



# **POWEL CROSLEY, JR. SAYS...**

HE enthusiastic reception accorded the new Crosley Shelvador wherever shown throughout the country is indicative of a most prosperous refrigerator year for Crosley dealers everywhere. Sweeping popularity is destined to skyrocket all previous records. Initial orders of unprecedented volume are pouring into the factory to take care of the insistent demand.

There is every reason in the world why the new Shelvador should get off to such a flying start. Every conceivable desire and need of the refrigerator-buying public has been thoroughly studied and analyzed and then incorporated in the new Shelvador. Instant acclaim has been brought to this distinctively-designed Shelvador as "The World's Most Beautiful Refrigerator." The inimitable Shelvador and other appealing features are beyond any comparison. In beauty, conveniences, utility, dependability, economy and value, the new Shelvador is world-leading.

Spring is fast approaching. With it will come a history-breaking demand for Crosley Shelvador electric refrigerators. It behooves every dealer, who is awake to his full profit opportunity, to make adequate preparations now. Not only will immediate efforts bring immediate sales, but the momentum created through early promotions will add impetus to sales during the most active seasons.

Every Crosley dealer is urged to advertise Shelvador, display Shelvador, talk Shelvador, show Shelvador, sell Shelvador NOW. There's no doubt about it. There's a big year ahead in Shelvador sales and profits.

Towellorosley Jr.

The Crosley Broadcaster

NO DEALER CAN AFFORD <u>NOT</u> TO HANDLE CROSLEY

THE CROSLEY BROADCASTER, EARL DITTMAR, EDITOR. PUBLISHED BY THE CROSLEY RADIO CORPORATION. CINCINNATI, O. COPYRIGHT, 1936.

## A 51 Million Audience ...

13

51,000.000 copies of national magazines will carry Crosley Shelvador advertisements in the month of April. And when you consider that several persons read each magazine. this number is multiplied to a staggering number of readers.

THE

"The World's Most Beautiful Refrigerator plus This Much More In a Shelvador"-what an appealing, convincing, selling message to create Shelvador sales and profits. And with this sweeping magazine campaign, certainly no prospect will fail to see that message.

A comprehensive list of all the leading weekly and monthly magazines is being used to tell the Shelvador story to the nation. In fact, a Shelvador advertisement will be in practically every magazine you pick

up. In order to take full advantage of the prospects created through this advertising, every Crosley dealer is urged to make a "tie-up" to identify his place of business as the Shelvador dealer by using every conceivable "point-of-sale" promotion. A wide array of Shelvador sales promotion aids is available for this purpose. See your distributor about vour local Shelvador advertising needs and get going now.

## Magna-Ceramic Dial Acclaimed Startling Innovation ...

Instant acclaim has been accorded the latest contribution to radio by Crosley-the new Magna-Ceramic Dial. Of imperial beauty, absolutely permanent, with clear vision numerals, better illuminated and full band designated, this startling innovation is truly a new-type, new-value dial that is appreciated by everyone.

Unlike other types of radio dials,

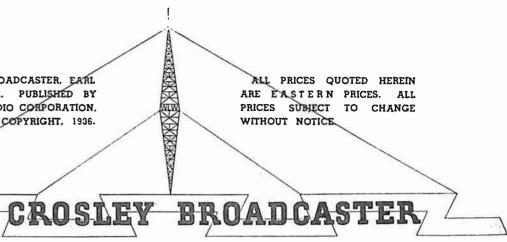
ciable degree.

nated. Point out this new feature to your prospects and customers and you will see that it will add a decided stimulus to your radio sales.

## **Crosley Savamaid** Washers And Ironers Mean New Profits For You...

With the announcement of the new Crosley Savamaid Electric Washers and Ironers, a tremendous market that is comparable in size to that of electric refrigeration is opened up to every Crosley dealer. In fact, it is estimated that over 1,500. 000 washers were sold in 1935. The new Crosley Washers and

Three types of Crosley Savamaid Washers are being offered. One uses the well known wringer with so-called semi-balloon rolls.



the Magna-Ceramic dial has very large, casy to read numerals and calibrations and thereby brings a new case to tuning in desired stations. The numbers are so easily read that many people who wear glasses can now see to tune in without the aid of their glasses. In contparison with old-style dials, the Magna-Ceramic dial literally magnifies the numbers to a very appre-

The background and calibrations are of ceramic material fused into glass, making the new Magna-Ceramic dial absolutely permanent. It will not fade or discolor or scratch and will last at least a lifetime. Other advantages are that this new dial lends itself to better illumination and each tuning band is fully desig-

Ironers contain features that place them far ahead of competition . . . they are beautifully styled . . . they are value leaders.

The second, available in two models, is also a wringer-type using a patented development. This is known as the Velvetouch wringer. It gives even wringer action because the soft. indestructible upper roll molds itself antomatically to the contour of the clothes, leaving no wet spots and cannot tear out or break buttons.

The third is the so-called "wringerless" type, the Crosley Savamaid Spe-Dry. In addition to its complete safety and superior drying qualities. the Spe-Dry brings a new, simplified routine to washday. It saves about 1/3 of the labor necessary with wringer types of washers and also eliminates the necessity of dipping the hands or arms in water.

The Crosley Ironer is equally as outstanding in features and value.

With the great public acceptance of the name Crosley . . . with the vast market for the sale of washers and ironers-Crosley dealers are given a big avenue of new profits.

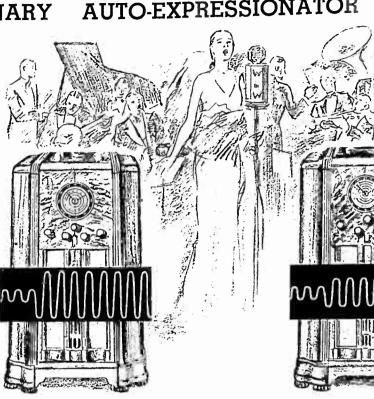
## Home News...

The new edition of the Home News is just the thing to pass out from door to door to help make everyone in your community conscious that you are the Shelvador dealer. Made up like a metropolitan newspaper, the chances are that every woman will pick it up from her doorstep. And the first page articles are written in reader-interest news style to "carry home" definite sales appeal of the new Crosley Shelvador. The inside spread is a display of all the new Shelvador models with special emphasis on the many outstanding features. The dealer has choice of either one of two back pages. One has a number of frozen dish recipes. the other is an appealing advertisement for the new Crosley Savamaid Washers and Ironers. Also either one has generous space for dealer imprint. Order from your Crosley distributor.

### SALES-CLINCHING DEMONSTRATION FOR THE A AUTO-EXPRESSIONATOR REVOLUTIONARY

THE new Crosley Auto-Expressionator, incorporated in several of the new Crosley Radios and acclaimed a history-making invention, is proving to be a decided sales attraction. As you know, this revolutionary Auto-Expressionator restores the full expression range of radio programs, from the greatest volume of the crescendos to the softest passages, just as they are played by the orchestra before being monitored in the studio to meet transmitting equipment limitations.

