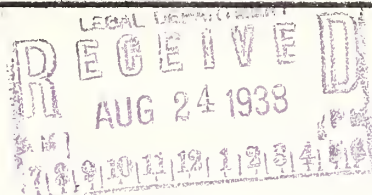


# HEINL RADIO BUSINESS LETTER

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DE WOLF HEADS NEW STATE DEPT. TELECOMMUNICATIONS SECTION

Francis Colt de Wolf, who has handled radio matters for some time past, has been appointed by Secretary Hull to head the new State Department Section of Telecommunications. The Telecommunications Section is one of the three new sections of the Division of International Communications just created. Thomas Burke, who has been Chief of the Specialties Division of the Bureau of Foreign and Domestic Commerce, has been named Chief of the International Communications Division.

The other sections are Shipping and Aviation. All three sections are expected to work closely together. The setting up of the new division, Secretary Hull said, was the last of a series of major changes which have been made in the organization of the State Department within the past year and a half.

The Telecommunications Section will handle all matters having to do with radio, telegraph, telephone and cable. Mr. de Wolf, who was formerly connected with the Treaty Division, is already well and favorably known in this field. He was a delegate to the recent Cairo Radio Conference, was a delegate to the Radio Conference (CCIR) in Bucharest, in 1937, and a representative at Warsaw in 1936, namely the Telegraph Conference (CCIT). Mr. de Wolf was legal advisor to the American delegation on "Egyptian Capitulations" at Montreux in 1937. He served as an expert on disarmament at the League of Nations for three and a half years. A native of Rhode Island, Mr. de Wolf received his A.B. at Harvard in 1918, and his L.L.B. in Columbia in 1922, and has been with the State Department since 1922.

Mr. de Wolf will have as his right hand man in the Telecommunications Section, Harvey B. Otterman, who was with him in the Treaty Division.

Mr. Otterman was a delegate to the Inter-American Radio Conference at Havana in November, 1937, and represented this Government at the preparatory conference also held in Havana for these sessions. Mr. Otterman is the representative of the State Department on the Interdepartmental Committee to Study International Broadcasting. He is likewise an alternate for the State Department on the Interdepartmental Radio Advisory Committee. Mr. Otterman was born at Allegheny, Pa., attended Carnegie Institute of Technology and received an L.L.B. degree at the National University Law School.

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## RADIO EMPLOYEES WORKING HOURS AND PAY INCREASE

The May 1938 employment report of the U. S. Bureau of Labor Statistics detailed a marked May increase in the average weekly working hours of radio factory employees, a slight increase in payrolls, and a slight decrease in radio employment. National factory employment last May was nearly one-fourth less than May 1937, with national factory payrolls decreased, many because of seasonal slackening.

Radio employment last May decreased 2 percent from April 1938, according to the latest government report, and was 38.3 percent below radio factory employment in May 1937. The May index figure was 86.3 percent compared to the April index of 88 percent.

A supplemental government report stated that in the monthly turnover rate per 100 employees, 12.19 per 100 of radio employees were laid off last May but only 4.24 per 100 last June, with new radio employment of 6.68 per 100 in May and 6.54 in June.

Although radio factory employment decreased 2 percent last May, there was an increase of 1.5 percent in radio factory payrolls over the previous month of April, but the May payrolls were 35.4 percent below those of May 1937. The May index figure on radio payrolls was 70.1 percent compared to the April index of 69 percent, and with the March index of 60.7 percent.

Average weekly earnings last May of radio factory employees were reported at \$21.64, an increase of 3.5 percent over the April average, and they were 4.8 percent above average weekly earnings in May 1937. The May national average weekly earnings of all manufacturing industries was \$22.17, a slight increase over the previous month, but 13 percent below the national average of May 1937. The national average weekly earnings of all durable goods manufacturers was \$23.76 per week, a fractional increase, but 17.6 percent below the national average of May 1937.

Average hours worked per week in radio factories last May were 35.9 hours, an increase of 7.3 percent over the previous April average of 33.5 hours, but the May average was 3.6 percent below May 1937.

Average hourly earnings last May of radio factory employees were reported at 60.7 cents, a decrease of 3 percent from the April average of 62.6, but the May average hourly earnings were 10.2 percent above those of May 1937.

