusiastic Shelvador owners in his territory. He says, "It really is a pleasure to sell Crosley refrigerators and a special pleasure to do business with the American Electric Company."

of seeing the comparative value of every number in the line and as a consequence, the average order placed was for practically every number manufactured.

Mr. Fielding Robinson, General Manager of the New York Branch, and Mr. Grant Layng, who handles dealer's sales, were in constant attendance throughout the period of time that the show was being held, which lasted from 10 A. M., to 10 P. M. Mr. Leonard Kellog, who heads up the three Crosley distributing branches, was also present during the period of the show, so that the dealers had an opportunity of talking directly to someone from the Home Office.

Highly Satisfied

"On August 1, 1933," writes Mrs. L. Hoffman of Chicago, Ill., "I purchased a Crosley refrigerator. The refrigerator has worked very nice and I judge by my previous electric light bills and my present bills, that the cost of operation is only about \$1.10 per month."



Boosting Shelvador Sales In The Mountains Of North Carolina...

This attractive Shelvador display is one of the aggressive weapons used by Boyd Furniture Company of Waynesville, North Carolina to promote the sale of Crosley Shelvadors in that community.

"Despite the fact that this dealer is located in a small town in the mountains of western North Carolina, he has sold quite a few Shelvador electric refrigerators," states E. C. White of Carolinas Auto Supply House, Crosley distributor at Char-

Icvball Enthusiast...

Judging from a recent letter from Will Rice of St. Joe, Arkansas, here is a fervent enthusiast for the Croslev leyball. His letter follows:

"This is the fifth season for our Crosley, Icyball and we have never had a cent of expense on it except for kerosene and heater wicks and it is still doing just as good as it did on the day it was installed.

"Another Icyball was sold here in the neighborhood this spring on our recommendation. Living in the country away from ice wagon routes and electric power lines, it is a great advantage."

Low Cost Of Operation ...

Mrs. Mary E. Carlson of Chicago. Illinois, writes:

"After using the Shelvador for one year I was agreeably surprised to learn that the cost of operation was surprisingly low-namely \$1.25 per month.

"It will be a pleasure for me to recommend your refrigerator."

lotte, N. C. "This dealer has handled Crosley merchandise for a number of years, handling only Crosley radios and refrigerators."

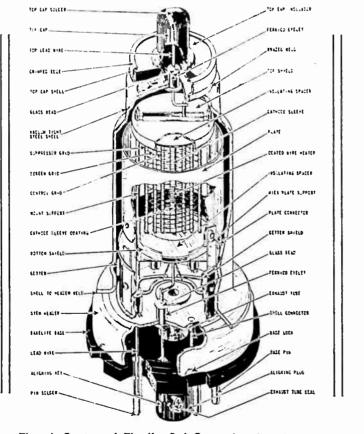
L. L. Richard Named Manager Of Rosenfield's Crosley Department . . .

An interesting announcement from Interstate Electric Company, Crosley distributor at New Orleans, La., is that of the appointment of L. L. Richard as manager of the Crosley refrigerator department of Rosenfield's. Baton Rouge, La. Having been connected with a concern there for more than three years. Mr. Richard is well known in local refrigeration and radio circles and brings with him an enviable record in refrigeration and radio sales work.

"I am indeed happy to become affiliated with such a popular store as Rosenfield's." stated Mr. Richard, "and was especially impressed with Crosley Shelvador refrigerators and the complete stock of models on display. I am confident this department will continue to grow."

The Crosley Shelvador has enjoved a splendid business here and it is anticipated that it will continue to grow in popularity.

Interesting Cross Section View Of New Metal Tube



(Through Courtesy of The Ken-Rod Corporation, Owensboro, Ky.)

Features Carload Shipments In Newspaper Campaign ...

