

# SCOTT NEWS

NEWS OF LATEST DEVELOPMENTS IN THE SCOTT RESEARCH LABORATORIES

JANUARY 1946

PUBLISHED BY THE SCOTT RADIO LABORATORIES, INC.

CHICAGO, ILLINOIS

## Scott Now Available Through Highest Type Local Agencies

### *New Financing Provides Ample Working Capital*

Chicago, Jan. 2—As a Scott owner interested in the future of the Laboratories, you will be glad to know that the Company entered the postwar era in favorable financial condition. In order to provide additional working capital for its expanded activity, a portion of the Scott common stock was offered to the general public early in 1945.

The issue was well received and is today actively traded in. This offering gave the general public, for the first time, an opportunity to share in the Company's future which we believe is brighter today than any time in its history.

### **Additional Agencies Now Being Franchised**

Rather than being limited to only three Company-owned studios as in the past, the Scott Radio Laboratories plan to begin postwar operations through over one hundred high grade local organizations with large established clientele.

Owing to the very widespread interest in Scott postwar plans, however, arrangements are being made to increase the total number of dealers to approximately two hundred, so that prospective purchasers living in the smaller communities will also be able to hear and see a Scott before placing their orders.

### **New Distribution Methods Means Better Service To Scott Owners**

Chicago, Jan. 2—When the Company was founded in 1924 operations were on a modest scale and confined principally to the Chicago area. In 1935 the Laboratories expanded by opening branch offices in Los Angeles and New York to provide Scott owners in these areas with adequate installation and service facilities.

As the reputation of the Company continued to grow, however, many prospective purchasers saw Scott advertising or heard of the instrument through acquaintances and wished to acquire a Scott for their own use; but as we operated in only the three localities mentioned, these customers had to order their instruments by mail. In many cases, the Scott owner was not near a properly equipped installation shop and therefore could not obtain prompt local service.

In view of the high reputation of the Scott it was decided some months before the outbreak of war that to better serve the interests of Scott owners we would make Scott combinations available through very high grade local agencies in all key metropolitan centers of the United States. To date, 114 Sales and Service agencies have been appointed who are properly equipped to display and demonstrate all models of the Scott, make the proper kind of installation, and to take care of owners' service requirements promptly and efficiently.

Many Scott owners who have heard about this change in policy have written us their wholehearted approval of this step which, incidentally, places the name Scott on the same high plane as the finest automobiles, custom watches, and similar top quality articles that are available only through reputable local agencies.

### **How to Locate Your Nearest Scott Agency**

In this issue of *Scott News* are illustrated and described several typical Scott Sales and Service agencies and on the loose insert attached you will be able to locate your nearest Scott dealer. Unless there are many unforeseen delays a sample of the new Scott 800 will be on display shortly and if you are in your dealer's vicinity at that time, be sure to drop in for a demonstration.

# The Clark Music Company,

One of a series of articles on franchised Scott dealers by E. J. Halter, vice president, Scott Radio Laboratories, Inc.

IN Syracuse, New York, the Hub of the Empire State, is located the Clark Music Co., one of the largest and most outstanding music stores in America. This fine organization has just embarked upon its 88th year of successful business. As a music store it has been giving complete music service to the community, which per-

haps accounts for its growth and standing in this part of the country. The business is located in its own building, a six-story structure in the heart of the best business district of Syracuse, and has been at this location since 1907.

Only "top" lines of instruments are sold in each department of this Musical Department Store. It has been one of the aims of the company to present the first of what's new in the music world, the finest in each field,

and to specialize on the greatest dollar value in merchandise offered. The line-up of manufacturers represented is the ultimate result of such idealism. Here are a few of the lines: Scott radio combinations, Steinway Pianos, Hammond organs and Novachords, King Band Instruments, Lyon & Healy Harps.

The Clark store is a mecca for music teachers. One of the most complete libraries of sheet music and teaching materials is maintained here. An extensive record department with thousands of popular and classical albums and single records and manned by experts in the field of recorded music, brings thousands of record buyers from Central and Northern New York here to choose their favorite discs. A complete repair service for all kinds of musical instruments is also maintained, with factory-trained repair men.

Mr. Melville Clark, President of the Company, has been prominent in the national affairs of the music business. In 1941 he was elected President of the National Association of Music Merchants and at present is a member of the Board of Control. He is nationally known as a harp virtuoso and an authority on musical instruments. He is perhaps most widely known as inventor of the Clark Irish Harp, often referred to as the only perfect portable harp. It has done a great deal to popularize the harp, since it has eliminated the disadvantages of cost and size. It is sold by Clark Music Co. to all parts of the world, hence this store is known as a harp center throughout America.