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## INDEPENDENTS ORGANIZED AS N.A.B. SECTION

A group of network affiliate operators, meeting last week in Chicago reorganized IRNA as a section of NAB and elected Sam Rosenbaum, Station WFIL, as President.

Neville Miller, NAB President, attended the meeting. Along with the NAB Directors in the group, he said that the next NAB Board meeting would be asked to authorize the IRNA section and to appropriate \$2,000 for expenses.

Mark Ethridge, former NAB President, was elected Vice-President of the IRNA section, and L. B. Wilson, Station WCKY, Covington, Ky., was elected Treasurer.

The Executive Board includes Edwin W. Craig, WSM, Nashville, Tenn.; I. R. Lonsberry, WGR and WKBW, Buffalo, N.Y.; Bill Scripps, WWJ, Detroit; Ed Craney, KGIR, Butte, Mont.; Arthur Church, KMBC, Kansas City; John Kennedy, West Virginia Network, Charleston; John Shepard 3rd, Yankee Network, Boston.

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## TELEPHONERS NOW TELEVISED IN GERMANY

A television-telephone service over cables with repeaters at every 35 km. was opened between Berlin and Munich last week, according to the Electrical Review, London. Faces of people in conversation over the 400 miles or so appeared clearly on a cathode-ray tube screen at each end, but distortion was noticeable, the faces appearing broader and wider and the forehead lower. Scanning is by mechanical means, a light spot being used. The definition is 180 lines and 25 frames per second, resulting in a certain amount of flicker. The image frequency is impressed on a carrier, and the signal is transmitted after the upper side-band has been suppressed. Styroflex and ceramic insulating disk cables are used. To provide for the 441-line broadcasting television standard it will be necessary to have repeaters at every 17.5 km. The price of a 3-minute conversation is Rm. 4.80, plus Rm. 0.80 for notifying the called person (100 reichspfennigs equal 1 reichsmark, which equals about US \$0.40). Only one conversation is at present possible at a time. People wishing to speak and see from Berlin to Leipzig or Nuremberg while a Munich-Berlin conversation is taking place have to wait their turn. The service to Nuremberg and Leipzig has been in operation for some time, and it is proposed to extend the system to Cologne, Hamburg and Frankfurt very shortly.

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## PHILCO STRIKE SETTLEMENT OFF; AEROVOX WALKOUT

Peace terms designed to end the deadlock which has kept the Philco radio plant closed for 16 weeks were rejected by members of the three Philco locals of the United Electrical, Radio and Machine Workers C.I.O. last Monday. On the same day in Brooklyn, there was a walkout of employees of the Aerovox Corporation, manufacturers of radio condensers, in an effort to force a renewal of a contract and demands for a 40-hour week and wage adjustments.

It was said that 7,000 of the peak membership claimed by the striking unions participated in the Philco vote which disapproved of four major provisions of a proposed compromise settlement and sent their negotiating committee back for further conferences with officials of the Philadelphia Storage Battery Company.

Clauses to which the employees objected, concerned a union-shop demand, wage scales, reclassification of jobs and the purchase of parts by the company. It was viewed as significant that a clause proposing a forty-hour week instead of thirty-six hours was not placed on the list of matters to be discussed.

Mayor S. Davis Wilson, who had been warned by President James M. Skinner if the strike was not settled Philco would move away from Philadelphia, made an unexpected appearance at the meeting, was booed by some of the workers on his arrival, but was cheered when he left after telling the crowd that "whatever you decided to do I am with your", and promising protection against "illegal interference on the part of police".

In the case of the Aerovox strike, officials of the local United Electrical, Radio and Machine Workers of America, C.I.O. affiliate, announced that 800 workers, the entire mechanical personnel, had walked out. Samuel I. Cole, President of the Company, said, however, that only 400 employees had struck.

The Company's contract with the union expired on July 6th, according to Al Sterne, union organizer, who said the Company had requested six weeks to negotiate for a new agreement. The Company, he said, then proposed wage cuts and a forty-four-hour week. The union asked a graduated scale of pay for piece-workers and a 5 percent increase for employees on a time basis.

