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# HEINL RADIO BUSINESS LETTER

2400 CALIFORNIA STREET

WASHINGTON, D. C.

# CONFIDENTIAL - Not for Publication

JAN 00 1007 WAYNE L. RANDALL

# INDEX TO ISSUE OF JANUARY 29, 1937

Signal Officer Ponders Place Of Radio In Next War	. 2
Three New Stations Authorized By FCC	. 4
Mrs. Janet van Loon Joins U. S. Radio Script Staff	
20 Stations Experiment With Television In U.S	. 6
"RCA Review" Covers Varied Phases Of Padio Progress FCC General Counsel Lauds Works Of Stations In Flood	
Approval Of WJR-WGAR Deal Recommended By Examiner Two University Stations Proposed In California Bill	
Blackett-Sample-Hummert, Inc., Leads Agency Spenders  BBC Television Received 60 Miles Away	. 9
Editorial Praises Role Of Radio In Flood	
Says Television Hasn't Improved Benchley Humor - Yet	11
WBZ, Boston, Applies For 500 KW	12

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#### SIGNAL OFFICER PONDERS PLACE OF RADIO IN NEXT WAR

The role of radio communication in the next great war has no lesser personality than Maj. Gen. J. B. Allison, Chief Signal Officer, wondering.

Writing in the current "Signal Corps Bulletin" on the topic, "Has the Mary too Much Radio?", General Allison admits many of the weaknesses of radio on the field of battle but also points out that for many communication services "it's radio or nothing".

He concludes that only another war can prove the value of much of the new radio equipment which the Army is adding constantly.

"In some quarters the growth of our radio organization is viewed with apprehension", he said. "It is true that the number of different types of sets, the total number of sets and the number of men assigned to operate them have all continued to increase.

"It is a truism to say that we are living in a marvelous age. It is trite to mention that radio has had an amazing evolution from the crude, heavy, power-consuming sets of a former period to the finished, light, efficient equipment which we have today. The Army has also greatly changed during this period. It has become more and more complex with each passing year and its means of transport has continued to speed up.

"Our changing Army is constantly finding new needs for radio; and radio itself is ever improving its ability to serve these new needs while serving the old needs better than before. Because of these things, our radio organization which filled the bill in 1916 was ancient history in 1926, and in turn our 1926 set-up would look like the horse and buggy days now. We just cannot imagine the GHQ Air Force, the Mechanized Brigade or the first Cavalry Division without modern radio. Nor could the commanders of these organizations hope to coordinate the action of their commands without it.

"When I am asked the question 'Has the Army too much radio?', I know the questioner believes the proper answer to be 'yes', and I assume he has some definite phase of the problem in his mind. The questioner usually has in mind one or more of five different phases of the problem, such as:

"Question - Radio is slow, unreliable, subject to enemy jamming, intercept and goniometric location. It does not

compare in reliability or usefulness with the wire telephone or telegraph. Why not therefore soft pedal the former and concentrate on the latter?

"Answer - The premise is correct and well recognized. Units which can hope in active operations to keep up wire communications, plan to do so. With them, radio is merely a contingent or auxiliary means to be resorted to when their respective wire systems have failed or before they are put in. The main effort of the communication troops of such units is naturally toward the upkeep of their wire systems. On the other hand, air-air and air-ground communications and those within mechanized and horse cavalry must obviously depend upon radio for long distance and immediate action communications. With them, radio has priority. They recognize its disadvantages but they realize it is radio or nothing. I am happy to say that radio is giving them satisfactory service. That they will have much more serious difficulty with radio when in contact with the enemy than in peacetime maneuvers, no one doubts. The effectiveness of radio for the next war, like that of air operations, can obviously never be proven until the opposing forces are in contact. Meanwhile, against such a test, we are striving to put into the field the best equipment in the world and a radio organization capable of handling it effectively.

"Question - Because of its complexity of equipment, because of its lack of secrecy and because of its wide frequency channel, should not radiotelephony be curbed and should not Army field radio sets be built for radiotelegraph operation only?

"Answer - After considering all sides of the radio-telephone problem, I continue to view its use with distrust because of its lack of secrecy and its wide frequency channel. Pending results of tests of radio secrecy and collection of further information on use of frequency channels, I believe it wise for the using arms to fully investigate the tactical possibilities of voice transmission. But they must be prepared to use the telephone with the serious restrictions which will have to be imposed.