A very effective way that has proven successful in demonstrating



THIS Crosley Barkentine Console has the Auto-Expressiona tor switched ON. It reproduces the full expression range of radio programs from the greatest volume of the crescendos to the softest passages just as they are played by the orchestra in the studio

the Anto-Expressionator is to select two Crosley radios of the same model with the Auto-Expressionator, hook them up side by side, tune them both to an orchestral program on the same station, switch the Auto-Expressionator in on one and off on the other. Tune both to approximately the same volume. Then have the prospect sit in front about ten or fifteen feet from the sets. As the volume reaches the crescendo, attention will be directed to the set with the Auto-Expressionator and as the volume reaches the pianissimo stage, attention will be focused on the other set. This is a convincing way to prove the

WITHOUT the Auto-Expression-

ator, this Crosley Barkentine

Console does not have as full

played simultaneously with the

radio to the left, attention will

be called to this set only when

it overshadows the extremely

soft passages of the one with

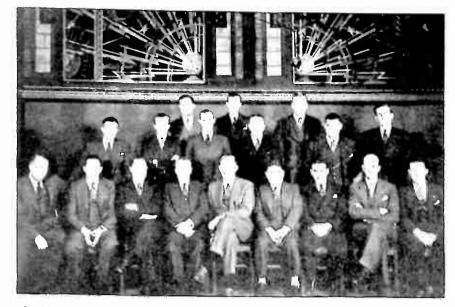
When

an expression range.

Auto-Expressionator.

wider expression range made possible with the Auto-Expressionator and to use such a demonstration will help to win new radio sales.

The Crosley Broadcaster



Lower row: U. S. Grant, K. Timson, M. Pehis, N. J. Etienne, Powel Crosley, Jr., Wm. J. Barron, Mel Hollinger, M. Roberts, F. S. Earlywine. Middle row: Robert DeVille, H. E. Rich

## Chanslor & Lyons Men Visit Crosley Factory...

N. J. Etienne, manager, Radio and Refrigerator Department, Chanslor & Lyons Stores, Inc., Los Angeles and San Francisco, Crosley distributors in California, and their salesmen made a trip to the Crosley factory to prepare them for going over the top in Ĉalifornia in 1936.

The salesmen accompanying Mr. Etienne were Robert DeVille, Mel Dollinger, William Hocking, K. Tim-son, F. S. Earlywine, M. M. Pettis, M. Roberts and William J. Barron. With the group came also U.S. Grant, San Diego, Cal., one of the largest Crosley dealers in the state although in one of the smaller cities. Mr. Grant has sold as many as 96 Crosley Shelvador electric refrigerators in a month. In the delegation was Paul W. Bialkowsky, Crosley Western Division Manager.

The party was conducted through the Crosley factory by Neil Bauer, Manager Crosley Special Products Division; J. D. Park, Manager Crosley Dealer Department and Lee Bird, Crosley Field Service Manager.

All were taken to one of Cincinnati's leading cafes, accompanied by Powel Crosley, Jr., president Crosley Radio Corporation; J. P. Rogers, Vice President; H. E. Richardson, general sales manager; Glenn Corbett, Advertising Manager; and Robert Perkins, Distribution Manager. In the evening the party was taken to one of the well known night clubs. The salesmen had not seen the facstation.

ducts.

firm.

ardson, J. P. Rogers, Paul W. Bialkowsky, William Hocking, Neil Bauer. Top row: J. D. Park, Robert Perkins Glenn H. Corbett

tory before and were amazed at the vast production lines, the efficient production methods, almost human machines and the delicate instruments that insure accuracy to a microscopic part of an inch in Shelvador electric refrigerators, and the supervision and precision with which the wonderful tone quality of Crosley radios is assured. All said after being so overwhelmingly convinced by seeing the factory and Crosley manufacturing methods, they would go back and do the biggest selling job they have ever done on Crosley pro-

The entire group were taken to Mason, near Cincinnati, to see the 500,000-watt WLW transmitter, world's most powerful broadcasting

## Saint Paul Distributor Efficiently Manned ....

That the Motor Power Equipment Company, Saint Paul, Minnesota, is in excellent position to render highest possible merchandising service and assistance to the many Crosley dealers of that region is indicated in the splendid executive personnel as recently commented upon by F. M. Hutchinson, Major Electric Appliance Department Manager for the

"Our president is Mr. E. B. Ober, formerly president of the Minnesota Mining and Manufacturing Com-

## Croslev "Pup" Gives Many Years Of Service ....

Kenneth Young of Pleasantville. Iowa, writes:

"I purchased a Crosley 'Pup' when these radios were first put on the market. It has been in constant use all these years, with very little repair service.

'I am still able to hear a variety of the largest stations and a few of the smaller ones. I admire the performance and service of the radios manufactured by Crosley."

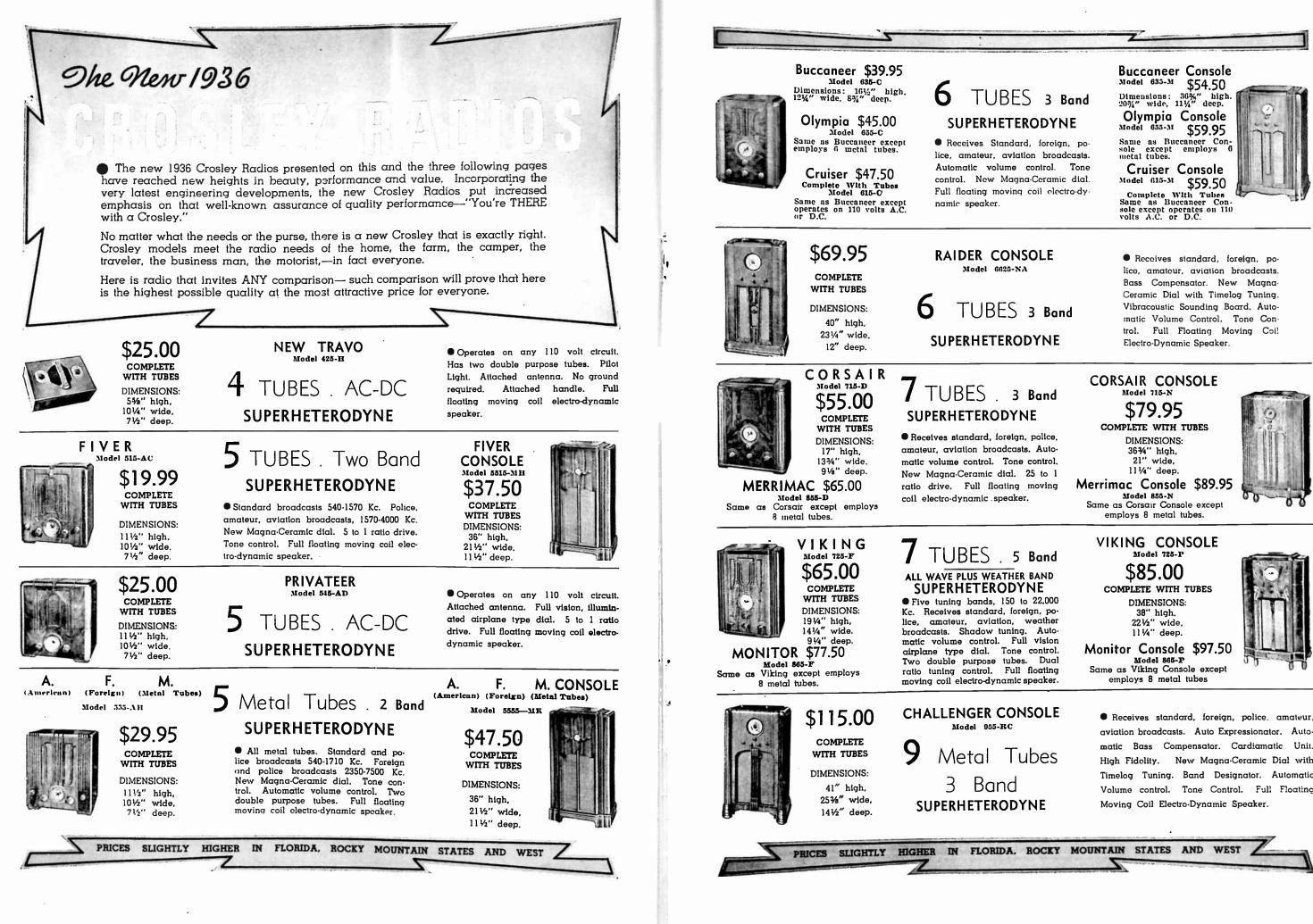
"Our vice-president and general manager is Mr. H. G. Barnes. Mr. Barnes was a graduate of Carlton College and played fullback on Carlton's football team during the 1915-16 season. He is also a graduate of the University of Wisconsin and played right end on the football team of 1919. After leaving the University of Wisconsin, Mr. Barnes became City Manager of the City of White Bear, Minnesota, When the Motor Power Equipment Company was organized in 1925, Mr. Barnes joined this organization as credit manager. He afterwards became treasurer and in 1930 succeeded A. W. Logan as vice-president and gen-