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## RAIN AND SNOW STATIC TO BE STUDIED

Contracts have been awarded by the Bureau of Air Commerce, of the Commerce Department, to Reed College, Portland, to Reed College, Portland, Oreg., and Purdue University, Lafayette, Ind., covering the investigation of rain and snow static. The work of Reed College will be devoted to snow static, while that at Purdue University will deal with rain static.

A contract was awarded to the Washington Institute of Technology, Washington, D. C. for a complete ultra-high frequency radiobeacon transmitter of a new type, quite different from the conventional radio range. Instead of the four conventional fixed range courses, this radiobeacon provides an infinite number of range courses on which aircraft may "home" or fly away from the transmitting station. In addition, the aircraft may determine its bearing from any omni-directional radio range station which is tuned in.

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## 1939 RADIO PARTS SHOW AGAIN SELECTS CHICAGO

The National Radio Parts Trade Show, which reached its maximum last June at Chicago, will be held again next year at Chicago during the Radio Manufacturers' Association's convention. The parts show, sponsored jointly by the RMA and the Sales Managers Clubs of Chicago and New York, has arranged definitely to hold the 1939 show again in Chicago. Ken Hathaway continues as show manager.

The joint Radio Parts show operating organization met at New York, July 28, and made definite plans for the Chicago show next year. In view of strong sentiment for an Eastern Parts Show the following year, the recommendations will strongly urge that the 1940 show be staged in New York.

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## MUSSOLINI TO BUILD 21 NEW STATIONS

The principal executives of the Italian broadcasting system (E.I.A.R. - Ente Italiano Audiozione Radiofoniche) presented a plan which was approved by Mussolini for the erection of 21 new transmitting stations, the American Commercial Attache at Rome advises. These will be located at Florence, Turin, Bologna, Verona, Padua, Venice, San Remo, Spezia, Macerata, Ascoli Piceno, Teramo, Aquila, Pescara, Benevento, Foggia, Campo Basso, Taranto, Potenza, Cosenza, Catanzaro and Cagliari.

The head of the Government was informed by the officials that the total number of subscribers to the E.I.A.R. will shortly reach the million mark.

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## WHAT IT COSTS TO TAKE A SET ABROAD

Many listeners will be visiting the Continent this Summer, and some are likely to be accompanied by their receiving sets - possibly car radio. A frequent hindrance to many who would otherwise take a receiver abroad is the uncertainty of their liability to receiving license fee and import tax on the sets. The following table of liabilities offered by World Radio of London in this respect may prove helpful.

It will be seen that there are many countries where no tax is levied for short visits. With regard to those where only the annual tax payable is given, it is highly probable that visitors will be asked to pay a smaller sum covering the length of their stay:

Belgium - Five Belgian francs a month.

Bulgaria - Exemption is granted for receivers in visitors' cars or aeroplanes, when the duration of their stay is not more than ten days. Three months' tax varies from 75 to 100 leva according to circumstances.

Czechoslovakia - Tax for three months: 10 crowns.

Denmark - Annual tax: 10 kroner.

France - Annual tax of 60 francs. For a visit of four to eight weeks, however, "it is not worth while declaring a set", according to an official of the Ministry of P.T.T.

Germany - Two marks a month. (For every receiving set installed in a car and used in addition to an ordinary receiver, there is a supplementary tax of 50 pfennig).

Holland - Visitors enjoy the same privileges as native listeners - that is, they pay no tax; they are even exempt from the usual declaration of their sets if they are not staying for longer than three months.

Hungary - Annual tax of 28.80 pengo.

Italy - Special tax of 15 lire levied on visitors for three months.

Latvia - Two lats a month.

Luxembourg - Foreign visitors and native listeners are not called upon to pay any tax.

Morocco - Exemption granted for receiving sets installed in visitors' cars.

Norway - Sets installed in foreign visitors' boats, aeroplanes, and cars are exempt from tax, if staying for three months, or less.

Poland - Three zloty a month, and, in addition, a registration fee of 1 zloty.

Portugal - For a limited stay, sets installed in visitors' cars are exempt.

Roumania - Three months' tax: 150 lei.

Sweden - Annual tax of 10 kroner.

Switzerland - Exemption granted for sets installed in cars on condition that the visit does not last longer than three months.