"Question - A war strength field army under present allowances will have about 2,000 radio sets in more than 327 separate nets. So many nets cannot operate on the available frequencies without mutual interference. This being so, why not take much of this equipment away from the troops now burdened with it and leave only those sets which can all operate at the same time? This would avoid some of the confusion we now experience in radio operation and would save men for the firing line. Moreover, the money which is now spent on this surplus radio equipment could be utilized for other things which we sorely need.

"Answer - Before answering this question we shall ask and answer a question of our own, 'Who are the troops presumed to be burdened with radio equipment which they cannot use?' Obviously not the Air Corps, Cavalry or mechanized troops. There are left then, the Infantry, Field Artillery, Anti-aircraft Artillery, and Signal Corps. These troops are apparently assumed to be so burdened. But are they in fact? It is true that the former, more speedy group will require the lion's share of the limited frequencies and that there may be too few channels left over to permit all nets of the latter group to operate simultaneously. However, before we make this a positive statement and say there definitely will be too few channels, we must know the character of operations in which we shall be engaged. If these operations will be similar to those on the 'Western front' in 1918 then there is no question about it; there will be too few channels to go around and some modification will have to be made in the normal organization of our radio nets.

"But many strategists find it difficult to visualize operations on the North American Continent similar to the trench-warfare stalemate of the 'Western front.' They picture swift-moving thrusts by forces operating with strategic coordination but with considerable tactical independence and with wide intervals between adjacent forces. The main ideas are strategic speed, surprise and fast moving drives against vital points. If the operation of a force is blocked it will not necessarily dig in and organize for a head-on attack against a prepared position. Rather will it seek to withdraw and to move with speed to strike a telling blow elsewhere. It will abandon its strategic mobility only as a last resort. If this be the likely character of our future operations, we shall need all our radio nets and shall be able to operate them simultansously. Incidentally, it would be quite impracticable to maintain wire communications for operations of this character."

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#### THREE NEW STATIONS AUTHORIZED BY FCC

Three new broadcasting stations were authorized this week by the Federal Communications Commission. They are:

Gulf Coast Broadcasting Corp., Corpus Christi, Tex., on 1330 kc., with 250 watts nighttime and 500 watts daytime, unlimited hours; C. A. Rowley, Ashtabula, Ohio, 940 kc., 250 watts, daytime; Southwest Broadcasting Corp., La Junta, Colo., 1370 kc., 100 watts, unlimited time.

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MRS. JANET VAN LOON JOINS U.S. RADIO SCRIPT STAFF

Secretary of the Interior Harold L. Ickes this week announced the appointment of Mrs. Janet van Loon to the script department of the Educational Radio Project of the Office of Education. Mrs. van Loon, the daughter-in-law of Hendrik Willem van Loon, noted writer and commentator for the National Broadcasting Company, will write a series of radio scripts on the functions of municipal government.

The first series will be written about some community, as yet to be announced, near New York City, and will be produced over a local radio station. This series will be written wholly on an experimental basis and will be used as the model for another series of programs to be offered to local broadcasting units all over the country by the Radio Script Exchange of the Office of Education in cooperation with the Public Administration Clearing House of Chicago.

Mrs. van Loon, a resident of Dorset, Vermont, is considered an expert in the script-writing field and is well-known in both stage and radio circles. Recently she wrote and produced a radio series for children over a National Broadcasting Company network.

Mrs. van Loon's appointment augments a staff of established script-writers already employed by the Educational Radio Script Exchange. The Exchange started last Summer when a series of six scripts called, "Interview With the Past" was offered to local radio stations, schools, CCC camps, colleges, civic organizations and other broadcasting units interested in educational broadcasting. The success of the Exchange was instantaneous. More than 400 groups asked for the series.

The Office of Education decided to enlarge the Exchange, so 53 other scrips, which have been listed in a catalogue, have been made available to more than 5,000 educational and broadcasting organizations throughout the United States and Canada.

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GEN. HARBORD IS N.Y. RED CROSS FLOOD DIRECTOR

Gen. J. G. Harbord, Chairman of the Board, Radio Corporation of America, is in charge of the raising of New York City's \$1,500,000 flood relief quota for the American Red Cross.

Manhattan, Kans.

