

# The Radio Dealer

Published Monthly  
by The Radio Dealer  
Co., 1133 Broadway,  
New York, N. Y.

## The Radio Trade Journal

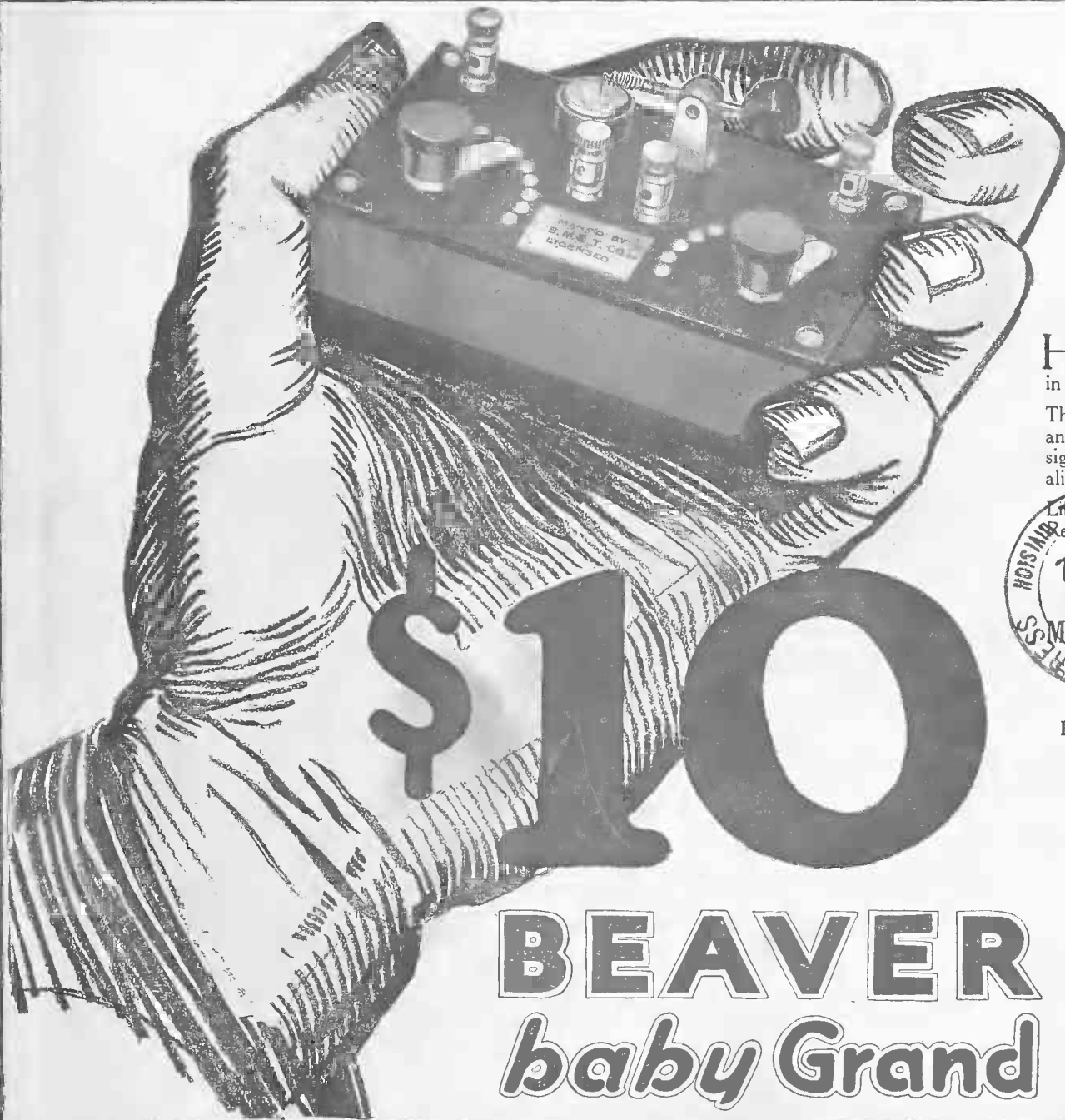
### For the Radio Retailer

Application pending  
for entry as second  
class matter at the  
Post Office at New  
York, N. Y.