## BALTIMORE STATION JOINS CUBAN INTERFERENCE FIGHT

The Communications Commission has authorized Station WCAO at Baltimore to increase its power to 1 KW at night for a limited period to minimize the effect of interference from long-wave Station CMQ at Havana.

This follows the Commission's granting a temporary increase to 5 KW at night for Station WREC at Memphis, Tenn., which also has been seriously interfered with by the Cuban station.

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## SUGGESTS ROADSIDE SIGNS FOR RADIO-EQUIPPED TOURISTS

The following good tip is offered to broadcasters by Orrin E. Dunlap, Jr., Radio Editor of the New York Times, a thought which occurred to him while driving through New England in his automobile equipped with a radio set:

"As soon as the automobilist travels out of range of his favorite local stations, the dial locations of which he has memorized, he finds himself groping around the tuner for the new ones of loudest caliber. It would seem that the broadcasters here, there and everywhere are missing an opportunity to win new listeners by not placing signs along the posts, rail fences or trees that might read something like this: 'You are now within radio range of Schenectady. Tune in WGY, 790 kilocycles'. Such information and inviting sign-posts would put an end to the motorist's 'blind' tuning.

"Radio has made the automobile a theatre on wheels. It adds a new life to the car. Those who travel long distances alone say that broadcasts break the monotony and put an end to loneliness."

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## AMERICAN RADIO EXPORTS OFF

Exports of American radio decreased 14.5 percent during the last fiscal year ending June 30, according to the latest report for June of the U. S. Bureau of Foreign and Domestic Commerce, as compared with the all-time high record of 1937, but were larger than the U.S. exports in the preceding fiscal year ending June 1936.

Total radio exports during the last fiscal year were \$27,062,455 compared with \$31,652,948 in the preceding fiscal year, and with exports of \$26,176,153 in the fiscal year ending June 1936.

Export trade in radio parts and accessories held up better than in tubes and complete sets during the last fiscal year, and exports of American transmitting apparatus increased 32.8 percent. Receiving set exports during the same period decreased 23.1 percent in number and 22.8 percent in value. while tube exports decreased 19.5 percent in number and 19.3 percent in value.

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::: TRADE NOTES :  
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For the seventh successive month of 1938, NBC network business increased over 1937 to all-time highs. In July the NBC Red Network advertising volume ran 74% ahead of its closest competitor, according to an NBC announcement.

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Sales of radio sets to Canadian dealers during June totaled 10,385 units valued at \$763,812, as compared with 6,374 units with a list value of \$494,638 in May, the American Commercial Attache at Ottawa reported to the Department of Commerce.

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The Council Bluffs (Ia.) Nonpareil has dropped all radio comment and publicity from the radio page and is now using only daily program listings.

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A combination merchandising "package" including a radio, a Victrola attachment and a quantity of Victor records at a special over-all price, will be featured in a September advertising campaign by the RCA Victor Company, Thomas F. Joyce, Advertising and Sales-Promotion Manager, announced this week. A national newspaper advertising campaign in key cities will be launched by the Company.

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A report that the Chevrolet Division of General Motors Corporation, largest user of spot transcription broadcasting in the country, would discontinue this medium Aug. 31, was denied by C. P. Fiskin, advertising manager, in Detroit. He said that Chevrolet's 13-week contract expires at the end of this month. With the announcement soon of Chevrolet's 1939 models, he believes the spot radio will be resumed, Mr. Fiskin added.

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Internal Revenue collections of the Federal Excise Tax on radio and phonograph apparatus in July 1938 were \$305,170.41, a decrease of 29.6 percent compared with the July 1937 collections. The July collections, largely covering radio factory operations in June and some fiscal year adjustments of previous accounts, not including unreported excise taxes on automotive radio, were 32 percent lower than the June 1938 radio taxes. July excise taxes on mechanical refrigerators were \$644,718.69, 58.1 percent less than the July 1937 taxes of \$1,540,151.06.

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## MCCOSKER AND OTHER MUTUAL OFFICERS REELECTED

All officers and Directors of the Mutual Broadcasting System were reelected at the annual meeting of the stockholders and Directors of the network in the Chicago offices of Mutual on Wednesday, August 17th. These were: President, W. E. Macfarlane; Chairman of the Board, Alfred J. McCosker; First Vice-President, T. C. Streibert; Executive Secretary and Treasurer, E. M. Antrim.

