

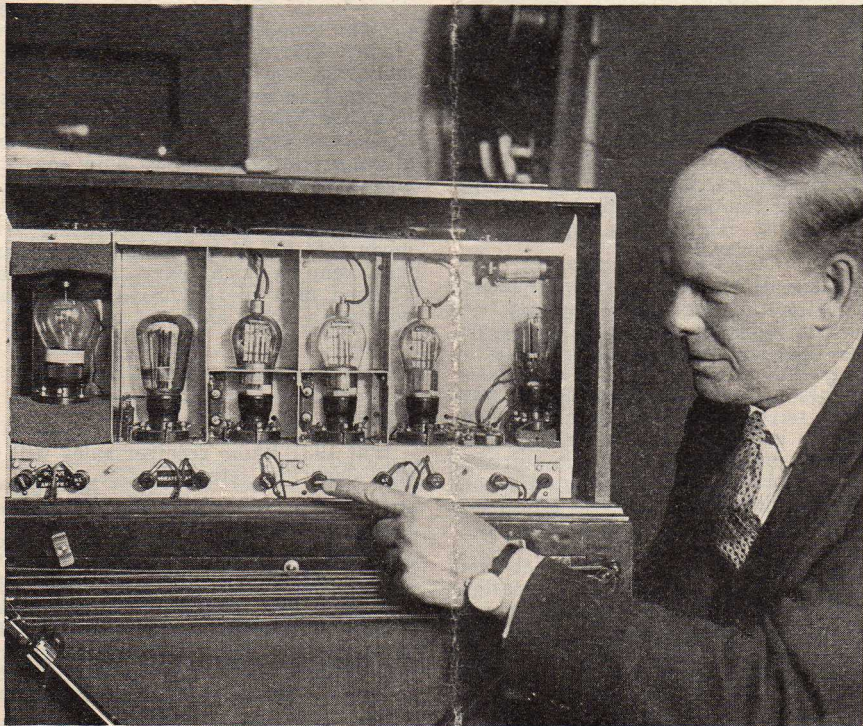
# NATIONAL RADIO NEWS



VOL. III

WASHINGTON, D. C.

NO. IV.



**QUARTZ CRYSTAL TUBE  
TO ELIMINATE INTERFERENCE**

(See Page 3)

Underwood Photo





J. E. SMITH

## The PRESIDENT'S PAGE

**EX-PRESIDENT CALVIN COOLIDGE** recently stated in the Washington Post: "While there are some people out of work who are well educated, there are many others who were displaced because they were not sufficiently trained to hold their places. When the time comes to reduce the force, those go first who cannot compete with their more skilled fellow workmen. As our industrial life becomes more complex and requires more and more technical knowledge, it will be increasingly difficult for the unskilled to find and hold employment. High wages require a high earning capacity."

### First To Go

What truth those words contain—what a warning to men and young men who refuse to read the writing on the wall—"untrained men, not wanted."

Right now many men are out of work—have no means of support for themselves or loved ones. Picture their feelings when they see some fellow driving his family in an expensive car to a good show; envying the man because he has a good job and earns a good income!

They need not envy—rather let them pity themselves for the lack of foresight the other fellow had—foresight to prepare, study, train for a good job. Had they done this, good jobs would have been their lot instead of unemployment.

Fortunately, N. R. I. men realize their entire future depends upon training; that's why they stick to their Radio lessons, come what may. These N. R. I. men know that their knowledge of Radio will open up great opportunities for them—and will assure them of well paid, permanent jobs having good futures in the fastest growing industry of all times—Radio.

**MR. M. H. AYLESWORTH**, President of the National Broadcasting Company, has estimated that it will cost approximately \$10,000,000 to provide talent for programs broadcast over NBC network during 1931. This is a great deal of money to pay for entertainment, but not as great an amount as will be spent in bringing NBC programs to the national Radio audience. The operating cost alone, exclusive of fees paid to entertainers, will reach \$20,000,000.

\$20,000,000 spent in operating costs mean that the men "behind the screens" will reap a rich harvest of dollars. Trained men in the broadcasting game will get a lion's share of the profits.

**IT** has been conservatively estimated that 1931 Radio receiver sales will exceed 3,500,000 sets. That is, a new receiver will be installed in one out of every five American homes. While 20,000,000 homes in America are now supplied with electricity, only 7,700,000 utilize modern alternating current Radio sets. 2,000,000 of these "wired" homes have battery sets—10,300,000 do not have receivers. 12,300,000 householders in wired homes are now waiting to be sold modern A.C. sets.