VOL. I NO. 3

JUNE, 1922

ONE DOLLAR THE YEAR



HERE'S a new harvest in  
Radio profits—a new field  
in radio.

This instrument does all that  
any crystal set can do. Sells on  
sight to novice and veteran  
alike, and stays sold.

Special discounts to the trade.  
Retail at \$10—with 2 phones \$18

Write at once for details

**Beaver**  
Machine & Tool Co., Inc.  
Office: 50 Church St.,  
New York City

Factory, Newark, N. J.

Vest  
Pocket  
Radio  
Receiving  
Set

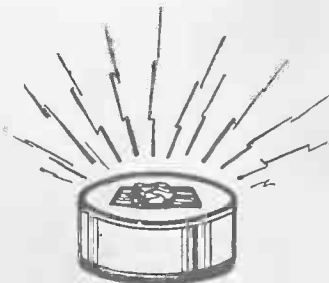
## BEAVER baby Grand

## Sell the Best—The STANDARD Special Radio Crystal

### A Scientific Achievement

Treated by a new scientific  
process which imparts extra-  
ordinary powers of rectifying.  
Stays sensitive for the life of  
the set. Tested before and after  
mounting on radiophone equip-  
ment. Every crystal of guaran-  
teed quality. Send for a sample.

274 HALSEY ST.



STANDARD CRYSTAL CO.

### Easier to Sell

Amateurs welcome a crystal of  
guaranteed quality. Why sell  
ordinary, little known crystals?  
Dealers find it greatly to their  
advantage to handle *Standard  
Special Crystals*. Distributors  
and dealers write for our  
proposition.

NEWARK, N. J.

# RAYMOND RADIO CORPORATION

MANUFACTURERS TO THE RADIO INDUSTRIES

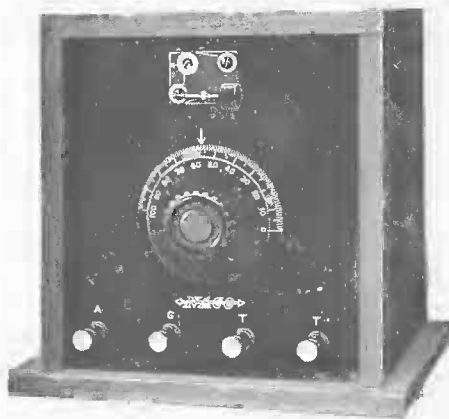
Knobs and Dials  
V. T. Sockets  
Rheostats—Plain and Vernier  
Variable Condensers  
“ A ” Batteries  
Storage “ B ” Batteries  
Chargers

Panel Control Units  
Amplifiers  
Crystal Units  
Crystal Receiving Sets  
Complete V. T. Sets  
of all types  
Loop Aerials, etc.

Executive Offices: 309 LAFAYETTE STREET, NEW YORK CITY  
Works: FARMINGDALE, LONG ISLAND

## NACO RADIO RECEIVING SETS

For clear hearing and  
pleasing tone use a  
NACO set



*Naco Radio*  
Parts at  
Competitive Prices

\$20.00

Telephones. Knocked down sets. Variometers, knobs and dials, variocouplers, NACO RADIO batteries. NACO long distance sets are of the highest quality.

STATE MANAGERS WANTED

*"We are building our radio business for the future, not only for today. Courtesy and disretionate prices prevail!"*

**NATIONAL MOTOR ACCESSORIES CORPORATION**  
47 Vesey Street  
New York City

May 1, 1922

# Warning to Patent Infringers

**V**ARIOUS types of crystal detectors, renewals therefor, and crystal detector radiophone receiving sets now being offered for sale employ the inventions of one or several of the following United States patents (commonly referred to as the Pickard patents) the property of the Wireless Specialty Apparatus Company.

836,531	904,222	924,827
886,154	912,613	1,104,073
888,191	912,726	1,137,714
13,798 (reissue of 877,451)	963,173	1,225,852
933,263	1,104,065	1,257,526
1,213,250	1,118,228	1,136,044
1,136,045	1,136,046	1,136,047

The above patents cover, among other things, the most efficient circuit arrangement of apparatus commonly used in crystal detector radiophone sets, various kinds of crystal members, means for mounting the crystals and holding the mounting, special forms of contacting conductors for the crystals, and mechanism permitting the user's selection of contact points of the contacting conductor on the crystals.