Mr. Clark and his store have been a part of every musical project in Central New York for over half a century.



# of Syracuse, New York

One of the store's main objectives has been to advance the cause of music in the community, to devise ways and means for every child to have a musical education, and to aid talented musicians to become recognized by the public. This store pioneered the organization of bands and orchestras in the schools, over 200 such organizations having been formed under their special plan.

One of the first broadcasting stations in the country was on top of the Clark Music Building. Broadcasting has been a means of advertising throughout many years and today the local stations maintain wires to Clark's studio, which is equipped with more than \$10,000 worth of musical instruments. Not only the Clark programs are broadcast from this studio, but sustaining programs by the stations are sent out over networks.

Clark's is well known for its fine type of employee. The store has a wide reputation for courtesy and friendly atmosphere. Here more than fifty intelligent, fine looking, capable people help to maintain that reputation.

Mr. Clark's collection of rare musical instruments, one of the finest private collections in the world, is known throughout the land and attracts large numbers of people from everywhere to his store. The business occupies the largest part of its six-story building, affording excellent opportunities for displays of the great instruments sold. There are separate studios for Steinway pianos, Lyon & Healy Harps, Hammond Organs and Novachords, and the various fine radios sold.

Here are truly the ingredients of a successful music business. Little



*Mr. Melville Clark, President of Clark Music Company*

wonder that Clark Music Co. has become an institution in its community, rather than just a music store. Discriminating buyers throughout Central and Northern New York State shop here for the finest in radios, pianos, harps, band instruments, as well as printed music and records.

In the postwar era. . . MUSIC will take a greater place in the home than ever before and music education will be stressed far more than in the past. In line with its ideal of greatest service in music, Clark Music Co. continues to follow through its progressive policy, by expanding its already extensive quarters, and today it is one of America's largest and most beautiful music stores.

At this moment, the grand opening of the new and greater Clark Musical Department store is taking place. Every department has been modernized. Double the amount of floorspace has

been given over to radio-phonographs, also pianos, with a record department second to none in America. Everything has been arranged to make it more convenient and more inviting to customers, giving them utmost in efficiency and service.

During wartime restrictions, when no new musical instruments were made, this great music house has offered used instruments of all kinds, restored by their own skilled craftsmen to meet music education needs during the emergency. Soon Clark's will again be privileged to present to music lovers in Central New York, new instruments by the world's leading manufacturers of pianos, radios, harps and instruments of the band, bringing again the same high standards of quality, the same large and varied lines, and the same great dollar values which have stamped them leaders in the field of music for over 88 years.