### 20 STATIONS EXPERIMENT WITH TELEVISION IN U. S.

Although television is still on an experimental basis in the United States, twenty stations are licensed by the Federal Communications Commission, an up-to-date list issued this week discloses.

The National Broadcasting Company and the Padio Corporation of America hold a half-dozen of these licenses, three each, and four of them are in the hands of educational institutions.

The complete list follows:

& Applied Science

W9XAK

# 2000 - 2100 kilocycles for rural service

Kansas State College of Agriculture

W9XG	Purdue University	West Lafayette,		
W9XK	University of Iowa	Indiana Iowa City, Ia.		
	42000 - 56000, 60000 - 86000 kilocycle	8		
W2XAX W6XAO W3XPF	Columbia Broadcasting System, Inc. Don Lee Broadcasting System Farnsworth Television, Inc. (Construction Permit)	New York, N. Y. Los Angeles, Cal. Philadelphia, Pa.		
W9XAL W1XG W9XD W2XBS	First National Television, Inc. General Television Corp. The Journal Company National Broadcasting Co., Inc.	Kansas City, Mo. Boston, Mass. Milwaukee, Wis. New York, N. Y.		
W2XBT W2XF		Portable New York, N. Y.		
W3XE W2XDR	Philco Radio & Television Corp. Radio Pictures, Inc.	Philadelphia, Pa. Long Island City		
W3XAD* W3XEP W1OXX	RCA Manufacturing Co., Inc. RCA " " " RCA " " " " " " " " " " " " " " " " " " "	Portable Camden, N. J. Portable		
(See also at foot of page)  * Licensed to operate on 124000-130000 kg only				

\* Licensed to operate on 124000-130000 kc. only

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Add to 42000-56000, 60000-86000 kc.

W8XAN	Sparks-Withington Co.	Jackson, Mich.
W9XUI	University of Iowa	Iowa City, Ia.
W9XAT	Dr. George W. Young	Portable

# "RCA REVIEW" COVERS VARIED PHASES OF RADIO PROGRESS

Articles of interest to the layman, as well as the technician, appear in the January issue of "RCA Review", a quarterly journal of radio progress, just off the RCA Institutes Technical Press.

David Sarnoff, President of the Padio Corporation of America, writes an informative history of "Three Decades of Radio", while two engineers, George McElrath and G. O. Milne, describe what went on "behind the scenes" at two NBC broadcasts during the NBC Tenth Anniversary celebration in November.

Mr. technical articles on television, automatic alarms, reproducing equipment for motion picture theatres, and ultra-high frequency propagation are included for the more advanced readers.

Charles J. Pannill, President of RCA Institutes, Inc., is Chairman of the Board of Editors, which includes, among others, the following:

Dr. Alfred N. Goldsmith, PCA consulting engineer; O. B. Hanson, NBC Chief Engineer; Charles W. Horn, Director of Research for NBC; Dr. Charles B. Jolliffe, RCA engineer and former FCC Chief Engineer; and Frank E. Mullen, Manager of the Department of Information, RCA.

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# FCC GENERAL COUNSEL LAUDS WORKS OF STATIONS IN FLOOD

Hampson Gary, General Counsel of the Federal Communications Commission, this week highly praised the "valiant and effective services" that are being rendered by broadcasters in the flood areas in a luncheon address in Washington.

He said that hundreds of the 45,000 amateur radio operators licensed by the Commission are volunteering their services day and night for relief work.

In discussing the rules of procedure for the guidance of lawyers practicing before the Commission, Mr. Gary said the agency is aware of the inadequacy of its present rules, but is "earnestly desirous to render maximum usefulness." As science keeps forging ahead, he said, lawyers should keep pace by providing "safeguards for the common good."

Because the radio, the telephone and the telegraph have made all nations close neighbors, he predicted that the communications industry would "become more and more a mighty force in preserving the peace of the world."

# APPROVAL OF WJR-WGAR DEAL RECOMMENDED BY EXAMINER

The transfer of all of the outstanding stock of WGAR Broadcasting Co., Cleveland, O., to WJR, the Goodwill Station, of Detroit, was approved this week by Examiner Ralph L. Walker and recommended to the Federal Communications Commission for confirmation.

Last September WJR submitted to each of the stock-holders of WGAR an offer to exchange shares of stock of the former for shares of stock in the latter on the basis of 20 shares of WJR for one WGAR share.