### One In Five

What a market this opens; what profits these more than 12,000,000 prospective buyers hold out to the Radio industry. It is small wonder that Radio-Tricians are optimistically facing the 1931 Radio season. They are going to get a big share of the profits.

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## My Faith in Radio's Future is Stronger Than Ever - - Says Atwater Kent

The eighteen millionth milestone in Radio manufacture in the United States was marked by the production of the three millionth radio set in the Atwater Kent factory, in Philadelphia. Without ceremony, except for the presence of Mr. Kent and some of his close associates, the three millionth set was received by Mr. Kent, personally, and the factory proceeded without a break toward the production of its four millionth radio.

The eighteen million sets include only those produced in radio factories and not sets made by amateurs, which, it is estimated, would add three million more to the total number of radio sets made in the United States since 1922, this making the total 21,000,000.

Last year alone, it is estimated, the buying public spent \$850,000,000 for radio sets, whereas the amount of money spent in the purchase of radio sets in 1922 is said to have been only about \$5,000,000.

The number of American homes equipped with radio is variously estimated. No exact figures are expected until the United States Bureau of the Census tabulates and gives out the totals obtained in answer to its official Census question, "Have you a Radio?"

The New York Times, quoting figures from a survey made by one of the large life insurance companies, at the first of this year, estimated the American radio audience at more than forty million listeners. In special nation-wide broadcasts the number of radio listeners has been estimated at over fifty million.

The same authority reported that its survey revealed that nearly sixty per cent of radio set owners had possessed their sets less than two years. That the old crystal set, representing the first stages of radio, has practically disappeared is shown by the report from the same source that only approximately three per cent of Radio owners now have crystal sets.



A. Atwater Kent congratulates his production manager on the 3,000,000th Receiver, produced at the Atwater Kent factory.

A. Atwater Kent, looked upon as a leader in radio manufacturing, said, "The best answer I can give to the question of what I think of the future of the Radio industry is that we have started on the production of our fourth million sets with an unshaken confidence in the future of American business prosperity. I have a deep, abiding faith in the future of this big, fast, exciting business which we call Radio. My belief in its future, which impelled me to expand my production facilities, is today stronger than ever."

### This Month's Cover

Dr. James Robinson, the eminent British Scientist, has brought to America his Stenode Radiostat. An inexpensive quartz crystal tube, shown at left of picture, he claims will eliminate interference, allow more channels for broadcasting and benefit television.

New inventions daily make Radio opportunities. Dr. Robinson's invention should open up the road for enormous sales and service of super-selective Radios.



## National Radio News

NATIONAL RADIO NEWS  
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NATIONAL RADIO INSTITUTE

Washington, D. C. Vol. III—No. IV

### From Director's Office



E. R. HAAS  
Vice President and  
Director

DOWN the dusty road bordering the Fair Grounds, a herd of tired, thirsty cattle were being driven to the stockyards—each cow

heading toward the inevitable end—slaughter.

The dust raised by the herd settled on the tent which sheltered the prize cow "Miranda II," valued at \$10,000. Well fed, pampered and carefully guarded—admired by hundreds of visitors to the Fair.

Ordinary cattle—and—Prize Stock.

\* \* \*

Outside the office of the President of a large Radio Company, a long line of men dragged weary—hungry—discouraged. Hunting work, willing to do anything to earn enough to keep body and soul together. Always expecting and getting the customary "NO HELP WANTED."

Herds of cattle headed for slaughter—hundreds of untrained men for park benches and the bread line.

But the cow is still pampered, carefully guarded, admired. The president of the company still receives his royal salary, holds his good job, has the respect of his community.

The cow was watched, nursed, trained to be a prize winner. The executive wasn't that lucky. He had to watch himself—see that his time was spent profitably. He guarded his spare minutes—studied and trained himself for his job.

It's up to every man to decide—whether to be a loser or a winner. N. R. I. men have made up their minds—they are preparing, studying for the good jobs in Radio.

### A Success Plan

The program of a successful man contains four important factors: Ambition—a Goal—Preparation—Optimism.

Jim Blank says: "I wish I had a good job like Joe Brown,"—then spends his evenings playing pool. That's not ambition—even though he thinks it is.

Brown didn't get that good job by "wishing." His was a very different procedure.