"Another Carload Crosley Shelvadors For Rockford Housewives" was the screaming headline of a recent advertisement in the newspaper of Rockford. Illinois. Taking advantage of the fact that they have been ordering Shelvadors in carload lots, Block and Kuhl of that city, stressed this theme which emphasized the great popularity there of Shelvador,

"The modern housewife is certainly going electric refrigerator minded this year", W. E. Parlee, Jr., refrigerator department manager of this firm remarked. "Hundreds of Rockford families are now enjoying this most necessary convenience and prices are now within the reach of most every pocketbook. Where last year we were delivering a few units at a time, the demand has now increased to the point where we are ordering in carload lots."

L. C. Wheeler, Vice-President. Hardware Products Company, Crosley distributor at Sterling, Illinois, says that Block and Kuhl is considered one of the most enterprising and successful dealers in the territory west of Chicago.

Graybar Uses Success Story In Shelvador Sales Campaign

"Success stories are always worth reading", says the Graybar Flash, published by the Graybar Electric Company, Crosley distributor, Phil-adelphia. Then the bulletin tells the story of Rosengard & Ginsburg, a new Crosley dealer in Atlantic City with a trading population of 50,000.

With the personal cooperation of a Graybar salesman, Rosengard & Ginsburg inaugurated a campaign to sell Crosley Shelvador electric refrigerators with the aid of the Crosley Shelvabank plan. Windows were attractively trimmed, a complete stock of Shelvadors placed on the floor, and an advertisement announcing the campaign run in the local newspaper.

"It produced extraordinary results," K. L. Thielscher, Graybar merchandising manager, reports. "That day more than 50 live prospects were listed, and 11 sales made. This enthusiastic Graybar dealer anticipates a much greater volume of business and is keeping right back of the Shelvabank campaign. Frankly, I expected the results accomplished

N XX



Mass.

A neighborhood furniture store in the city of Cambridge, Mass., the G. G. Rouffa Furniture Company, has achieved one of the most outstanding refrigerator sales records in that district. As ample testimony to this fact, their sales of Crosley refrigerators have shown a 300% increase over last year. An example of this dealer's effective window displays is shown above.

In charge of Crosley Shelvador sales is J. W. Black, sales manager. In the words of Crosley district manager, H. Schumacher, "Mr. Black is

1935.



Scores 300% Sales Increase ...

J. W. Black, sales manager of the G. G. Roulla Furniture Company, Cambridge,

by this aggressive dealer. They are a confirmation of the faith we have in the tremendous sales value of Crosley Shelvador refrigerators for

very aggressive and few opportunities, if any, ever escape him to make some housewife happy with a Crosley Shelvador. During the recent June and July refrigerator sales campaign, Mr. Black more than sold his quota, thereby making himself eli-gible for the Crosley 100% club."

Alabama Dealers Visit Factory ...

Twenty-three dealers of the Perfection Mattress and Spring Co., Birmingham, Crosley distributor in Alabama, in company with officials of the Perfection company, were recent guests of the Crosley Radio Corporation. The dealers were winners in a contest for sales of Croslev Shelvador electric refrigerators.

James Clary, manager of the electric appliance department: Harry Douce, advertising manager; and L. N. Herring, sales representative of Perfection, represented the distributing company. While in Cincinnati they visited the Crosley factory, the studios of WLW and made a trip to see the 500,000-watt transmitter at Mason. In the afternoon they were entertained by the Crosley Radio Corporation at the ball game between the Cincinnati Reds and the Brooklyn Dodgers at Crosley Field. In the evening they were banqueted at the Hotel Gibson.

Speaking of business conditions, Mr. Clary said, "We will more than double our quota for Crosley radios this fall. We will also exceed our quota on Shelvador electric refrigerators. The outlook for business is very good. Things are looking up quite a bit due to the fact that the fall crops are in."