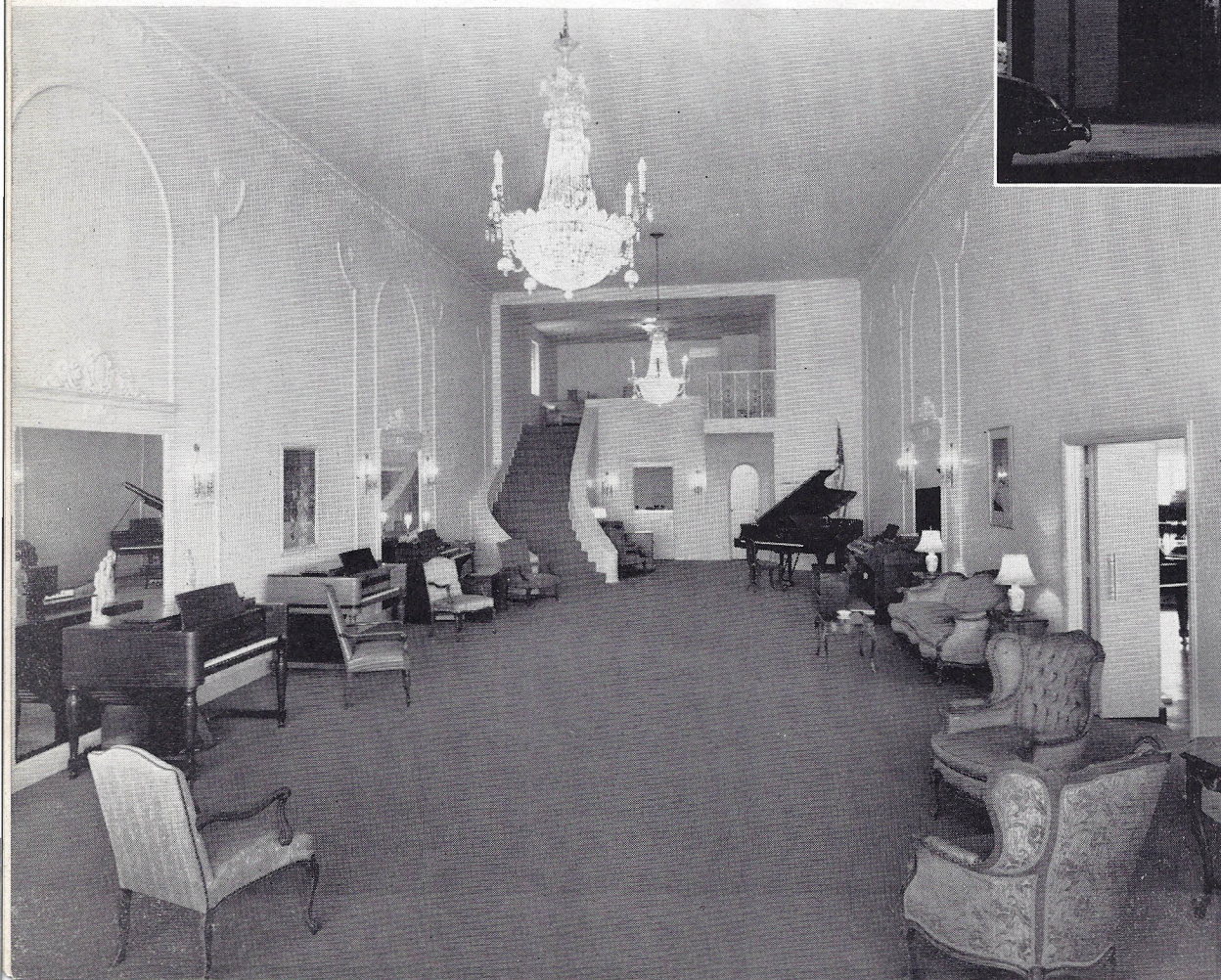
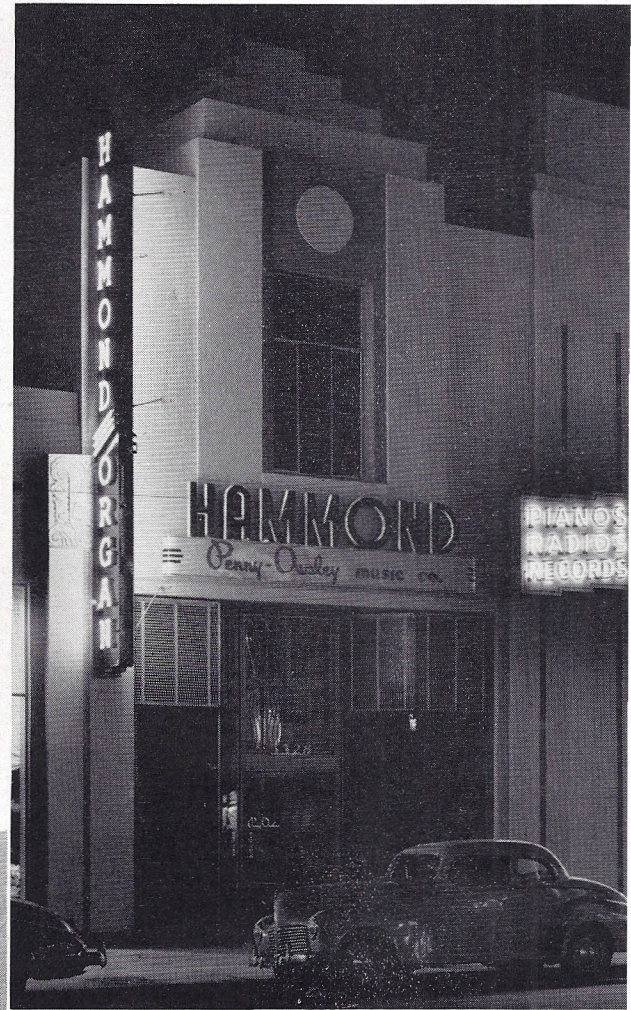
# Penny-Owsley Music Company

*Another of a Series of Articles on Scott Franchised Dealers  
By E. J. Halter, Vice President, Scott Radio Laboratories, Inc.*

ONE OF THE most beautiful music stores in Southern California is the Penny-Owsley Music Company, located in the busiest section of the famous Wilshire Boulevard in Los Angeles. We are very happy to announce that the Penny-Owsley Music Company is now a Scott Franchised Dealer. The other Scott representative for the Los Angeles metropolitan area is the nationally known W. & J. Sloane, located in Beverly Hills and in a later issue we will have a similar article on this organization.