Authorized crystal detectors now are available through the distributors of the Wireless Specialty Apparatus Company, also renewals therefor, and complete crystal detector radiophone receiving sets, all in large quantities, which are sold under the various above-mentioned patents.

The Wireless Specialty Apparatus Company purposes to prosecute, vigorously, all infringers of its patents and therefore, those manufacturers, distributors, jobbers and dealers who have not been authorized as yet are warned to cease the manufacture or the sale or distribution of crystal detectors, renewals therefor, or crystal detector radiophone receiving sets or any other radio devices which infringe these patents.

Unauthorized distributing or selling, wholly independent of manufacturing, is just as much an infringement as the manufacturing itself, and any seller is separately liable to suits for accounting for damages or profits in addition to injunction.

For their own protection, the distributors, jobbers and dealers who yet may be offering for sale unauthorized crystal detectors, renewals therefor, or complete crystal detector radiophone receiving sets, should demand a guarantee from the manufacturer from whom they purchase radio equipment holding them harmless in case of damage suits arising through their distribution and sale of radio apparatus which infringes the above-mentioned patents.

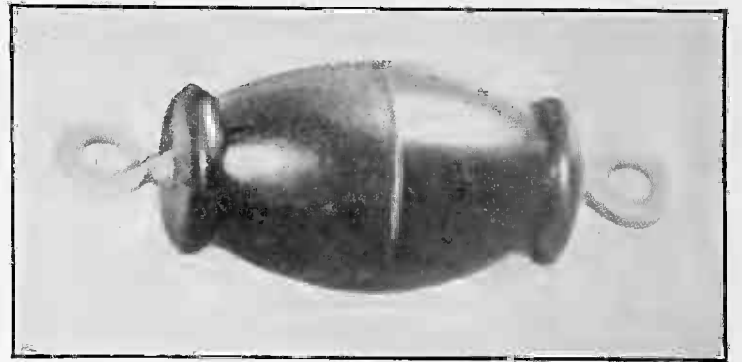
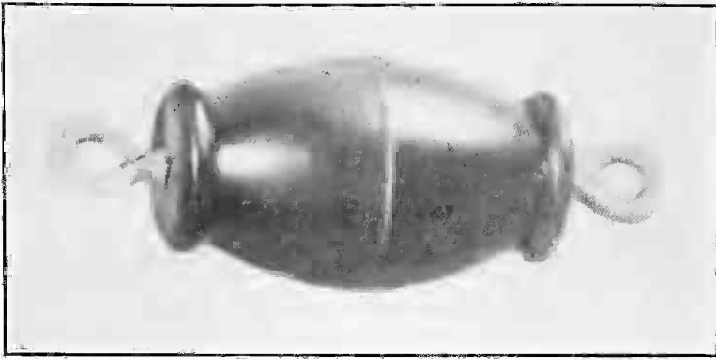
Crystal detectors, renewals therefor, or crystal detector radiophone receiving sets made and sold with the authorization of the Wireless Specialty Apparatus Company can be readily identified by the data of the above patents and restriction notices prominently marked on the apparatus.

## WIRELESS SPECIALTY APPARATUS COMPANY

Boston, Mass.

Established 1907

U. S. A.



*When You Need Insulators*

PHONE, WIRE OR WRITE

*For Sample and Prices*

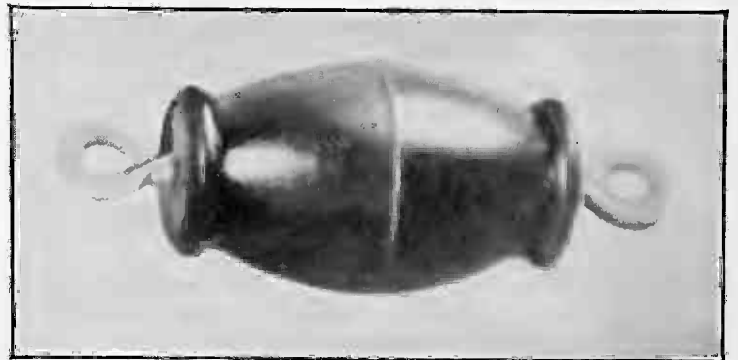
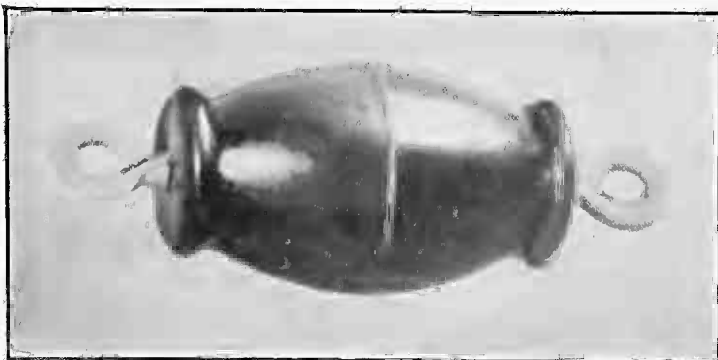
TERRITORY OPEN TO  
RELIABLE JOBBERS