Crosley Band Spread Pointer Brings A New Ease In Tuning And Logging Desired Stations

The band spread pointer available on several of the new 1936 Crosley Radios, is a remarkable development that has a strong appeal when properly presented to prospective radio buyers. It enables the radio fan who wants the utmost in modern refinements to enjoy a new standard of accuracy and ease in both tuning and logging desired stations. Particularly is it of immense value when tuning on the high frequency bands which have proven so popular because of the colorful foreign broadcasts they bring in. When tuning in these distant foreign stations the extreme accuracy made possible through the band spread pointer is a decided asset and materially assists in obtaining the desired results in a guicker and easier fashion.

For instance, suppose you had previously located a station at approximately 11.8 megacycles and desired to tune in that station. By means of the band spread pointer, you can locate that exact station tuning again at but a fraction of the time it would otherwise require.

How To Use It

The Crosley band spread pointer is the red faster-moving of the two pointers as seen on the face of the dial. A separate dial is used for this band spread pointer and this dial is divided into 12 major parts, similar to the figures on a clock. Since the reading of time on a clock is so familiar to everyone, this same method can be used to advantage here. The slower moving double black pointer can be used as the hour hand and the other pointer as the minute hand.

Since a positive gear drive is used, the band spread pointer is always in exactly the same relation to the double pointer, just as the hands of a clock are always in corresponding relation.

As an example, if you receive a station at 11.8 megacycles, and the pointers used as clock hands read 2:00 o'clock, that station could be logged at 2:00 and could always be tuned in thereafter with that simple, quick and easily understood reading.

To help you better understand the advantages of this feature you can examine figure 1. There you can easily see that the pointers indicate 12:20 o'clock, by using (as previously stated) the double pointer as the hour hand and the single pointer as the minute hand on the band spread dial reading from 1 to 12. By following the double pointer down to the high frequency readings, you will see that 12:20 o'clock would bring in a station at either 14.7 or 5.9 megacycles, depending upon the tuning band being used. In figure 2, you will read 11:10 o'clock which would be either 7.6 or 18.0 megacycles.

Through the inclusion of the band spread pointer, you have in a condensed simple form all the advantages of a tremendously large dial the size of which would be impossible to use. There are approximately 20 revolutions of the band spread pointer for each half revolution of the double black pointer. With a 2

inch diameter, the dial for the band spread pointer is about 6 inches long and the 20 revolutions make it the equivalent to a dial about 120 inches long, which would have about a 7 foot diameter if made a half circle and would be so large that it would be naturally impracticable.

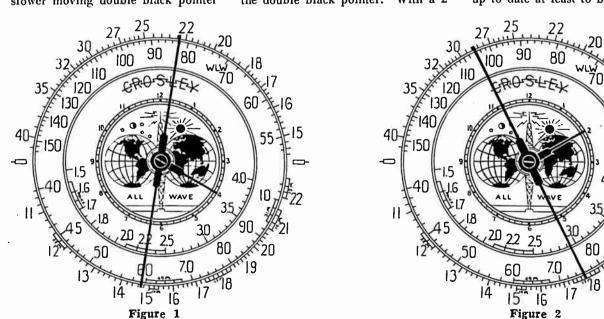
For each revolution of the single red pointer, the double pointer moves only about 1/4", so that the 20 revolutions only move the double pointer about 5 inches as contrasted to the 120" such accuracy of tuning would otherwise require.

Newspaper Gives Shelvador In Subscription Contest ...

As an inducement for subscribers to pay up their subscriptions, The Tri-Community News of Gahanna, Ohio, offered a Crosley Shelvador electric refrigerator as the prize for the lucky winner.

Describing the contest, The Tri-Community News says, "The contest is simplicity itself, easy to enter, with everyone having an equal chance at the prize.