The present Penny-Owsley Music Company is the outgrowth of the Hammond Organ store formerly owned and operated by the Hammond Instrument Company of Chicago and managed by Paul H. Owsley. Emory Penny, who was the Sales Manager of Hammond, frequently paid visits to the Los Angeles territory and was always impressed with the business opportunity for a high-class music store in the important Los Angeles market. It is not surprising, therefore, that he negotiated for the purchase of the Hammond store and on June 1, 1944, he and Mr. Owsley acquired ownership of the Hammond store, leasehold improvements, inventory, and the Hammond franchise. Plans were immediately put into effect to enlarge their quarters and expand the business. Additional space was acquired in an adjoining building so that the present store now contains over 20,000 feet of floor space. Eight months ago they undertook a renovating plan and how well Penny and Owsley have succeeded can be gathered from looking at some of the photographs of the interior.

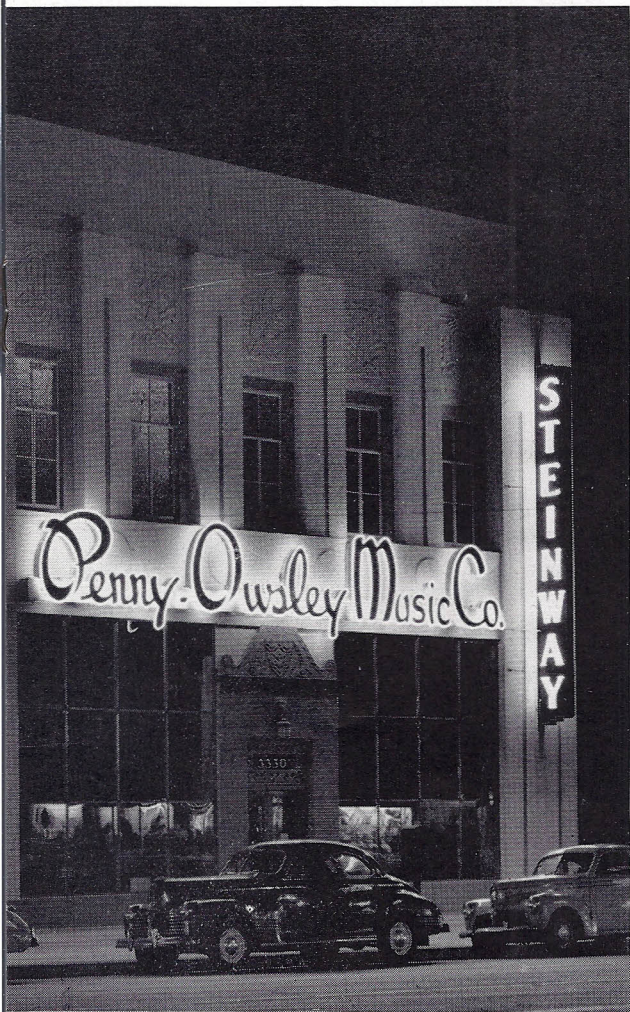
It had been Penny's privilege to live with music and radio dealers for many



years in capacity as sales man many opportunities to study on the operation of their result of his observation a experience in operating the developed certain ideas on ho be run. First of all, they de a dealer to be successful must the best article in each price ping in the various price brad chandise. One therefore, can manufacturers they represen Organ Department is a separ a staff devoting all of its tim mond instruments. The Pia specialized division with a s staff. At the present momen represented with room for or upper priced bracket and Sto bracket. No announcement l the third line, but here again in the price brackets.

The Record Department is in

# any, Los Angeles, California



by Thora Sandmeyer, who has had many years experience in the record business and who was formerly manager of the Record Department in Bullock's Los Angeles store. It is not surprising that the top radio-combination line will be Scott. Two other manufacturers will be represented in price brackets lower than the Scott line. Until further notice, the Radio Department will be under the direct management of Emory Penny whose history dates back to the radio business when he was Advertising Manager for the Bremer-Tully Manufacturing Company.