H. G. Barnes, vice-president and general manager of Motor Power Equipment Company, Crosley distributor, Saint Paul,

## eral manager."

The activities of this distributing firm are quite varied and the entire organization is highly enthused over the sales opportunities for 1936 presented in the new Crosley radios and Shelvador refrigerators.





aviation broadcasts. Auto Expressionator. Auto-High Fidelity. New Magna-Ceramic Dial with Timelog Tuning, Band Designator, Automatic Volume control. Tone Control. Full Floating



## BARKENTINE CONSOLE Model 1155-RB \$137.50 COMPLETE WITH TUBES

DIMENSIONS: 42" high. 26" wide, 13<sup>1/2</sup>" deep.

## BATTERY FIFTY-TWO Model 535-AF



## 5 TUBES SUPERHETERODYNE \$29.95 COMPLETE ESS BATTERIES DIMENSIONS: 111/2" high,

101/2" wide, 71/2" deep.

\$34.95

COMPLETE

LESS BATTERIES

DIMENSIONS:

211/4" high,

18%" wide.

111/s" deep.

# Metal Tubes 4 Band SUPERHETERODYNE

Receives standard, weather, foreign, police, amateur, aviation broadcasts. Auto Expressionator. Automatic Bass Compensator. Cardiamatic Unit. High Fidelity. New Magna-Ceramic Dial with Timelog Tuning. Vernimatic Tuning Control. Special Band Designator. Shadowgraph Tuning Monitor. Broad Automatic Volume Control. Tone Control. Vibracoustic Sounding Board. Curvilinear Speaker.

BATTERY RECEIVER

Designed for use with 2-volt air-cell "A"

battery. Full vision airplane type dial.

Combined volume control and on-off switch.

New plug-in type battery cable. Permanent

**BATTERY FIFTY-TWO "A"** 

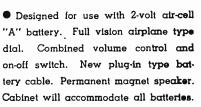
Model 535-BH

BATTERY RECEIVER

magnet speaker.









1214" wide, 834" deep.

\$42.50

COMPLETE

LESS BATTERIES

DIMENSIONS:

21¼" high,

18%" wide.

111/a" deep,



UBES superheterodyne

battery. Standard broadcasts 540-1570 Kc. Police, amateur, aviation broadcasts 1570-4000 Kc. Automatic volume control. Manual sensitivity control. Class B power output. Bank wound Litz R. F. coils. Rubber mounted three gang tuning condenser. Atrplane type dial. New plug-in battery cable. Permanent magnet speaker.

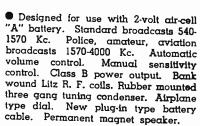
**BATTERY SIXTY-TWO "A"** 

Model 603-BG

BATTERY RECEIVER

TUBES . 2 Band







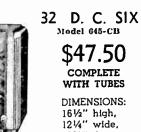


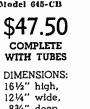


DIMENSIONS: 111/2" high, 101/2" wide, 71/2" deep.



DIMENSIONS: 19¼" high. 141/4" wide, 91⁄4″ deep.





ROAMIO A-156

Superheterodyne automobile receiver with seven-tube effectiveness. High gain antenna system. Hi Q Pre-selector circuit with three-gang tuning condenser. Primary vibrator with tube rectification. Tone control. Automatic volume control. Single housing, Full floating moving coil electrodynamic speaker. Remote control illuminated airplane type

\$39.95 Complete dial. Remote control adapters.











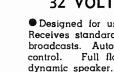












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# 8 TUBES . American-Foreign **BATTERY RECEIVER**

Designed for use with 2-volt air cell "A" battery. Receives standard 540 to 1750 Kc. and foreign 5700 to 15,500 Kc. broadcasts. Automatic volume control. Tone control. Airplane type dial. Moving coil permanent magnet dynamic speaker.

# 4 TUBESsuperheterodyne **6-VOLT BATTERY RECEIVER**

• Operates from 6-volt storage battery. No "B" batteries required. Syncronous vibrator. Illuminated full vision airplane type dial. Rubber mounted tuning condenser. Hi O Litz wound coils. Permanent magnet speaker.

# TUBES . 3 Band **6-VOLT BATTERY RECEIVER**

Operates from 6-volt storage battery. No "B" batteries required. Weather broadcasts 150-400 Kc. Standard broadcasts 540-1700 Kc. Foreign and police broadcasts 2350-7500 Kc. Automatic volume control. Tone control. 25 to I ratio drive. Illuminated airplane type dial. Permanent magnet speaker.

## TUBES . 2 Band 32 VOLT DC RECEIVER

Designed for use with 32-volt DC supply Receives standard, police, amateur, aviation broadcasts. Automatic volume control. Tone control. Full floating moving coil electro-

> Six-tube two-unit superhetero dyne automobile receiver. High gain antenna system. Three gang tuning condenser. Self rectifying vibrator. Automatic volume control. 8" moving coil electro-dynamic speaker with tone control. Remote control with illuminated airplane type dial. Remote control adapters.