"There is only one requirementto pay up your subscription. For every dollar you pay on a subscription, you will be creating for yourself an opportunity to win the new Crosley Shelvador, valued at \$129.50 which was purchased from the Spicer-Henthorne Furn. Co., Columbus, Ohio. You may pay as far in advance as you like, but you must pay up to date at least to be eligible.⁷



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Туре	Where Used	Eſ	FUBE VO Ep	LTAGES	S-MODE	L 715 Es	Esu	Ega	Ego
6D6	R. F.	6.3			1214				
6A7	OscMod.		245	3.	0	110	0		
6B7	I.F. and Diode	6.3	245	··· 3.	0	110		175	5-to-13
76	A. F. Diode	6.3	245	~ 3.	0	110	0		
76	A. F. Amp.	6.3	••		0			-	
42	Output	6.3	35	- 3.	Ö			-	
80	Output	6.3	235	- 16.	ö	245	0		
	Rectifier	5.1					•		
	VOLTAGES MEASU US OR MINUS 109								. VOLTAC
	DEMAND APPROXI ADING A.C. METE	MATELV 70	WATTS A	T 117.5 VC	DLTS. FIL	AMENT VO	LTAGES M	EASURED	WITH A L

	Figures in first column refer to parts in Diagram on page 18.								
ltem No.	Part No.	Description	ltem No.	Part No.	Description				
1A 1B 2	$\begin{array}{cccc} G4 &27134 \\ G4 &27134 \\ G50 &32000 \\ G44 &32000 \\ G45 &32000 \\ G46 &32000 \\ W &36032 \\ W &3603$	Dial Light Bracket Assembly. Dial Light Bracket Assembly. Ant. Coil Assembly complete. Ant. Coil Broadcast Band. Ant. Coil Police Band. Ant. Coil S. W. Band. Trimmer Condenser.	23 24 25 26A 26B 26C 27	$\begin{array}{r} -22831\\ -22196\\ W\\21875\\ -23403\\23403\\23403\\23403\\21455\end{array}$	Resistor, 15,000 Ohms. Resistor, 20,000 Ohms. Resistor, 100,000 Ohms. Resistor, 150,000 Ohms. Resistor, 150,000 Ohms. Resistor, 150,000 Ohms. Resistor, 300,000 Ohms.				
3 4 5	$\begin{array}{cccc} G6 &36031 \\ G4 &36031 \\ G47 &32004 \\ G46 &32004 \\ G42 &32002 \\ G36 &30202 \\ G37 &32002 \\ G38 &32002 \\ W &36032 \\ G7 &36031 \\ G7 &36032 \\ G7 &36031 \\ G7 &36032 \\ G7 &36031 \\ G7 & -$	Support Base Assembly. Coil Shield Assembly. 1st. I. F. Trans. Assembly. 2nd. I. F. Trans. Assembly. Osc. Coil Assembly complete. Osc. Coil B. C. Band. Osc. Coil Poilce Band. Osc. Coil S. W. Band. Trimmer Condenser.	28A 28B 29A 29B 30 31Z 31Y 32 33A	23785 23785 21454 21454 26577 W35963 G628807 G8028807	Resistor, 500,000 Ohms. Resistor, 500,000 Ohms. Resistor, 1 Megohm. Resistor, 1 Megohm. Resistor, 3 Megohm. Resistor, 8,500 Ohm. Resistor, 25,000 Ohm. Socket, 80. Socket, 76.				
6	G536031 G2932001 G23 32001 G2432001 G2532001 W36032	Support Base Assembly. Coll Shield Assembly. R. F. Coil Assembly complete. R. F. Coil B. C. Band. R. F. Coil Police Band. R. F. Coil S. W. Band. Trimmer Condenser.	33B 34 35 36	G80-28807 G75-28807 W35774 W35772 W -35773 G25-28807 G47-28807	Socket, 76. Socket, 6D6. Tube Shield Base. Tube Shield Half. Tube Shield Cap. Socket, 42. Socket, 6A7.				