"It appears from the record", Examiner Walker stated, "that the pending application may be granted within the purview of Section 310 of the Communications Act of 1934; that the group of stockholders who now control the WGAR Broadcasting Co. also control the proposed transferee, WJR, the Goodwill Station; and that public interest will be served by consenting to the proposed transfer of control in that the services of the engineering, program, and other departments of WJR, the larger station, will be more readily available to WGAR."

Mr. Walker's report stated that figures submitted showed the book value of WGAR stock to be \$168.99 per share and that of WJR stock \$6.95. It pointed out, however, that last September WJR increased its capital stock from \$150,000 to \$1,000,000 and declared a stock dividend of 1200 per cent, thus increasing the number of shares from 10,000 to 130,000.

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#### TWO UNIVERSITY STATIONS PROPOSED IN CALIFORNIA BILL

A bill proposing the construction of two broadcasting stations by the University of California has been introduced in the State Legislature.

The measure calls for an appropriation of \$50,000 to erect two 50,000 watt transmitters, one at Berkeley and the other at Los Angeles, on the campuses of the two branches of the University. Concerning the proposed activities of the stations, the bill states:

"The operation of said stations shall be under the supervision and control of the extension division of the University. The division shall prepare and broadcast a curriculum of education beneficial to those citizens who are unable to partake of the benefits afforded by actual attendance at a university. The division shall arrange to broadcast, directly or by remote control from various cities of the State, public debates and discussions on matters of vital interest to the people of the State of California. They may also arrange for the broadcast of such other matters and programs as they shall deem to be of educational or cultural value."

# BLACKETT-SAMPLE-HUMMERT, INC., LEADS AGENCY SPENDERS

Blackett-Sample-Hummert, Inc., last year again led the agency field as the largest buyer of radio time and replaced J. Walter Thompson as the leader in handling business for both the National Broadcasting Company and the Columbia Broadcasting System, according to figures disclosed this week in New York.

The total time sales handled by Blackett-Sample-Hummert in 1936 amounted to \$8,022,429, of which \$4,048,579 went to NBC, \$1,963,086 to CBS, \$200,683 to Mutual, and \$1,810,081 for national spot advertising.

Lord & Thomas stepped into second place as the largest buyer of time on the two major networks with J. Walter Thompson third. Batten, Barton, Durstine & Osborn led the list of agencies serving CBS.

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#### BBC TELEVISION RECEIVED 60 MILES AWAY

"The invitation of the BBC to viewers to cooperate in the development of television has met with a cordial response", the British Broadcasting Corporation reports. "Many valuable suggestions have been made. A Brighton viewer states that he receives the television programs perfectly on his receiver. As Brighton is about sixty miles from Alexandra Palace, this represents a substantial increase in the area of reception which has hitherto been considered to be about twenty-five miles."

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#### AMATEURS RESTRICTED DURING FLOOD EMERGENCY

Because the Federal Communications Commission has been advised that the only contact with many flooded areas is by amateur radio, and since it is of vital importance that communications with flooded areas be handled expeditiously, it has issued the following order to all amateur licensees:

"It is ordered that no transmissions except those relating to relief work or other emergencies be made within any of the authorized amateur bands below 4000 kilocycles until the Commission determines that the present emergency no longer exists."

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#### EDITORIAL PRAISES ROLE OF RADIO IN FLOOD

"The practical utility of wireless communication has been demonstrated many times and in many different ways, but never more notably than this week when the stricken Chio Valley dramatized its plight to the world over the ether", the Evening Star, Washington, D. C., said this week in an editorial. "Probably millions 'listened in' while towns in the flooded areas told the story of their experience with mid-Winter disaster. The tale was harrowing, yet fascinating. It brought the tragedy of thousands of families into the homes of their neighbors everywhere.

"But the broadcasts from Louisville, Cincinnati, Memphis, etc. were not mere news programs. Instead they were exchanges of information, advice and help. They were put on the air for the service of the populations of the inundated territories and with little regard for the entertainment value they might have for bystanders in parts of the country not affected directly. Perhaps it is not too much to say that the victims of the flood were organized for mutual aid by the radio networks. The morale of the people certainly was strengthened by the messages dispatched to them through the air. Coincidentally, the Nation at large was educated in the meaning of their predicament.