Model 645-MB

\$64.50

COMPLETE

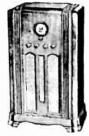
WITH TUBES

DIMENSIONS:

36%" high,

203/4" wide

111/4" deep







# **Big Times Ahead Evidenced** In Nationwide Dealer Meetings...

Such intense enthusiasm is being manifested in the dealer meetings held from one end of the country to the other that the new 1936 Crosley lines are destined to sky-rocket all previous sales records. Judging from these dealer meetings, (reports of a few of them are shown below), the new Crosley Radios, Shelvador Refrigerators, Savamaid Washers and Ironers and other Crosley products will reach a new all-time sales high in 1936.

## **Big Year Predicted** At Indianapolis

Various Crosley products were introduced to more than 270 dealers and salesmen from sixty Indiana counties by the Kiefer-Stewart Co., Indianapolis, Indiana at a recent banquet meeting.

G. Moxley, president of Kiefer-Stewart, speaking at the banquet, predicted a "great electrical year for 1936," His optimism, he said, was based "not only on substantial economic improvements in farming and industry, but on the fact that electric equipment is becoming a necessity in every home."

Assisting Mr. Moxley with the program were O. C. Maurer, vice president of Kiefer-Stewart; Howard Brewer and Al Tribbett, out-of-thecity sales representatives of the company, and Hugh Green, city salesman.

## Large Volume Of Orders **Placed At Providence**

Some 176 dealers and salesmen were present at the recent showing of the new Crosley lines held in Providence, R. I., by the Providence Electric Company . A large volume of orders was placed for immediate delivery including Shelvador electric refrigerators, the new Crosley washers and Crosley radios, H. D. Schumacher. Crosley district manager, reported.

## **Dealers Brave Downpour** At Boston Showing

Braving a torrential downpour of rain. 500 dealers and salesmen attended the recent meeting of George Collins Company, Boston, Mass.

Following the meeting, Herman D. Schumacher, Crosley district manager, stated that the "meeting will go down as one of the most successful ever held by the George Collins Co. Seldom do dealers respond with the enthusiasm that they displayed on seeing the new showing of the 'most beautiful refrigerator,' the new Savamaid line of Crosley laundry equipment and four new remarkable radio consoles."

## **Tarbell-Watters Meeting** Attended By 200

With an attendance of approximately 200 dealers from western Massachusetts and the state of Ver-

mont, the Tarbell-Watters Co., Crosley distributor, Springfield, Mass., recently held an enthusiastic meeting.

L. H. Tarbell, president of Tarbell-Watters, was highly pleased with the fine dealer response. A prize of a Crosley Fiver was awarded to Fred S. Dyke, Crosley dealer of Barton. Vt., who traveled the greatest distance to attend. His trip was 234 miles one way.

## Great Enthusiasm At Charlotte, N. C., Meeting

The Carolinas Auto Supply House. Charlotte, N. C., recently held a highly enthusiastic meeting with approximately 200 dealers in attendance. E. C. White of this firm reports that a large volume of orders was placed. Heavy Attendance At Wichita

The Stimpson Sales and Investment Corporation, Wichita, Kansas. recently held a dealer meeting that was marked by a very heavy attendance. Great enthusiasm was shown for the new lines of Croslev merchandise.

E. L. Stimpson. president of the local Crosley distributing organization, has expressed himself as being highly pleased with the results of the meeting and is very optimistic for the coming year.

# Go Wild With Applause At Sterling, Illinois

A highly enthusiastic dealer meeting was recently held in Sterling, Ill., by Hardware Products Company. local Crosley distributor. Both the new Croslev Radios and Shelvador refrigerators were shown. Burt Wagle, diamond pin winner and this distributor's high quota man, unveiled the first Shelvador model. After wild applause and an enthusiastic expression of approval from all present, L. C. Wheeler, vice-president of Hardware Products, who was in charge of the meeting proceeded to display the other models. A. W. Wheeler, president, commented, "The early start is placing the company a few laps ahead of competition and is much apprecia'ed by the aggressive dealers in this territory.'

## 100 Cars Ordered For Far West

P. W. Bialkowsky, Crosley district manager for the Pacific Coast, has reported that due to the intense enthusiasm over the new Shelvador, 100 carloads have been ordered and are on the way to satisfy the sweeping demand out in the far west. Mr. Bialkowsky reports that the Chans-

The Crosley Broadcaster

lor and Lyon Stores, of California, have just completed a series of dealer meetings. Record attendances were reported and the greatest acceptance of the new lines ever accorded by the dealers.

## Milwaukee Anticipates Big Sales Increase

The open house meeting recently held at Milwaukee by the Maurer Greusel Company was attended by the largest number of dealers in that territory in many years. Vernon Maurer, vice-president, stated they were highly gratified by the acceptance from the dealers and that he expected an increase of several hundred percent over their sales for 1935. This company ordered for January and February shipment more than 50 percent of their volume of business last year.

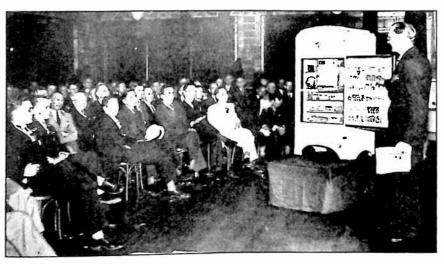
## **Unprecedented Enthusiasm** At Des Moines

The Hieb Distributing Co., Des Moines, Iowa, recently held open house to 150 dealers in their new display showroom, said to be one of the most beautiful in the Northwest.

Herbert Hieb, president, stated on the second day of the meeting that his company would double last year's sales. He also reported that he had never before received so much favorable comment from his dealers as he received on the new Croslev 1936 lines. Orders were booked for all Crosley products.

## 500 Dealers Attend **Houston Meeting**

With an attendance of 500 dealers, Reader's Wholesale Distributors, Houston, Texas, started the 1936 sea-



Enthusiasm reigned when the new Shelvador was shown to dealers at the Beck and Gregg Hardware Company meeting, Atlanta, Georgia. The various Shelvador semblage.

ritory during the recent open house held there by the Ontario Electric Corporation. Crosley distributor.



son with every evidence of far surpassing the remarkable record made by this Crosley distributor in 1935. Hymen Reader, head of the wholesale firm, presided at the meeting. The meeting combined two events. One was the annual convention of dealers in this territory-the other was the first birthday of the Reader Company.

12

Happy is this group of dealers attending the banquet following the showing of new Crosley products by Reader's Wholesale Distributors, Houston, Texas. The event was attended by 500 at the Rice

## **Bright Year Ahead. Reports Birmingham Distributor**

Following a meeting of 150 Cros-ley dealers held by the Perfection Mattress & Spring Co., Birmingham, Alabama, James W. Clary, manager of the radio and refrigerator department, predicted a bright year for radios and refrigerators as well as the

models were placed on a small float, one at a time, and pushed through the curtain, for the close inspection of the asHotel there and was cause of double celebration. Not only was it the annual dealer convention but also the first birthday party of Reader's.

new line of Crosley electric washers. He reported the dealers all confident of a good year in 1936 and a substantial volume of orders were placed for immediate shipment.