*Our Prices are Right*

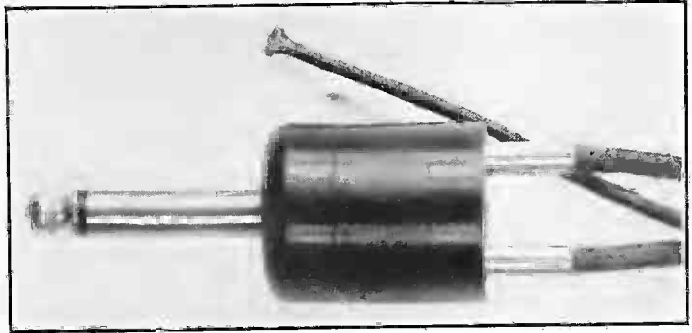
**MORSCAN RADIO CO.**

196 MARKET STREET

- - - NEWARK, N. J.



# CEMCOR



Scientifically Constructed Interchangeable Telephone Plug.  
Anyone Can Connect or Disconnect It Without Tools Instantly.

Hard Rubber Insulating Bushings

Mechanically Correct

Perfect Contact Assured

*It is not necessary to cut phone tips*

**Built to Meet Exacting Requirements of Experts**

**THE BEST PLUG FOR THE AMATEUR**

**Retail Price \$1.50**

### GUARANTEE

If, for any reason, the CEMCOR does not work, return at once and if the plug has not been tampered with, a new CEMCOR will be sent you immediately.

## COMBIA ELECTRICAL MFG. CO.

147 East 23rd Street, New York City

Manufacturers of

### High-Grade Electrical Specialties

**LOUD TONE** Crystal Detectors. The New Loud Tone Point on our Detector makes it absolutely the *best by test*.

Retail Price: 50c, \$1.00, \$2.00 and \$2.25

23 and 43 plate Condensers. Retail prices: \$4.00 and \$5.00, including Dials

Variometers and Variocoupler Parts, Lugs, Switch Levers and other Specialties

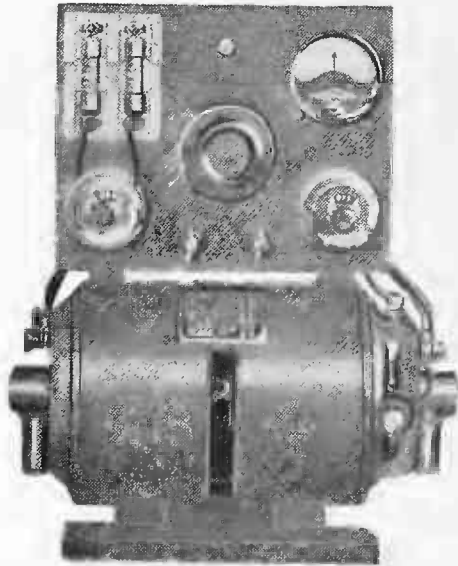
INTERESTING PROPOSITION TO DEALERS AND JOBBERS