Brown wanted a good job. He planned for it and worked out his ideas. First he decided definitely what he wanted to do—established a goal for himself. He knew he would have to work for what he got, but his Ambition carried him through. Brown didn't "trust to luck." He didn't just "wish" for things to happen.

Then he considered what he must know to attain his goal. He prepared himself—studied—realized that work and study would be big factors in his success.

Last of all he was Optimistic. He thought success—talked success. Did he let the failure of others discourage him? No—! Why should he? Those failures merely lacked ambition—had no aim in life—didn't prepare properly—didn't believe in themselves.

Did the successes of others make him envious? Absolutely not—! They just acted as an incentive to spur him on to his own success.

Brown's good job isn't the top of the ladder for him. He didn't quit preparing when he got that job. He's working for the job above now. There are always success ladders for men of Brown's type and Brown will keep on climbing.

Jim Blank will continue to play pool and "WISH" he had a good job. Well, maybe his relatives will take care of him when he is too old to do odd jobs for a living.

### Unemployment Insurance

Whenever there is general unemployment somebody starts plans for unemployment insurance, by which men would pay insurance premiums while working—to benefit during dull times.

But no successful plan has ever been worked out. Premiums are too high; the risk too great and again the matter is dropped.

Out of every 100 men unemployed, you'll find 90 without specialized training. The percentage is overwhelmingly in favor of the trained man. Therefore the best and only Unemployment Insurance is Training.

## Good Jobs Plentiful when you know RADIO

Regardless of what may be said from time to time about the scarcity of jobs, there is plenty of evidence pointing to jobs available for the trained Radio man. It is usually the untrained man who does the complaining about the lack of work.

Take the case of N. R. I. Graduate Roy E. McConnell, of Princeton, Indiana, for instance.

McConnell writes as follows:

"I received my Diploma from the National Radio Institute on August 30th and on September 1st—two days later, secured a position as Service Manager for the Fisher-Armstrong Company, local distributors for the Majestic Radio. The N. R. I. course made it possible for me to earn \$3,121 this year, my present earnings averaging \$60.00 a week including service and sales."

It isn't hard for one to understand why McConnell landed that job two days after his graduation, while plenty of other fellows in Princeton, Indiana, are still looking for work. The Fisher-Armstrong Company needed a man. In all probability they had their choice of a dozen untrained men and McConnell. Naturally, they hired the man who was in a position to give them the best and the most for their money. That's just plain, every-day good business.

If we read further from McConnell's letter, it will be easier to understand why N. R. I. men get the jobs:

"I have talked with several service men who had taken other courses, and after I explained and showed them what I had received from N. R. I., they all admitted that I got far more for my money than they did. Your course is the most complete one that I have had an opportunity to examine. It's just the thing for the man who needs 'up-to-the-minute' practical training in order to get and hold the good jobs."

The untrained man who is trying to get by in Radio is always going to find it necessary to complain about the lack of employment—but scarcity of employment or not—men of McConnell's training and caliber are going to continue to land good jobs.

## Bennett's Own Story of His Success

By

Earl R. Bennett



"I own a \$17,000 home, well furnished, three cars, and my own business. Without your training I would probably be among the army of the unemployed."

"When I started your course I had only a grammar school education—had no trade or profession—knew nothing about Radio. After three months' study I obtained a job in a Government wireless station at Columbus, Georgia. Shortly afterward, I was placed in charge of the transmitter at the control station WVR in Atlanta, Georgia.

"I left there to accept a position as factory foreman for the Radioceptor Manufacturing Company. My salary averaged \$500 a month. In about six months' time the wanderlust caught me and I left for the Gulf, shipping in turn on an oil tanker, a fruit boat and a coastal excursion steamer.

"Later I came to Evanston and took the position as Service Manager for the North Shore Radio Shop. Last spring I purchased this company outright. Business is good and Uncle Sam has one more income tax source.

"Everything I now have can be attributed to your training. I own a \$17,000 home, well furnished, three cars, my own business, and am permanently established here. Starting your course was a turning point in my life. Without your training I would probably be among the army of the unemployed. I have never hunted a job, since I took your course. The jobs hunt me.

"Television is on its way. It will be a gold mine for those who know Radio and get in on the ground floor."

"The world owes you a living and the world is willing to pay—but it's up to you to do the collecting."—Milt Parsons.





GRADUATE LOUIS BRUCHISS

## Made European Editor of Famous Radio Magazine

Another N. R. I. graduate is well up the success ladder. Louis Bruchiss has been appointed European Editor for "Radio Industries," the official magazine of the Radio Manufacturers' Association. With a main office in Amsterdam, Graduate Bruchiss will spread his field of activities to include the entire continent of Europe and Great Britain.