## 100 Brave Blizzard At Omaha Meet

Undaunted by the cold and snow, 100 dealers attended the recent meeting held by the Pollard-Hasselbalch Co., Omaha, V. H. Pollard of this firm, reports that the dealers attending were very enthusiastic and are already clamoring for new Crosley merchandise.

## Atlanta Has Enthusiastic Meeting

A most successful Crosley dealer meeting is reported by Herndon Thomas, manager, Electric Appliance Department, Beck & Gregg Hardware Co., Crosley distributor at Atlanta.

"The new models were received with great acclaim by all of the dealers." Mr. Thomas reported following the meeting, "and they expressed their conviction that with these new models they could double their 1935 quotas in 1936."

## **Record-Breaking Meeting** At Cleveland

The Frankelite Company, Cleveland, reports a most successful dealer meeting. E. J. Rueth, of Frankel-ite, says: "The attendance was by far the greatest we have ever had, and was far beyond what we had anticipated. Then, of course, the most

(Continued on Page 14)

(Continued from Page 13) gratifying part is the fact that the dealers bought earlier and more freely than they have for several years. We wrote more business at this meeting than we have ever written at any previous meeting."

## Minneapolis Dealers Brave **Record Cold Wave**

More than 200 dealers from central Minnesota and the Twin Cities braved the all-time cold record of 33.5 below zero for Minneapolis to attend a two-day showing of the new Crosley Shelvador electric refrigerators, Crosley radios and Crosley washers, given by the Motor Power Equipment Co., Crosley distributor, St. Paul, Minn., in the Nicollet Hotel, Minneapolis.

## 200 Attend At San Antonio

Approximately 200 guests were present at the recent showing of Crosley Shelvador electric refrigerators and radios given by the Graybar Electric Co., San Antonio, Tex.

C. R. Hull, merchandise manager for Graybar, was master of ceremonies, and Harry Roper, Crosley district manager, presented the new models. Mr. Hull reports a most enthusiastic reception was accorded all lines.

## **Good Year Started At** Salt Lake City

The new 1936 Croslev Shelvador electric refrigerators, radios with the new Auto-Expressionator, and the new Crosley washers and ironer were shown to almost a hundred dealers who attended the recent showing given by the Western Supply Co., Crosley distributor, Salt Lake City.

"The dealers were all thrilled at the new models and we booked more orders than ever before," H. W. Eskuche, president of the distributing



This enthusiastic group of 276 dealers attended a meeting and showing of new Crosley lines. It was held in San Fran

## company, reported after the meeting. **Open House At Buffalo Brings Unprecedented Orders**

A two-day open house in the display rooms of Ontario Electric Corporation, Buffalo, N. Y., was recently held to announce the new 1936 Crosley lines. According to George G. Eckel of Ontario, the meeting was highly successful and resulted in unprecedented "signatures on the dotted line."

## "Apollo For Service" Builds Good Will, Says Harry Epstein ...

A recent visitor at the Croslev factory, Harry Epstein, service manager. Apollo Distributing Corporation. Newark, N. J., spent several days becoming acquainted with the new Crosley lines and renewing acquaintances he had made when he attended the first Crosley refrigerator school held in 1932.

"With the new Crosley Shelvador and our efficient service organization, Apollo is second to none and our



This group of 329 dealers were in attendance at the dealer meeting recently held in Los Angeles, California, by Chanslor and Lyons Stores to see the new Crosley Radios, Shelvadors and Savamaid Washers and Ironers.

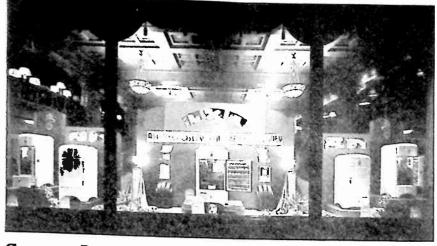
cisco, California, by Chansler and Lyons Stores

slogan 'Apollo For Service' means exactly that and has brought much good will in our territory," stated Mr. Epstein. "Our service organization is in itself unique. Responsible service men are appointed in strategic locations throughout the territory. They are properly trained and provided with the names of customers to call on. Every Shelvador customer is called on sometime within the first three months after the sale and again about eight or nine months after the sale. Practically all of these calls are good will calls and names of many prospects are secured in this way. In fact, of all the calls we make only about 2 or 3% are actually calls for work on the refrigerator."

## Hitchcock Joins Frankelite ...

H. I. Hitchcock has joined the Frankelite Company, Crosley distributor, Cleveland, and will serve as a merchandising adviser and assistant to Frankelite dealers. Mr. Hitchcock comes to Frankelite with a background of 14 years' experience in electric refrigeration. His work will be to contact dealers and assist them in their sales and sales promotion activities. By giving this assistance to dealers who do not have such service, Frankelite believes that it will be possible to double its sales in 1936. Mr. Hitchcock was a recent visitor at the Crosley factory in Cincinnati, familiarizing himself with the new Shelvador electric refrigerators, the new Crosley radios and the Crosley Auto-Expressionator and the new line of Crosley washers and ironer.

The Crosley Broadcaster



# Gorgeous Display Of "World's Most Beautiful"...

This window display shows how the Union Gas and Electric Company of Cincinnati featured the new 1936 Crosley Shelvador electric refrigerators. In a modernistic setting in harmony with the stream-line design

## New Crosley Washers Going Big At Chicago ...

The new Crosley electric washers and ironer, are going big with the trade in the Chicago area, Clarence S. Tay, manager, Crosley Distributing Corporation, Chicago, stated on a recent visit to the factory in Cincinnati. "The entire line is being received with great enthusiasm," Mr. Tay said. "Especially is the washer of the wringerless type going good. Likewise, the new 1936 Crosley Shelvador electric refrigerators are being hailed as the most beautiful line on the market. In radio, the Auto-Expressionator is creating a real sensation and meeting with the hearty approval of all who hear the new Crosley radios equipped with it.

## WLW Tower Shown In "Believe It Or Not" Ripley Column ...

Everyone, of course, is acquainted with the famous "Believe It or Not" daily strip by Robert E. Ripley that appears in newspapers throughout the country. Illustrated recently in this column of oddities and almost unbelievable facts was the WLW antenna tower with the statcment, "The Crosley Radio Tower-831 ft. high, rests on a base 61/2 inches in diameter. When in action it causes electric lights to burn in nearby homes."

March 1, 1936



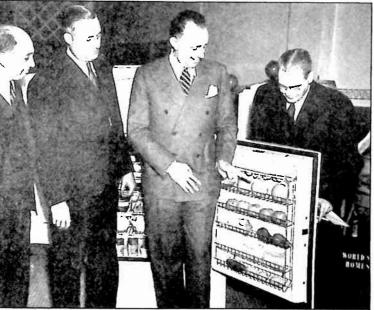
cinnati.

of the new Shelvadors, this display was beautifully illuminated at night. It proclaimed "The World's Most Beautiful Refrigerator" in a way that resulted in a greatly increased volume of sales.