# MOTOR GENERATOR SETS FOR CHARGING STORAGE BATTERIES

OPERATING ELECTRO MAGNETS, BELLS OR ANY FORM OF SIGNALS

## MOTOR END

32 VOLTS, D.C.  
85 VOLTS, D.C.  
110 VOLTS, D.C.  
220 VOLTS, D.C.



## GENERATOR END

8 TO 10 VOLTS  
8 TO 16 VOLTS  
24 TO 30 VOLTS  
500 VOLTS

ALL TYPES OF MOTORS IN STOCK

110 Volts, A.C., 25 to 133 Cycles

220 Volts, A.C., 25 to 133 Cycles

## PREMIER EMERGENCY CORP.

767 THIRD AVENUE

VANDERBILT 7500

NEW YORK CITY

BOUGHT, SOLD AND REPAIRED

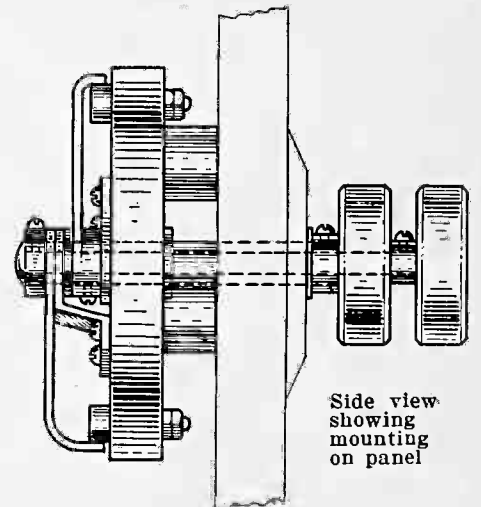
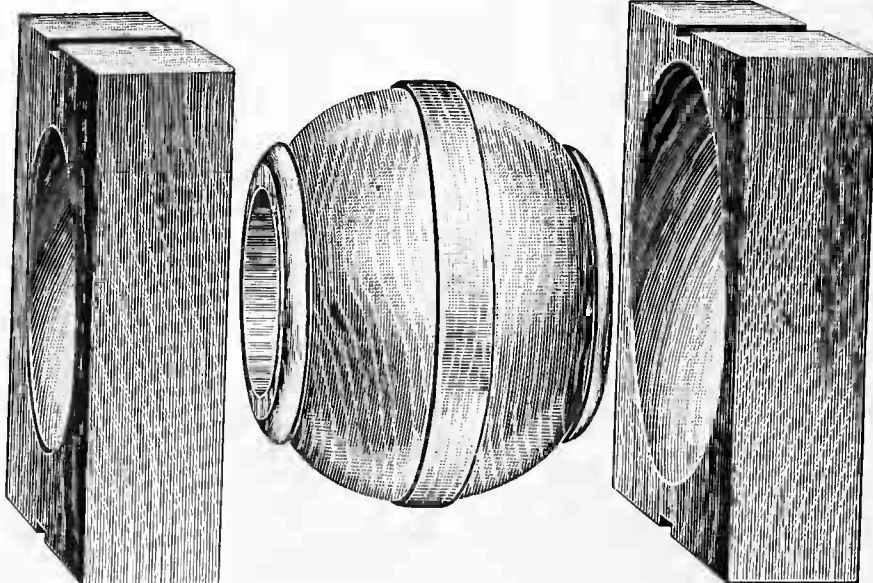
# SELECTOR

A selective radio contact switch. For varying the number of turns in any kind of radio tuning coil.

The SELECTOR can be mounted on coupler or coil direct, thus reducing leads to a minimum. Short leads and positive contact in radio instrument wiring are not only necessary, but are imperative for highest efficiency.

The SELECTOR combines these essential features and in addition is compact, positive and will give that commercial appearance to your panel.

Price \$4.25 Postpaid



## ROTORS AND STATOR SECTIONS

Carefully and accurately made from specially selected and treated woods. Not "mere wood turnings," but manufactured to pattern makers standard.

Rotors packed 50 and 100 in package. Stator sections packed 100 and 200 in package.

*Dealers! Send for interesting circular and attractive proposition.*

Norris Electrical Specialties Co., Inc.

126 Liberty Street, New York

TELEPHONE RECTOR 6669

# MANHATTAN RADIO CORP.

Offers an Exceptional  
Proposition to Dealers

*Write for Details*

**365 Broadway**  
New York City

# Let Our Free Service Bureau Help You Supply Your Needs

Tell us your needs and we'll put you in touch with reputable firms to the end that you will receive information on the latest and best equipment. A post card will do or use the coupon below.