Of course, the appeal of the Red Cross for funds to meet the demands of the emergency was repeated again and again. It was natural that it should be so, but it likewise was inspiring. Many Americans must have rejoiced in the knowledge that an efficient agency is available to grapple with the problem instantly. To render the labors of its representatives easy must be the duty now of all who are not dead to pity for their afflicted countrymen. Money is a small thing to give, comparatively, but it is wanted in quantities and 'The Star' counts it a privilege to endorse the pleas for coluntary contributions. For once nothing requires to be added to the petition for assistance. Radio at its best has done the work with credit to itself and its patrons throughout the land."

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#### WASHINGTON DEALER BARRED FROM USING "RCA"

Sun Radio Service & Supply Corporation, 936 F Street, N.W.; Washington, D. C., has been ordered by the Federal Trade Commission to discontinue representing through use of the letters "RCA", or by any other means, that the radio receiving sets and radio tubes and supplies it sells are manufactured by the Radio Corporation of America or any of its subsidiaries.

The order to cease and desist also prohibits the respondent corporation from advertising that its radio tubes are "new metal tubes", unless they are the products known to the trade and purchasing public as metal tubes in which the technical elements are sealed in a vacuum in steel.

Findings are that the Radio Corporation of America has built up and enjoys a valuable goodwill in the letters "RCA" as applied to its products, and that the respondent corporation's practices constitute unfair competition in violation of Section 5 of the Federal Trade Commission Act.

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# SAYS TELEVISION HASN'T IMPROVED BENCHLEY HUMOR - YET

A writer in <u>Esquire</u> thus records his impressions of the RCA television demonstration for the press:

"We were in on the birth of television, or one of its labor pains. The little fellow only weighs about  $3\frac{1}{2}$  pounds and will doubtless have to be put in an incubator. Like all such infants, he wasn't much to look at and you couldn't tell whether he will take after his papa or mama. We sat in the R.C.A. building watching an 8 x 14 inch picture, which was being enacted a few floors below us, sent down to the Empire State Building and then broadcast on short waves.

"It was all very marvelous, when you thought about it, but so is the telephone and electric light. The point is, the best entertainment afforded was Bob Benchley in a variation of a speech he has been making for twenty years. Moral - science can't produce humor or improve on Benchley. Time will help."

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A new 100-watt broadcasting station for Greenville, Texas, was recommended to the Federal Communications this week by Examiner George H. Hill. The Examiner advised that the application of the Hunt Broadcasting Association for a permit to operate on 1200 kc., daytime, be granted.

Denial of an application for a new station at Albany, Ga., and renewal of the license of WGPC, Albany, were recommended to the FCC this week by Examiner Melvin H. Dalberg.

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# WBZ, BOSTON, APPLIES FOR 500 KW

Application for an increase in power from 50,000 to 500,000 watts for WBZ, Boston, pioneer radio station of New England, has been filed by the owner, Westinghouse Electric Company, with the Federal Communications Commission. WBZ is the Boston outlet of the NBC-Blue Network.

In addition to the application for increased power, WBZ's plans include the removal of the transmitting station at Millis, Mass., to Provincetown, Mass., on the eastern tip of Cape Cod, and the erection of a new directive antenna. The new antenna will center the full force of the power behind the wave on the New England States.

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# KRGV PAYS DIVIDEND OF \$7.50 A SHARE

Evidence of better times and good management in successfully bringing it through the depression period, is that Station KRGV, at Weslaco, Texas, has just paid an annual dividend of \$7.50 a share. M. S. Niles is President of KRGV, which serves the Rio Grande Valley.

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#### TWO INDIANA STATIONS TO JOIN NBC

Two more stations, WGBF, at Evansville, Ind., and WBOW at Terre Haute, Ind., will become affiliated with the National Broadcasting Company as optional outlets on either the NBC-Red or the NBC-Blue Network on Monday, February 1st. Their addition brings the total number of stations under contract with NBC to 116.

Established in 1923, WGBF is owned by Evansville on the Air, Inc., and is managed by Clarence Leich. The station operates on a frequency of 630 kilocycles with a power of 500 watts.

WBOw at Terre Haute operates on a frequency of 1310 kilocycles with a power of 250 watts in the day and 100 watts at night. It was established in 1926 and is owned by Banks of Wabash, Inc. William Behrman is the manager.

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