## Unique Valentine Mailed By Apollo ...

With the heading. "A Valentine To You" and an "illustration of a gentleman of the gay nineties proposing to a Shelvador, Apollo Distributing Company of Newark, N. J. recently mailed a unique piece to dealers of that territory. The text read:

- "C is for Coldness, that is evenly cold
- R is for Roomy, the food it will hold
- O is for Order, each thing has its place
- S is for Shelvador, giving more space
- L is for Low Cost, of upkeep a day
- E is for Easy installments to
- pay Y is for You, and we hope that you see you'll profit with CROSLEY and prosperous
- SUCCESSFUL STORES SELL SHELVADORS."



## Crosley Goes Hunting In Tennessee ...

Powel Crosley, Jr., was a recent visitor in Nashville, having flown there in his own airplane from Cin-

While there, Mr. Crosley went quail hunting for a day on the Maddox preserve in Lincoln County with Damon Headden, State Director of Game and Fish Conservation, and Col. James Hammond, publisher of the Memphis Commercial Appeal. Also, while in Nashville, Mr. Crosley visited the Gambill Distributing Company, distributors of Crosley products in the TVA area.

The above picture was taken in the Gambill store. Standing in front of one of the new 1936 Crosley Shelvador refrigerators are, left to right: W. W. Gambill, Jr., President of the Gambill Distributing Company; Mr. Headden; Mr. Croslev; and Walter Evans, president of Castner Knott Company, Nashville Department Store and Crosley dealer.

## **Denver Distributor Builds** On Sound Policies ....

In 1919, an accountant named J. C. Moore and a mining engineer, H. Bird, formed a partnership and opened a retail and wholesale store in Denver, Colorado for the sale of phonographs and records. A year later, this firm was incorporated and operated on an exclusive wholesale basis.

"In 1923," states H. Bird, "we added a brand of household appliances to the phonograph and record lines. By carrying sample lines in trunks throughout the territory, we did an outstanding job. Also in 1923, we manufactured in a small way a T. R. F. radio with a 'spider web' loop, known as the 'Alta.' At about this same time we became radio distributors. We discontinued all small appliances in 1929 and since

.

then have put all our effort in the distribution of major appliancesradios, refrigerators and washers. At the present time we are distributors for Crosley products for Colorado, Wyoming and New Mexico.

"Practically all of our organization is intact so far as employees are concerned, since the day we started. "We attribute whatever success we

have had to: "Conservative credit and business

management. Going to expense of taking actual samples into our dealers' stores throughout the territory.

"Rendering prompt and high grade service on all products sold by us.

"Having some definite sales plans for our dealers on all salesmen's calls.

"Sending out regularly both sales and service bulletins.' .

## **Bensinger Leads Crosley** Dealers In Louisville Āreα...

Not only does Clifford Bensinger, of the Clifford Bensinger Furniture Co., of New Albany and Jeffersonville. Ind., lead his Southern Indiana baseball league; but he leads all Crosley dealers in the Louisville territory, reports J. E. Johnson, president of the Cooper-Louisville Co.. Crosley distributor in that city.

"Mr. Bensinger's purchases this January are 101 per cent over those of last year," Mr. Johnson stated. "This is some record, for he placed the record order in our territory a year ago. His order covers the entire Crosley line of products, Shelvador electric refrigerators, Crosley radios, Crosley Koldrinks. washers and ironers."

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FRIDAY

A. M.

6:30-Top O' the Morning, McCormiek Fiddlers. (Battery Radios). 7:45-News Room. (Crosley Radios). 8:00-Arthur Chandler, Jr., Organist (Crosley Radios). 8:15-Music by Divano. (Crosley Shelva-

dors). 10:30—The Johnsons. (Crosley Shelvadors). 10:55—News Flashes. (Crosley Radios).

P. M.

SATURDAY

A. M.

## WLW Broadcasts Feature Crosley Products Powerful

most powerful broadcasting sta-refrigerators, into the homes of to win prospects and sales for

(Tune in to 700 Kc.—Eastern Standard Time Listed)

## MONDAY

## A. M.

A. M.
6:30-Top O' the Morning, McCormick Fiddlers. (Battery Radios).
7:45-News Room (Crosley Radios).
8:00-Arthur Chandler, Jr., Organist (Crosley Radios).
8:15-Music by Divano. (Crosley Shelva-dors).
9:10-Mail Bag (Crosley Radios).
10:30-The Johnsons. (Crosley Shelvadors).
10:55-News Flashes. (Crosley Radios).
11:00-Louise Raymond-(Crosley Shelva-dors).

## P. M.

4:45—News and Financial Notes. (Crosley Radios).
5:00—Toy Band. (Crosley Shelvadors).
10:30—Los Amigos. (Crosley Radios and Shelvadors).
11:00—WLW News Room. (Crosley Shelvadors). adors). 11:15---Darktown Meeting. (Crosley Radios). 12:30--Moon River, Organ & Poems. (Cros-ley Shelvadors).

dors). 10:30—The Johnsons. (Crosley Shelvadors). 10:55—News Flashes. (Crosley Radios).

## P. M.

12:15 - True To Life. (Crosley Shelvadors).
4:45--News and Financial Notes. (Crosley Radios).
5:00- Toy Band. (Crosley Shelvadors).
6:15--Rio Burke. (Crosley Radios).

11:30-WLW News Room. (Crosley Shelv- | 11:15-Salute to the Cities. (Crosley Raadors). 12:30-Moon River, Organ & Poenis. (Cros-ley Shelvadors). WEDNESDAY

# A. M.

A. 191. 6:30—Top O' the Morning, McCormick Fiddlers, (Battery Radios). 7:45—News Room. (Crosley Radios). 8:00—Arthur Chandler, Jr., Organist (Crosley Radios). 8:15—Music by Divano. (Crosley Shelva-dors). 10:30—The Johnsons. (Crosley Shelvadors). 10:55—News Flashes. (Crosley Radios). 11:00—Mary Alcott. (Crosley Shelvadors).

P. M.

A. M. A. M. 6:30-Top O' the Morning, McCormick Fiddlers. (Battery Radios). 6:00-Arthur Chandler, Jr., Organist (Crosley Radios). 8:15-Music by Divano. (Crosley Shelva-dors). 10:55-Neuro Vitational Constant Statement (Crosley Radios). 9:15-Aunt Mary. (Crosley Stelva-10:55-Neuro Vitational Constant Statement (Crosley Radios). 9:15-Aunt Mary. (Crosley Stelva-10:55-Neuro Vitational Constant Statement (Crosley Radios). 6:30-Top O' the Morning, McCormick 6:30-Aunt Mary. (Crosley Stelva-10:55-Neuro Vitation).