- |                                 |                                       |                                 |                                  |                                 |
|---------------------------------|---------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| <b>A</b>                        | 63 Condensers, loading                | <b>I</b>                        | 183 Patent wire terminals        | 239 Switch levers               |
| 1 "A" Batteries                 | 64 Connection blocks                  | 126 Indicators                  | 184 Plans                        | 240 Switch points               |
| 2 Aerials                       | 65 Control panels                     | 127 Inductances, C. W.          | 185 Phonograph attachments       | 241 Symbols                     |
| 3 Aerial wire                   | 66 Condenser parts                    | Transmitting                    | 186 Plate condensers             | <b>T</b>                        |
| 4 Aerial protectors             | 67 Copper wire                        | 128 Insulators                  | 187 Porcelain                    | 246 Tapes                       |
| 5 Aerial switches               | 68 Cords                              | 129 Insulation                  | 188 Porcelain cleats             | 247 Telephone cord              |
| 6 Aerial insulators             | 69 Cord tips                          | <b>J</b>                        | 189 Porcelain insulators         | 248 Telephone plugs             |
| 7 Aerial loop                   | 70 Crystals                           | 131 Jacks                       | 190 Porcelain mountings          | 249 Telephone receivers         |
| 8 Air condensers                | 71 Crystal detector units             | <b>L</b>                        | 191 Porcelain tubes              | 250 Telegraph keys              |
| 9 Adapters                      | 72 Crystal receiving sets             | 136 Lead-in wire                | 192 Porcelain V. T. receptacles  | 251 Telegraph teachers          |
| 10 Amplifiers                   | 73 C. W. Transmitter sets             | 137 Lead-in switches            | 193 Porcelain V. T. sockets      | 252 Testing instruments         |
| 11 Amplifying units             | 74 C. W. Filament heated transformers | 138 Lead-in bushings            | 195 Polarity indicators          | 253 Testing clips               |
| 12 Aluminum wire                | 75 C. W. Inductances                  | 139 Lead-in insulators          | 196 Plate connectors             | 254 Terminals                   |
| 13 Ammeters                     | 76 C. W. Power transformers           | 140 Levers, Switch              | 197 Paste solder                 | 255 Thermometers                |
| 14 Amplifying tubes             | <b>D</b>                              | 141 Lightning arrestors         | 198 Phosphor-bronze wire sheets  | 256 Tools                       |
| 15 Amplifying horn              | 81 Detectors                          | 142 Lightning switches          | <b>Q</b>                         | 257 Trade marks                 |
| 16 Amplifying transformers      | 82 Detector panels                    | 143 Loading coils               | 191 Quenching spark gaps         | 258 Transformers                |
| 17 Antennae, cage               | 83 Detector tubes                     | 144 Loading inductance          | <b>R</b>                         | 259 Transmitters                |
| 18 Audio frequency transformers | 84 Detector minerals                  | 145 Loose couplers              | 196 Radio books                  | 260 Transmitting sets           |
| 19 Automatic transmitters       | 85 Detector units                     | 146 Loud speakers               | 197 Radio schools                | 261 Towers                      |
| <b>B</b>                        | 86 Dictionary, Radio                  | 147 Locked lever switches       | 198 Radio publications           | 262 Three coil mounting         |
| 21 "B" Batteries                | 87 Dials                              | 148 Lock nuts                   | 199 Radio frequency transformers | 263 Tin foil                    |
| 22 Batteries, "A"               | 88 Dry batteries                      | 149 Loop aerials                | 200 Reactor, plate circuit       | 264 Tuning coils                |
| 23 Batteries, dry               | 89 Drawings                           | 150 Lugs                        | 201 Reactor, filter              | 265 Tubes, amplifier            |
| 24 Batteries, storage           | 90 Diagrams                           | <b>M</b>                        | 202 Receiving sets               | 266 Tubes, detector             |
| 25 Battery chemicals            | <b>E</b>                              | 151 Magnetic modulator          | 203 Receiving head sets          | 267 Tubing, flexible            |
| 26 Battery chargers             | 91 End mountings (tubes)              | 152 Modulation transformer      | 204 Receiving transformers       | 268 Tube sockets                |
| 27 Battery testing instruments  | 92 Engraving                          | 153 Machine screws              | 205 Receptors                    | 269 Tubes                       |
| 28 Battery switches             | <b>F</b>                              | 154 Magnet wire                 | 206 Receiver magnets             | 270 Tuner and detector cabinets |
| 29 Battery rheostats            | 96 Fan switches                       | 155 Magazines, Radio            | 207 Rectifiers                   | 271 Two stage cabinets          |