Directors reelected were Alfred J. McCosker, T. C. Streibert, Jack I. Straus, W. E. Macfarlane, E. M. Antrim, E. W. Wood, Jr., and Fred Weber.

All of the stock of the Mutual Broadcasting System continues to be held by WGN, Inc., Chicago, and the Bamberger Broadcasting Service, Inc., of Newark, N.J., operators of WOR.

General Manager Weber reported the addition of affiliated stations in the Far West, the increase in power of other associated stations, and the affiliation of the newly formed Texas State Network. Mr. Weber also announced that the Mutual network's commercial program revenue during the first six months of 1938 was 19 percent greater than in the same period last year. He also reported on the educational and cultural program plans for the coming months and also on the business outlook for the Fall and Winter season.

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## BRITISH TRY TO BOLSTER UP TELEVISION

Efforts to popularize television are being renewed by the British Broadcasting Corporation in cooperation with the Radio Manufacturers' Association, Marsland Gander writes from London.

"In two years only about 3,500 sets have been sold to the public in the Greater London area", he advises. "According to statisticians, the potential market for receivers at the current price is 75,000 in the service area of Alexandra Palace.

"Experts in the industry have been busy analyzing the reasons for the failure of television to capture the public fancy in a big way. Among the chief reasons are: The high price of sets; lack of appeal in studio programs; short range of transmissions; smallness of the screen; brevity of daily transmissions.

"'Look-in' centers will be established around the Radio Exhibition at Olympia from Aug. 24 to Sept. 3. Twenty manufacturers will be exhibiting new televisions and for the first time demonstrations will take place throughout the exhibition instead of being confined to a small 'peep show' in one corner.

"Miniature television sets intended to provide the equivalent of the cheap crystal set which did so much to popularize the radio will be on display, priced at \$150 and less. Some of these receivers will include an all-wave set for the same price.



Unfortunately, to make this drastic cut in price possible, manufacturers have concentrated on a reduction in size of the cathode ray tube. They have made the tube smaller and shorter. True, they have also made the end flatter, but still it means a smaller picture, measuring only 7½ inches by 6."

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#### RADIO MANUFACTURERS PREPARE FOR NEW WAGE-HOUR LAW

The special Committee on Industrial Information of the Radio Manufacturers' Association, of which John R. Howland, of Philco, Philadelphia, is Chairman, at a meeting in New York City outlined a thorough study of many problems in connection with the new Federal Wage-Hour Law which will become effective October 24th. This fact-finding committee will prepare a detailed report for the early Fall meeting of the Board of Directors which will take appropriate action in relations with the Government administration of the new "Fair Labor Standards Act of 1938", according to Bond Geddes, Vice-President of the RMA. An information service for individual members of the Association also is under consideration.

The RMA Committee has assigned various subjects to individual members, including the wage and hour provisions of the new law, and John W. Van Allen, general counsel of RMA, will prepare a detailed report on the various State labor and employment laws.

Another meeting of the Industrial Information Committee is planned early next month, preceding the Fall meeting of the Board of Directors. The fact-finding committee will secure and analyze all available information on the new law and its administration and submit a complete report and recommendations to the RMA Board of Directors.

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#### CHARTER RIGHTS CITED IN WNYC BRIEF

Supreme Court Justice Kenneth O'Brien was asked last week to deny the application of Corporation Counsel William C. Chandler to have the court declare illegal the resolution creating the special committee of the City Council to investigate municipal radio station WNYC because the resolution had not been submitted to Mayor LaGuardia for his approval. The City's plea, if granted, would have the effect of also outlawing the proposed city investigation of relief.

The request was in the form of a brief submitted by Robert Daru, a former Assistant District Attorney, now Special Counsel to the Council Committee. The court now has for its consideration a motion of the Corporation Counsel to quash a Supreme Court subpoena issued by Justice Peter Schmuck on application of the Council Committee requiring Morris Novik, WNYC Director, to appear before it with his records and answer questions about a travelogue broadcast concerning Russia last Spring.

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