7Z 7Y 7X 9 10 11 12A 12B 12C	$ \begin{array}{c} G6 &36031 \\ G4 &36031 \\ W &36056 \\ W &36055 \\ G7 &34000 \\ G12 &34000 \end{array} $	Support Base Assembly. Coil Shield Assembly. Condenser, 8 Mfd. 450 Volt. Condenser, 4 Mfd. 350 Volt. Condenser, 4 Mfd. 250 Volt. Condenser, 35 Mfd. 450 Volt. Condenser, 0.00145 Mfd. Condenser, 0.004725 Mfd. Condenser, 0.01 Mfd., 400 Volt.	37 38 {	W35774 W35772 W35773 G4828807 W35774 W35774 W35773 318-BL-18 518-CL-22 }	Tube Shield Base. Tube Shield Half. Tube Shield Cap. Socket, 6B7. Tube Shield Base. Tube Shield Half. Tube Shield Cap. Speaker.				
13Z 13Y 14Z 14Z 15 16 17A 17B 18	W30805 G234002 G234002 G234002 W25537A W31052 W32378 W32379 W32379 W32379 W32379 See 19B	Condenser, 100 Mmi. Condenser, 100 Mmf. Condenser, 100 Mmf. Condenser, 0.001 Mfd., 400 Volt Condenser, 0.03 Mfd., 400 Volt. Condenser, 0.04 Mfd., 400 Volt. Condenser, 0.05 Mfd., 400 Volt. Condenser, 0.01 Mfd., 400 Volt. Condenser, 0.01 Mfd., 400 Volt. Condenser, 0.02 Mfd., 200 Volt. Condenser, 0.02 Mfd., 200 Volt.	39 { 40 41 42Z { 42Y { 43 44	$\left.\begin{array}{c}36058B\\ G2726719\\ G531128\\ W&34627\\ W&34628\\36062\\ G630745\\ G730745\\ G830745\\ G830745\\36060\\ S6830745\\36060\\ S6830745\\36060\\3606\\36060\\36060\\36060\\36060\\36060\\36060\\36060\\36060\\36060\\36060\\36060\\3606\\$	Band Change Switch AntGrd. Terminal. Speaker Terminal. Terminal Board Insulator. Terminal Board Cover. Tone Control. On-Off Switch. Power Transformer, 60 Cy., 110 V. Power Transformer, 25 Cy., 110 V. Power Transformer, 25 Cy., 220 V. Volume Control.				
19A 19B 20 21Z 21Y 21Y 21X	$ \begin{array}{c} \text{See 19D} \\ \text{W} & -30321 \\ \text{W} & -30321 \\ \text{G10} & -33005 \\ \end{array} \\ \begin{array}{c} \text{G33} & -33002 \\ \text{W} & \text{G21} & -36045 \\ \text{W} & -37198 \\ \text{W} & -32293 \\ \text{C} & -36088 \\ \text{B} & -30375\text{A} \end{array} \right\} $	Condenser, 1.0 Mfd., 160 Volt. Condenser, 1.0 Mfd., 160 Volt. Trimmer Condenser, 5 plate. Var. Tuning Condenser, 3 Gang. Dial Drive Assembly. Dial Pointer only. Dial Pointer Nut (2 used). Dial Indicator Plate. Cord and Plug.	45 46	See 12C 21876 W34678B W31585B B33528C W36312 W36312 W36313 339222 35863	Resister, 10,000 Ohms. Knob, Band Change. Knob, Controls. Escutcheon. Escutcheon Gasket. Band Change Switch Plate. Band Change Indicator, Celluloid. Tone Control Plate. Grille Cloth, 5N Cabinet. Grille Cloth, 5D Cabinet.				
October 1, 1925									