Louis Bruchiss began his Radio career as an amateur, operating the well known experimental station 9CSV during 1922-5. His commercial experience began with the Mohawk Co., pioneers of the single dial control in 1924. There he was associated with Paul Chamberlain, who developed the first gang condenser capable of being balanced.

Participation in Naval Reserve Aviation led to a position with Universal Lines, specializing in shielding research. Later, Bruchiss joined the Temple organization. He assisted in operating their Canadian branch in Toronto, and was appointed Chief Engineer.

Since then, he has been occupied with the design of Public Address system equipment for Electro-Acoustic Products Co. He holds a commercial Radio Operator's license and has had experience with WIBO and WORD.

In Europe he will establish himself as a Consulting Radio Engineer, being amply fitted for this work by reason of his training, experience, ability to speak several foreign languages and his dominant ambition and initiative.

He will act also as special contact man for various American Radio interests including his connection as European Editor for "Radio Industries."

## What N. R. I. Graduates Are Doing

The "News" is always glad to receive reports from Graduates and Students telling of their connections with the Radio Industry. The following are some that have been received which we know will interest National Radio News readers.

Lyman T. Newell is in charge of the Airway Radio Station at Bellefonte, Pa.

Walter Van Nostrand is U. S. Supervisor of Radio, Fourth U. S. District.

Paul Vandermueller is with Rudolph Wurlitzer Co., North Tonawanda, N. Y.

Earl Downey is with WTNT, Nashville, Tenn.

Erle Chambers is Sales Manager of C. & D. Supply Co., Cincinnati, Ohio, distributors of Steinite.

J. E. McLaurine is with Parks & Hull, Baltimore, Md.

R. C. Mackley is with Bull Steamship Co., of New York.

J. H. Shuman is with May & Co., Dayton, Ohio.

J. R. Campbell is with Continental Radio Corp., Ft. Wayne, Ind.

K. W. Griffith is Manager of Station KGJF, Little Rock, Arkansas.

E. K. Waite is with General Electric Co., Schenectady, N. Y.

H. E. Hope is with Stromberg-Carlson Co., Toronto, Canada.

H. H. Bruce is with Westinghouse Electric Co., Springfield, Mass.

Ted Weston is with Pacific Motor Supply Co., San Francisco, Calif.

J. F. Huff, 1123 Columbia St., Houston, Texas, is conducting his own Radio business.

Henry Wheeler is with Sterling Mfg. Co., Cleveland, Ohio.

C. B. Sager is Radio operator with Pan American Air Transport Co., Miami, Fla.



## The Punch That Failed

By S. M. ARMSTRONG, Director  
Student Service

IT'S quite a ways back now—but most every one still remembers the story of Carpentier's fight with Dempsey.

Newspapers all over the world printed column after column about this great championship match for many weeks before the fight actually took place. It got the greatest "smoking-up"—the greatest publicity of any fight we can remember. The "battle of the century" they called it—the most important match in years.

The famous Frenchman, Carpentier, posed for hundreds of photographs, smiled gallantly at hundreds of admirers. Then, one day over in New Jersey, he stepped in the same prize ring with Jack Dempsey.

What happened has long since gone down in ring history. Carpentier had his chance to become champion of the world, and Carpentier lost.

The plain fact that he was defeated doesn't mean a great deal, but the manner of his defeat holds a real lesson for every one of us.

It was in the very first round, you will remember, that Carpentier got his opening. Carpentier's reported speed and swiftness were well in evidence, and he out-manuevered the champion—caught him wide-open and unprotected. Then with every ounce of force he could muster, the Frenchman drove his right square to the top of Dempsey's jaw.

What happened?

Instead of dropping like a fallen log, Dempsey merely shook his head and continued. Carpentier was aghast, already defeated long before Dempsey crashed over that pile-driver blow that actually sent the Frenchman to the floor for the count.

Monsieur Carpentier simply didn't have enough up his sleeve. And Carpentier knew it from the minute he saw Dempsey shake off the most powerful blow that he could deliver.

Every one of us must go up against a number of obstacles in this life, and when we do, just one of two things happens.

Either we have trained ourselves into good enough shape to whip whatever is opposing us, or haven't.

And if we haven't, we know the feeling that Carpentier had in that first round, the feeling of giving all you have and finding that it isn't enough—the feeling of helplessness, of standing at the mercy of opposition, unable to do more than to wait hopelessly until we get the knock-out.