| 30 Battery clips                | 97 Filter reactors                    | 156 Mica                        | 208 Rectifying tubes             | 272 Two stage amplifier unit    |
| 31 Battery handles              | 98 Fixed condensers                   | 157 Mica diaphragms             | 209 Regenerative sets            | <b>U</b>                        |
| 32 Battery potentiometer        | 99 Fire extinguishers                 | 158 Mica condensers             | 210 Rheostats                    | 276 Unit type receiving sets    |
| 33 Binding posts                | 100 Filament rheostat                 | 159 Mica diaphragm transformers | 211 Rheostat wire                | 277 Unassembled sets            |
| 34 Books                        | 101 Filter coils                      | 160 Microphone transformers     | 212 Rods                         | <b>V</b>                        |
| 35 Brass parts                  | 102 Flashlights                       | 161 Milliammeters               | 213 Rotary lever switches        | 281 Vacuum tubes                |
| 36 Bushings                     | 103 Fuse terminals                    | 162 Milli-voltmeters            | 214 Rotary spark gaps            | 282 Vacuum tube sockets         |
| 37 Bulbs                        | <b>G</b>                              | 163 Motors                      | 215 Rotary variable condensers   | 283 Variable condensers         |
| 38 Buzzers                      | 106 Gaps, Spark                       | 164 Motor generators            | 216 Rubber parts                 | 284 Variometers                 |
| <b>C</b>                        | 107 Generators                        | 165 Mounting coils              | 217 Rotors                       | 285 Vario couplers              |
| 41 Cabinets                     | 108 Grid condensers                   | 166 Minerals                    | <b>S</b>                         | 286 Variable grid leak          |
| 42 Cam switches                 | 109 Grid leaks                        | 167 Mountings                   | 221 Safety switches              | 287 Vernier adjusters           |
| 43 Carbon potentiometer         | 110 Grid leaks, variable              | <b>N</b>                        | 222 Safety fuses                 | 288 Vibrators                   |
| 44 Change-over switch           | 111 Grid coils                        | 171 Name plates                 | 223 Sliders and rods             | 289 Vocalouds                   |
| 45 Charging rectifier           | 112 Ground clamps                     | 172 Nickel parts                | 224 Sockets                      | 290 Voltmeters                  |
| 46 Choke coil                   | 113 Ground wires                      | 173 Nuts                        | 225 Soft metal                   | 291 Vulcanized fibre sheets     |
| 47 Cat whiskers                 | 114 Ground switches                   | <b>O</b>                        | 226 Shielded dials               | 292 V. T. receiving sets        |
| 48 Cap nuts                     | <b>H</b>                              | 176 One stage amplifier units   | 227 Short wave sets              | 293 Variogrid leak              |
| 49 Carbon walls                 | 116 Headsets and bands                | 177 Oscillation transformers    | 228 Solder                       | 294 V. T. detector units        |
| 50 Cardboard tubes              | 117 Honeycomb coils                   | <b>P</b>                        | 229 Solder, bar                  | 295 V. T. control units         |
| 51 Chopper, rotary              | 118 Honeycomb mountings               | 178 Panels                      | 230 Spark transformers           | 296 V. T. receptacle            |
| 52 Clamps                       | 119 Honeycomb plugs                   | 179 Panel plugs                 | 231 Spark coil selectors         | <b>W</b>                        |
| 53 Clips                        | 120 Hook switches                     | 180 Panel controls              | 232 Spaghetti tubing             | 297 Washers                     |
| 54 Coils                        | 121 Horns                             | 181 Paper tubes                 | 233 Special apparatus            | 298 Watch case receivers        |
| 55 Coil mountings               | 122 Hydrometers                       | 182 Patent wire                 | 234 Spark gaps                   | 299 Wattmeters                  |
| 56 Coil plugs                   |                                       |                                 | 235 Spring clips                 | 300 Wave meters                 |
| 57 Coils, spark                 |                                       |                                 | 236 Storage batteries            | 301 Wave tuner                  |
| 58 Condensers                   |                                       |                                 | 237 Sectional receiving sets     | 302 Wire                        |
| 59 Condensers, fixed            |                                       |                                 | 238 Switches                     | 303 Wire, aerial                |
| 60 Condensers, variable         |                                       |                                 |                                  | 304 Wire, phosphorbronze        |
| 61 Condensers, air              |                                       |                                 |                                  | 305 Wire, copper clad           |
| 62 Condensers, mica             |                                       |                                 |                                  | 306 Wire, magnet                |