The Crosley Broadcaster

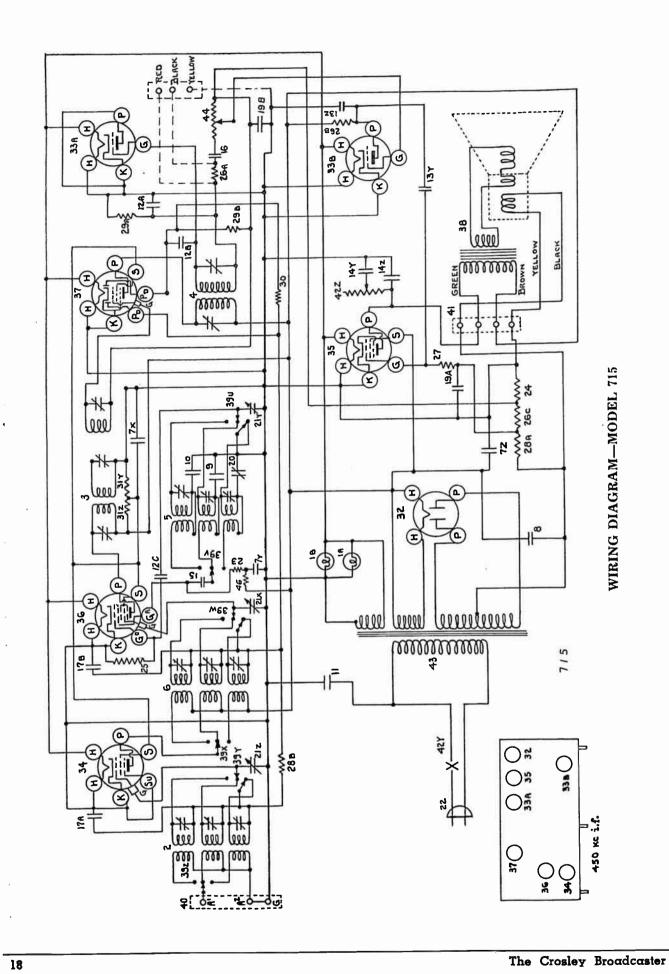
October 1, 1935

5

SUPPLEMENT VICE

PARTS LIST-MODEL 715

17



When you show these new Crosley Battery Radias to the unwired homes of your territory, their appeal will undoubtedly be so irresistible that you will reap unprecedented sales and prafits. You are urged to take full advantage of the tremendous opportunity that exists in the increased purchasing power of the farm market. Get behind these new battery models now!

FEATURES OF THE **Battery Forty-Six**

• Four-tube superheterodyne. Operates from 6-volt storage

- battery.
- No "B" batteries required.
- Syncronous vibrator. • Illuminated, full vision airplane
- type dial. • Rubber maunted tuning condenser.
- Hi Q Litz wound coils.
- Permanent magnet speaker.
- Tubes used are: One type 6A7,
- two type 15, one type 38.

FEATURES OF THE Battery Sixty-Two

Six-tube two band superhetero-

- dyne. • Designed for use with 2-volt air-cell "A" battery.
- Standard broadcasts 540-1570 Kc.; Police, amateur, aviation broadcasts 1570-4000 Kc.
- Automatic volume control.
- Manual sensitivity control.
- Class B pawer output.
- Bank wound Litz R. F. cails.
- Rubber mounted three gong tun-
- ing condenser.
- Airplane type dial. • New plug type battery cable.
- Permanent magnet speaker,
- Tubes used are: Two type 34, one type 1A6, one type 1B5, one type 30, one type 19.
- PRICES SLIGHTLY HIGHER IN FLORIDA, ROCKY MOUNTAIN STATES AND WEST.





CROSLEY BATTERY FORTY-SIX

What a remarkable radio for the unwired home! By climinating "B" batteries and by using the ACE Govermatic Wind Charger to charge the 6-volt storage battery, power operating cost is practically nothing.

Gorgeous cabinet has figured walnut veneer on the front panel. Decorative lines on the solid wood top and also on the end panels. Dimensions: 111/2" high, 101/2" wide, 7^{1/2}" \$**34.50** deep.



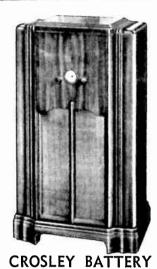
CROSLEY BATTERY SIXTY-TWO

A beautiful and exceptionally well.performing battery radio that proves Crosley leadership in offering the most for the radio dollar. The cabinet front panel is of stump walnut veneer. Pilasters are reeded. Dimensions: 161⁄2" high, ^{161/2}" high, 121/4" wide, 83/4" deep. \$**39.95** 8¾" deep.