## P. M.

12:15-True to Life. (Crosley Shelvadors). 4:45-News and Financial Notes. (Cros-ley Radios). 5:00-Toy Band. (Crosley Shelvadors). 6:15-Rio Burke. (Crosley Radios). 11:00-WLW News Room. (Crosley Shelv-adors). adors).

6:30-Top O' the Morning, McCormick Fiddlers. (Battery Radios). 8:00-Divanos. (Crosley Shelvadors). 9:30-Rhythm Jesters. (Crosley Radios). 10:00-Virginians. (Crosley Shelvadors). 10:55-News Flashes. (Crosley Radios). P. M. 1:15-News & Financial Notes. (Crosley Shelvadors). 7:15-R. F. D. Hour. (Battery Radios). MIDNIGHT-WLW News Room. (Crosley Shelvadors). 12:30-Moon River. (Crosley Shelvadors).

In addition to these programs, many spot announcements boosting Crosley products are broadcast each day.

## THE GREATEST SALES HELP YOU HAVE EVER HAD!

## The Crosley Broadcaster

## CROSLEY SERVICE

## SPECIFICATIONS

The tubes used are 6D6 Oscillator-Modulator, 6D6 The Crosley models 515 and 5515 employ the same I. F. Amplifier, 76 Detector, 6B5 Output and type 80 chassis. The 515 is a table model with speaker attached Rectifier. and the 5515 is a console model with speaker mounted in the cabinet. It is available or adaptable for opera-SOCKET VOLTAGES tion on A-C lines as follows: 110 V.-60 cycles, 110 V.-25 The tube socket voltages are measured from the socket contacts to the chassis with a 1000 ohm per volt, 250 cycles and 220 V.-25 cycles. It is a two band receiver volt voltmeter (except filaments) with receiver in optuning from approximately 540 to 1570 kilocycles in erating condition and no signal input. Readings may the broadcast band and from 1570 to 4000 kilocycles vary plus or minus 10% of values given. Filament in the police and amateur band. readings are taken with a low range A. C. voltmeter.

| Tube | Function  | н   | Р   | S   | Su | G  | P2  | к  |
|------|-----------|-----|-----|-----|----|----|-----|----|
| 6D6  | Osc-Mod   | 6.3 | 210 | 120 |    |    |     |    |
| 6D6  | I. F. Amp | 6.3 |     |     | U  | 28 |     | 3  |
| 76   | Detector  |     | 210 | 120 | 3  | 0  |     |    |
|      |           | 6.3 | 86  | _   | —  | 0  |     | 8. |
| 6B5  | Output    | 6.3 | 200 | _   | _  | 0  | 210 | 0. |
| 80   | Rectifier | 4.9 | 280 | _   |    | Ū  | 410 |    |

## PARTS LIST\_N

|   | Figures in first column refer to parts in Diagram on page 18.  |   |   |   |  |  |  |
|---|--|---|---|---|--|--|--|
| Item<br>No.<br>1<br>2<br>3<br>4   | Part No.<br>G427134<br>G4232000<br>G4832004<br>G4932004  | Description<br>Dial Light Socket Assembly.<br>Coil Ant.<br>1st. I. F. Trans.<br>2nd. I. F. Trans.   | Item<br>No.<br>23<br>24<br>25A                          | Part No.<br>G80-28807<br>G90-28807<br>G75-28807   | Description<br>Socket, 76.<br>Socket, 6B5.<br>Socket, 6D6.   |  |  |
| 5<br>6Z<br>6Y<br>7Z<br>7X<br>7W<br>8Z<br>8Y<br>9<br>10Z<br>11Z<br>11Y<br>12Z<br>12Y<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20<br>21Z<br>21Y<br>22 | G47-32002<br>W -36719<br>W -28623<br>W -28623<br>W -28622<br>W -30805<br>W -35011<br>W -25537A<br>G14-33001<br>-36148<br>B -33906A<br>G3 -35696<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21237A<br>-21355<br>-23785<br>-23785<br>-23785<br>-21454<br>W-25937<br>W -35963<br>G6 -28807 | Osc. Coil.<br>Condenser, 8 Mfd., 450 Volts.<br>Condenser, 6 Mfd., 450 Volt.<br>Condenser, 0.02 Mfd. 200 Volt.<br>Condenser, 0.02 Mfd. 200 Volt.<br>Condenser, 0.02 Mfd. 200 Volt.<br>Condenser, 0.02 Mfd. 200 Volt.<br>Condenser, 0.1 Mfd. 200 Volt.<br>Condenser, 0.1 Mfd. 200 Volt.<br>Condenser, 0.01 Mfd. 400 Volt.<br>Condenser, 0.03 Mfd. 400 Volt.<br>Resistor, 4,500 Ohms.<br>Resistor, 4,500 Ohms.<br>Resistor, 275 Ohms Flex.<br>Resistor, 8,500 Ohms.<br>Resistor, 25 000 Ohms.<br>Resistor, 25 000 Ohms.<br>Socket, 80. | 25B<br>26<br>27Z<br>27Y<br>28<br>29<br>30<br>31Z<br>31Y | G75-28807<br>W -35772<br>W -35777<br>-219-BL9<br>W -35753A<br>W -36184A<br>G1 -26719<br>G5 -28500<br>G6 -28500<br>G7 -28500<br>G7 -28500<br>G7 -28500<br>-37343<br>B -35917<br>-37156<br>-37157<br>W -31585B<br>W -36355<br>-4099<br>-37514<br>-35253<br>-35863<br>-40625<br>-40625<br>-40626 | Socket, 6D6.<br>Tube Shield, Half.<br>Tube Shield Cap.<br>Tube Shield Base.<br>Speaker.<br>Band Change Switch.<br>Tone Control Switch.<br>Ant. Gnd. Terminal.<br>Power Transformer, 60 Cy., 110 V.<br>Power Transformer, 25 Cy., 220 V.<br>Volume Control.<br>On-Off Switch.<br>Escutcheon.<br>Dial Glass.<br>Dial Pointer.<br>Pointer Screw.<br>Knob (2) large.<br>Knob (2) small,—Tone control.<br>Dial Bulb.<br>Name Plate or Emblem.<br>Spring for 36355—Knob.<br>Grille Cloth.<br>New MagnaCeramic Dial<br>Dial Drive Assembly.<br>Dial face. |  |  |

Morch 1, 1936

## 16

# 4:45—News and Financial Notes. (Crosley Radios). 12:30—Moon River, Organ & Poems. (Crosley Shelvadors). 4:45—News and Financial Notes. (Crosley Radios). 5:00—Toy Band. (Crosley Shelvadors). 10:30—Grand Opera. (Crosley Shelvadors). 12:30—Moon River, Organ & Poems. (Crosley Shelvadors). 12:30—Moon River, Organ & Poems. (Crosley Shelvadors). THURSDAY