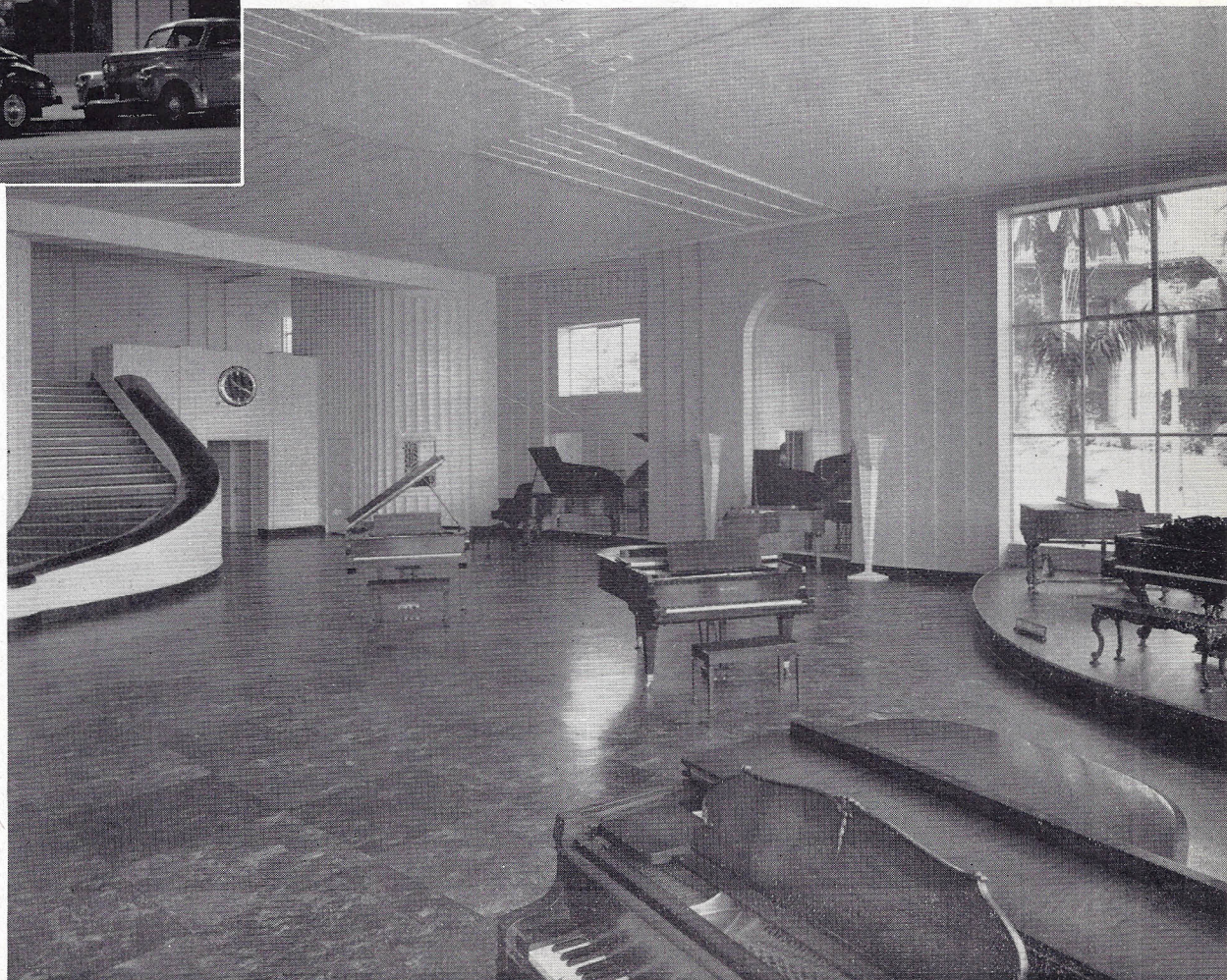
The company does not plan to handle any small goods, sheet music, or band instruments, but will specialize in the departments mentioned. The Radio Department will be a very important and large department in this store, and the lines which have been selected are noted for quality, and in most cases are direct, factory connections backed by a factory sales policy that conforms to the Penny-Owsley ideas.

At the present time the Electronic Repair Department of Penny-Owsley is staffed by three experienced technicians. The organization takes care of the service on the many thousands of Hammond instruments located in Southern California and is fully equipped and prepared to handle any type of radio service. The Piano Department Repair Shop includes facilities for refinishing pianos and radio cabinets.