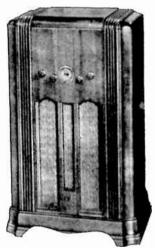
CROSLEY BATTERY SIXTY-TWO "A" The cabinet of this remarkable battery radio is sufficiently large to accommodate all necessary batteries. The exquisite front panel is of American walnut veneer with reeded pilasters. Dimensions: 211/4" high.

18% wide, \$42.50111/s" deep.



FORTY-SIX Console The front panel of this beautiful cabinet is of center matched American walnut veneer. The top is of walnut veneer. Pilasters are reeded. Speaker grille has decorative Dimensions: 36" overlay. high, 211/2" wide, $11\frac{1}{2}$ \$49.50

deep



CROSLEY BATTERY SIXTY-TWO Console Expressive of the finest in beauty, performance, value. The beautiful cabinet has a front panel of center matched American walnut veneer. Pilasters are reeded. Dimensions: 36%3" high, 20%4" wide, 11%4" deep. \$54.50

The CROSLEY HCCANCER steals the show

and captures untold SALES and **PROFITS**... The Crosley Buccaneer brings new thrills in radio pleasure to your *qustom*ers-and unprecedented sales and profits to you! For it is a leader of leaders-nowhere else can anyone find a three-band six-tube superheterodyne giving anywhere near the same value. Whenever the Buccaneer is seen and heard it creates a sensation. Compare the Buccan-

eer with any other radio of the same price and you will find that it is "away ahead of the procession."



FEATURES

- Six-tube three-band superheterodyne.
- Standard broadcasts—540-1700 Kc. Police, amateur, aviation broadcosts-1700-5200 Kc.; Foreign broadcasts-5400-15,300 Kc.
- Automatic volume control.
- Tone control.
- Illuminated full vision airplane type dial.
- Three position band change switch.
- Vernier drive station selector.
- Completely shielded first and second 1. F transformers
- Electrolytic condenser.
- · Planetary drive type full floating tuning condenser.
- . Full floating moving coil electrodynamic speaker.
- Tubes used are: One type 6A7, (double purpose), two type 6DS, one type 76, and type 42, one type 80.

BUCCANEER CROSLEY

With an exceptionally outstanding quality of tone and performance, this distinctive radio receives American, foreign, police, amateur and aviation broadcasts. The cabinet front panel is of center matched stump walnut veneer. Pilasters are of pin stripe walnut veneer with fluted corners. Top of wal-

Dimensions: 16¹/₂" high, 12¹/₄" \$**39.95** nut veneer. wide, 8¾" deep.

Complete

Crosley Olympia—Employs six \$45.00 METAL TUBES. Other features and cabinet same as Buccaneer. Complete

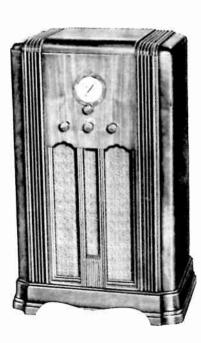
CROSLEY BUCCANEER CONSOLE

Incomparable for its price class-in beauty, performance, value. For standard, foreign, police, amateur, aviation reception. Beautiful cabinet has front panel of center matched American walnut veneer. Pilasters are reeded with walnut veneer stiles. Dec-

orative fluting on the speaker grille. \$54.50 Dimensions: 36%" high, 2034" wide, 111/4" deep. Complete

Crosley Olympia Console—Employs six METAL TUBES. Other \$59.95 features and cabinet same as Buccaneer Console. Complete

PRICES SLIGHTLY HIGHER IN FLORIDA, ROCKY MOUNTAIN STATES AND WEST



Whatever Happens.....You're *There* With A Crosley