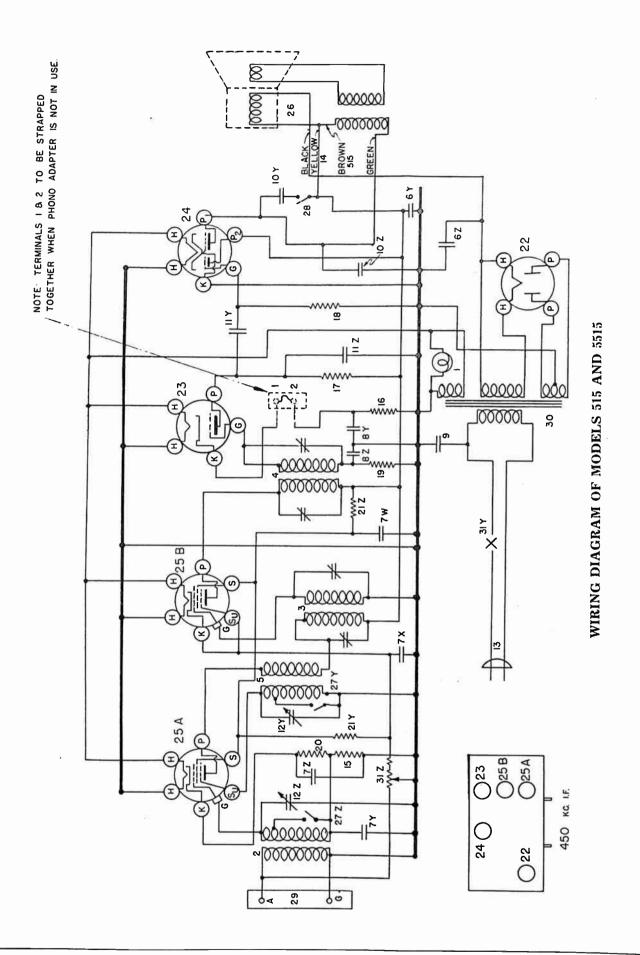
# 500,000-watt WLW-the world's devoted to Crosley radios and conscious of Crosley products and tion is carrying these programs, America to keep the nation ever Crosley dealers.

# SUPPLEMENT

## MODELS 515 AND 5515

| 1 | OD | ELS | 515 | AND | 5515 |
|---|----|-----|-----|-----|------|
|---|----|-----|-----|-----|------|

17



The Crosley Broadcaster

NEW FEATURE WASHERS AND IRONERS to Earn Ness Profils

SPE DAY

CROSLEY SAVAMAID SPE-DRY

Using the Spe-Dry method of removing

water from the clothes, this model is the

ultimate in electric washing machines. In

addition to its complete safety and super-

for drying qualities, the Spe-Dry brings a new simplified routine to washday. With

the Spe-Dry Washer, you can fill, wash,

handling any water . . . it does every-thing within itself! And no laun-dry or rinse tubs are necessary! **\$99.95** 

World Radio History

blue, rinse, dry and empty without actually

MODEL 64 `

Now every Crosley dealer can take full advantage of the profit opportunities existing in the tremendous electric washer market. For here are the new Crosley Savamaid Electric Washers and Ironers-they have features that place them far ahead of competition . . . they are beautifully styled . . . they are value leaders. With three distinct types of Savamaid Washers being offered, you are given models for every type of prospect . . . for every purse. And with the great public acceptance of the name Crosley, you can't help profiting in this vast market as soon as you start pushing these newest Crosley money-makers.



CROSLEY SAVAMAID IRONER MODEL 60

Handles everything from laciest frills to heaviest garments. A great time and labor saver. Easy to operate. Complete and easily operated foot control enables you to use arms to simply guide garments through ironer. Many attractive features. Iowest price over placed on \$49.95 such an ironer.

18





With its smart two-tone green color, this model for modest purses makes a most pleasing appearance. Uses latest type Lovell wringer with semi-balloon rolls; Tub is lined inside and out with vitreous porcelain enamel. Metal is heavy 18-gauge Armco. Holds 18 gallons of water with six-sheet capacity. Mid-cone agitation. Highly efficient mechanical design. Many other \$49.95

## CROSLEY SAVAMAID MODEL 62

Sonsational Velvetouch Wringer makes this model an outstanding attraction. This wringer includes an indestructible soft roller that "rides" over the buttons and other obstructions without loss of wringing effect. Sinco the dirt isn't out of the clothes until they have passed through the wringer and the Velvetouch extracts more dirty water than any other type of wringer, this makes a powerful appeal to every housewife. It saves time. leaves no wet spots and cannot break \$69.95

Models 61, 62, and 63 equipped with pump for \$10.00 extra. These same models also available with Briggs and Stratton Gas Engine Assembly; at additional cost.

## CROSLEY SAVAMAID MODEL 63

This deluxe version of Model 62 has all the features of that model with additional refinemonts such as, full mirror polish on wringer framo, automatic drain board, 879.95

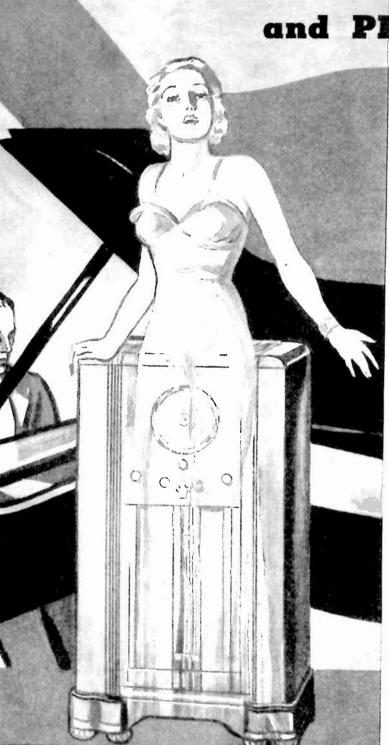








# **GNUOS** LIVING 40 MIRACLE



## B A R K E N T I N E CONSOLE

ELEVEN METAL TUBES.... FOUR BANDS

Featuring the Auto-Expressionator and Automatic Bass Compensator, this marvelous radio gives an altogether new kind of radio reception that must be heard to be appreciated. Receives standard, foreign, police, amateur, aviation and w e a th er broadcasts. Beautiful c a b i n e t cf stump walnut veneer front panel. Dimensions: 42" high, 26" wide, 13½" deep.

S137.50 Slightly Higher In Florida, Rocky Mountain States And West.



## DREADNAUGHT CONSOLE

ELEVEN METAL TUBES ....

## FOUR BANDS

Listen to this radio marvel. Hear, for the first time over the radio, the orchestra as it actually sounds, with all its magnificent crescendos, its whispering pianissimos. Same chassis as Crosley Barkentine. The cabinet is truly a work of art with the outside ot matched stump wal-ut v e n e e r. Dimensio-415%" high, 26" with 145%" deep.

8**149**.50

Slightly Higher In Florida, Rocky Mountain States And West.

# These new features bring a new high to radio reception

Auto-Expressionator . . . Automatic Bass Compensator . . . Cardiamatic Unit . . . High Fidelity . . . Vibracoustic Sounding Board . . . Curvilinear Speaker . . . New

Magna-Ceramic Dial... Timelog Tuning... Vernimatic Tuning Control... Shadowgraph Tuning Monitor... and many others.