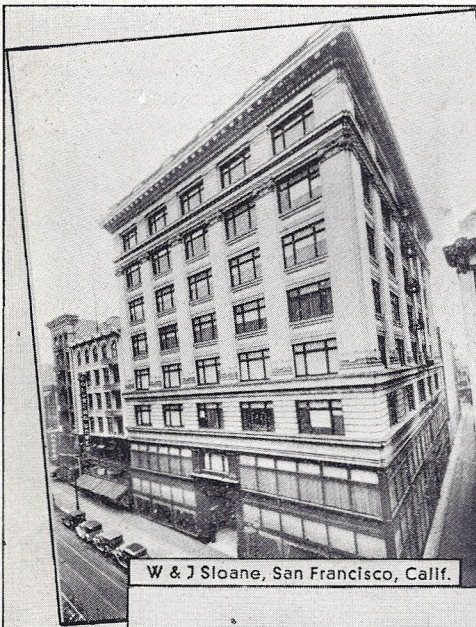
Here is an organization that had the courage to anticipate postwar conditions and invest money in the type of facilities that will be needed as soon as postwar merchandise starts to flow from the factories. If Penny-Owsley stick to their determination to specialize in the best quality lines, we are sure they will enjoy the success they deserve.

ager of Hammond and he had their methods and advise them Hammond department. As a and experience, plus Owsley's Hammond store, the pair dew the music business should cided that in the postwar era concentrate and specialize on field with little or no overlap- kets for the same kind of mer- understand the line up of the . First of all the Hammond ate department in itself with e in the interests of the Ham- no Department, likewise, is a eparate manager and a sales , only two manufacturers are ly one more: Steinway in the y & Clark in the lower priced as been made yet concerning there will be no overlapping

full operation and is managed



# A Few Typical Scott Radio



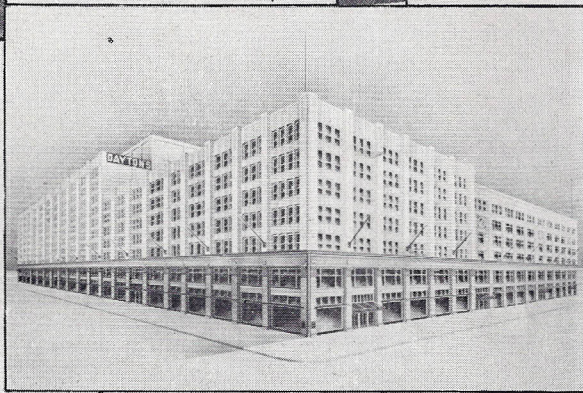
W & J Sloane, San Francisco, Calif.



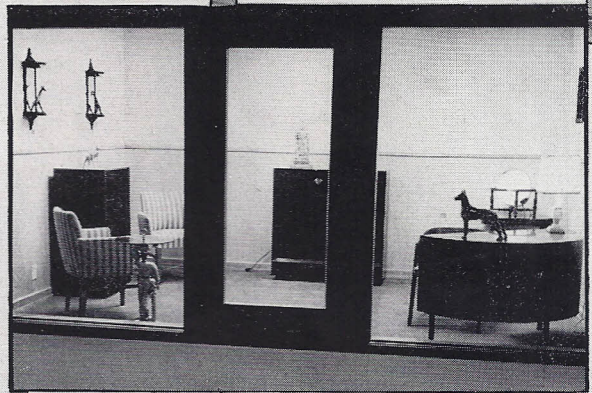
Frederick & Nelson, Seattle, Wash.



Mayfair, Incorporated, Albany, N. Y.



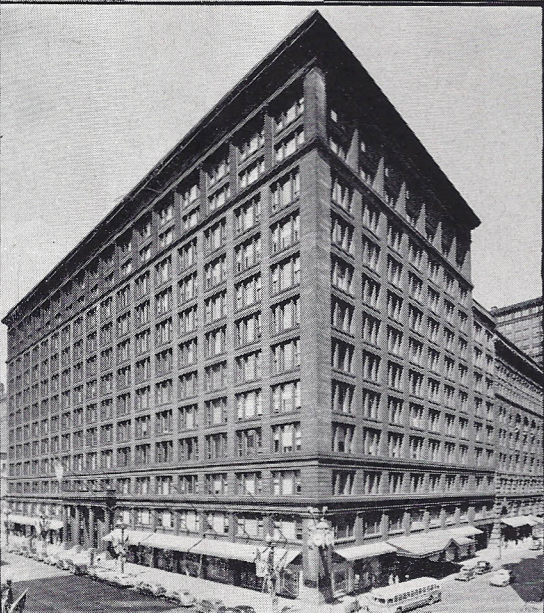
The Dayton Company, Minneapolis, Minn.