Note the number of the item you want to buy—then check the corresponding number in the coupon below and mail to us.

-----TEAR OFF HERE-----

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295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310					

Service Bureau The Radio Dealer,  
1133 Broadway, New York City.

We are interested in buying radio equipment and have circled the numbers on this coupon of the items we are ready to buy now. Please have manufacturers of these lines quote us dealers' prices.

Name.....

Address.....



# 1000 a Month

ONE radio dealer in the Pacific Northwest sells 1000 copies of "RADIO" a month. The trade price is 19 cents per copy, netting him a profit of \$60.00 a month for handling this publication. Another radio dealer in Detroit, Michigan, sells 750 copies of "RADIO" a month. Many of the smaller dealers sell more than 200 monthly. How many do you sell? How many do you carry? Remember—all unsold copies are fully returnable. You pay for as many copies as you sell—after they are sold. Build up a good trade in your store for "RADIO." The present great demand for copies makes it necessary for us to have your order one month before the copies are ready for distribution.

YOU can sell a copy of "RADIO" to almost every radio bug who enters your store. Start off with a small order—give the magazine a good display and watch the sales grow. There is good profit in handling radio magazines—provided that you do not bury them under the counter. The high standard of editorial matter appearing in "RADIO" is the talk of the country. You can also realize a very substantial profit by securing subscriptions to "RADIO." The subscription rate is \$2.50 per year and radio dealers are allowed a 50% commission on all subscriptions received. Write us today for subscription blanks and further information.

## "RADIO"

*"The Popular National Radio Journal"*

**Circulation of the June Issue Over 60,000**

Ask your advertising agent for our latest rate card. More than 120 advertisers are using space in "RADIO". It will pay you, too.

**Cover the entire field. Advertise in "RADIO"**

### JUST OUT: The C. W. Manual

THE C. W. MANUAL is our first book. It contains 112 pages of constructional data on radio telephone and telegraph transmitters using vacuum tubes. There is a large demand for such a book. It is the only one of its kind on the market. Tells how to construct many types of vacuum tube transmitters—from the smallest to the largest.

The price of The C. W. Manual is \$1.00. A substantial discount is allowed to radio dealers. An extensive advertising campaign, containing a list of names of all dealers who handle the book, is now being conducted. Write at once for discounts.

The author of The C. W. Manual, Jennings B. Dow, U. S. N., has many years of experience in C. W. to his credit and his numerous articles that appear monthly in "RADIO" are the subject of much comment in radio circles. You should carry this book.

**We are the Western Distributors for the  
LICENSE QUIZ BOOK & THE ARC RADIO MANUAL**

*WRITE FOR TRADE PRICES*

**Pacific Radio Publishing Co., Inc.**  
Pacific Building San Francisco

# Put Prest-O-Lite Quality Behind Your Radio Business

What the name, Prest-O-Lite, means to the automobile trade it means to the Radio Business. The Prest-O-Lite Radio Battery embodies the same principles and the same standards that have brought the Prest-O-Lite Automobile Battery its popularity.

Back of the Prest-O-Lite Radio Battery stands the same nationwide service organization, insuring after-satisfaction to your customers. The same powerful advertising is breaking down sales resistance for you—an easy task because of the good repute of the name, *Prest-O-Lite*.

The Radio Battery comes in a tasteful mahogany finish, with rubber feet, and nickeled fittings—an attractive display instrument—and, *in addition*, it's unmistakably a Prest-O-Lite.

Sell a battery whose worth has already been proven. There is a Prest-O-Lite distributor in your vicinity who will be happy to show you what Prest-O-Lite service really means. Or write us directly for our proposition.

THE PREST-O-LITE COMPANY, Inc

Carbide and Carbon Building  
30 East 42nd Street, New York

Eighth and Brannan Streets, San Francisco, Calif.  
In Canada: Prest-O-Lite Company of Canada, Ltd., Toronto

## *Prest-O-Lite* **BATTERY** For Radio Use



**\$37.50**  
(list)



**\$18.75**  
(list)