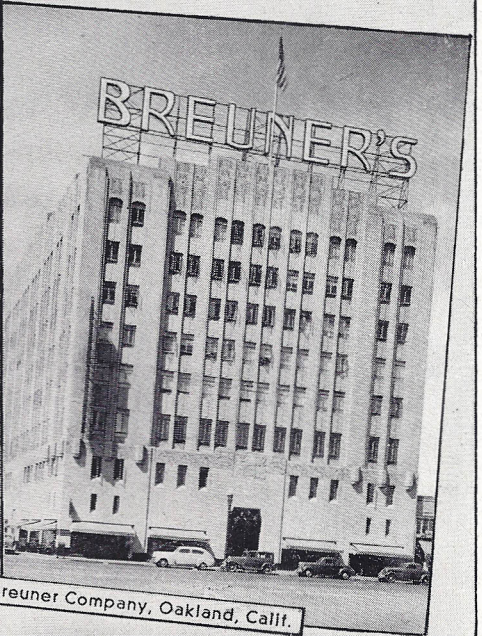
Typical Demonstration Salon, Electric Center, Phoenix, Ariz.



Paine Furniture Company, Boston, Mass.



Marshall Field & Company, Chicago, Ill.



John Breuner Company, Oakland, Calif.

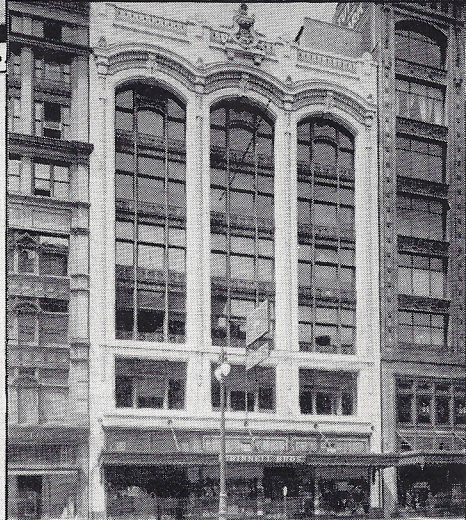
# Sales and Service Agencies



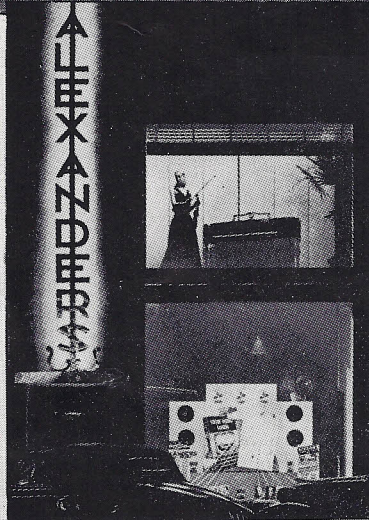
The Chas. E. Wells Music Co.  
Denver, Colo.



Electric Center  
Phoenix, Ariz.



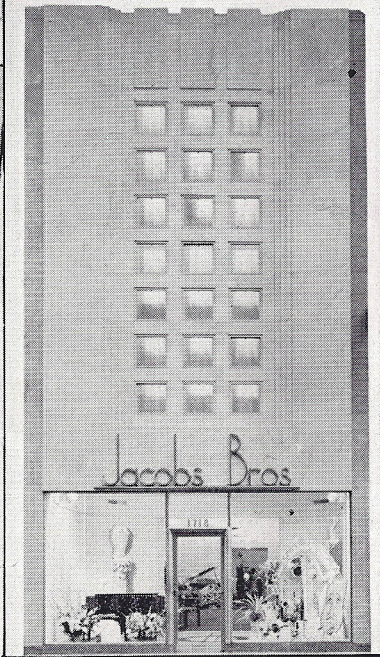
Grinnell Brothers, Detroit, Mich.



The Alexander Music House, Spartanburg, S. C.



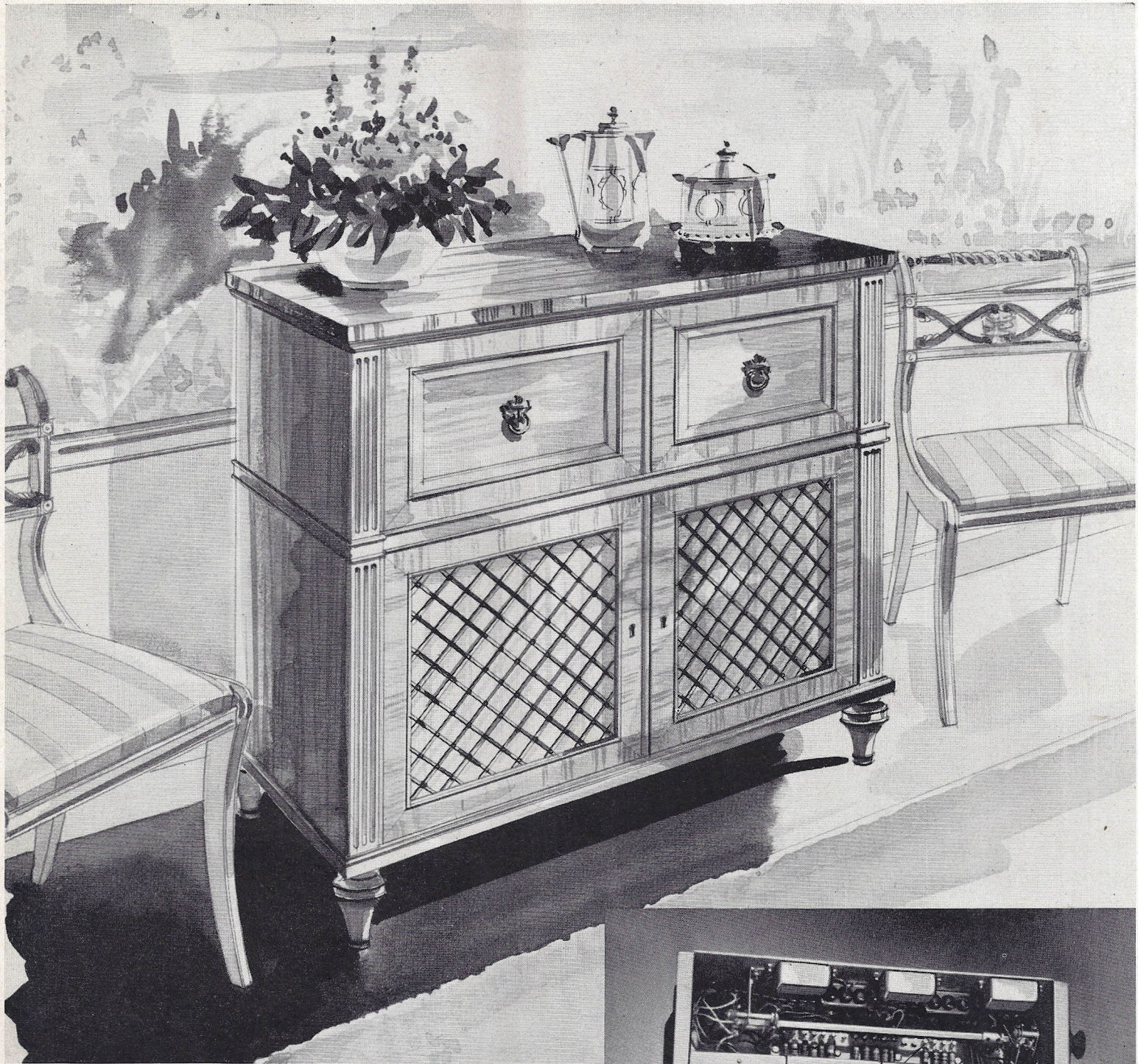
Robert Keith, Inc., Kansas City, Mo.



Jacobs Brothers, Philadelphia, Pa.



Stix, Baer & Fuller Company, St. Louis, Mo.



## A "Sneak Preview" of the New Scott 800

A glance at the tuning chassis of the new Scott 800—particularly a "back stage" bottom view—will instantly convince anyone—even the most enthusiastic owner of a prewar Scott—that the *new* Scott, by a very wide margin, is the finest ever produced by the Scott Radio Laboratories, long world-famous for the finest in radio-phonograph combinations.

Illustrated above is the Regency model—only one of four beautifully styled cabinets that will be available for the Scott 800. A 16-page booklet containing illustrations and a complete description will be available shortly. Ask the nearest Scott dealer to mail you a copy when it is off the press.