The biggest problem any man has to face in life is that of his career—his job, his income, and his future. All physical conflicts in the world can't compare with the one big mental one. It's the most important, because our success at it brings happiness, independence, comfort, a share of leisure—all the good things of life. And a failure loses all these things that make life worth living.

What could be more important than that we get in our best fighting trim, that we train to the minute for a match that means so much.

If we train, if we are prepared, we won't feel our wallops bounce off because they don't have the "kick" that tells. Let's know each one will count; that we're set to deliver the goods.

That's why training is necessary. That's why you must study. That's why study comes before recreation. It all means that you are getting ready to deliver that punch in the pinch and that the punch will not fail.

### FOR YOUR PROTECTION

As a student of the National Radio Institute you are entitled to use the term Radio-Trician in connection with your work and activities. When you graduate you become a Certified Radio-Trician.

The Institute by National Advertising, Publicity, Special Letters to the Radio Trade, Broadcasting and other means is making these titles better known all the time. This causes Radio-Tricians to be well known and work and jobs are the result.

For your protection, these titles are copyrighted and registered in the proper United States Government offices so that none except students and graduates of this Institute may legally use them. This protects your interests as a good Radio man. It means that you get the benefit of N. R. I. prestige—the prestige of thousands of Certified Radio-Tricians who have made good in the field of Radio.



## N. R. I. TRAINED RADIO OPERATORS MAKE GOOD

James Donovan of Savannah, Ga., received his amateur license four months after starting his N. R. I. training. Two months later he obtained his broadcast license. One day after receiving it he went to work at WCOC, rebuilt it, followed by rebuilding W O A N, and is now with WTOC. Looks like the N. R. I. man gets the jobs.



Ralph Copenhaver of Mt. Orab, Ohio, is Chief Announcer and Program Director of station WHBD. His N. R. I. training helps him hold this job. It also assisted him in getting and handling the Public Address Operator job on the Steamer Cincinnati during the Ohio River Dedication Cruise.



When R. L. McLaughlin became an N. R. I. student he was working in a furniture factory in Portland, Maine, at \$15 a week. And it was hard, laborious work, too. Today he earns from \$35 to \$60 a week, holds down a position with WCSH and finds the work more pleasant and interesting than anything he's ever done before. His N. R. I. training fitted him for the better things in life.



Down in Tifton, Georgia, N. R. I. graduate Frank A. Parkins is the man who puts Radio Station WRBI on the air. Frank is Engineer for WRBI and owns and operates Amateur Station W4DN. In addition to his interesting work with the two stations, Parkins finds time to handle service for Kents Furniture Store, and he gives N. R. I. credit for his success.



Immediately upon graduating from N. R. I., Sylvanus Ebert obtained his operator's license. Instead of taking an operator's position, however, he accepted an assignment as service man to get experience in this field. His salary of \$40 to \$50 a week was quite an increase over the \$18 weekly pay as a shoe factory hand before his enrollment. After eight months Radio service, Ebert had the experience he desired in that type of work, and N. R. I. Employment Department helped him get a position with KWCR. Since then he has been with KTNT and WSUI. Ebert thanks N. R. I. for his success.



"It was my lucky day—when I enrolled with N. R. I.," says Graduate Peter Turchi. N. R. I. training helped him get into the U. S. Navy as a Radio operator, win promotion to the grade of Radioman First Class, with pay of \$94 a month, food, lodging, etc. It enabled him to travel 65,000 miles and see the world. Since his discharge from the Navy he has landed a good job and made over \$3500 in fourteen months. And Turchi will be a still greater success. You can't stop a good man when he knows his business.



## they call him..... "Van, the Radio Man"

N. R. I. GRADUATE  
EDGAR VAN GILDER  
Denver, Colo.

In some ways Van is just a regular fellow—the kind you like to meet—to chat with. But that's where the comparison with the average run of fellows ceases.

Van, in one quality, stands head and shoulders above the crowd. That is "his determination to succeed." He's a getter, 100%.

When he finished the eighth lesson of the N. R. I. course he started in the Radio service business, in his spare time. He realized the value of the verbal advertising he received from satisfied customers and he cashed in on it. He did good work—N. R. I. taught him how. He claims that the practical work of the course taught him more Radio than he could have obtained elsewhere in any



length of time and helped him do the kind of work that pleased his customers.

Before long he was so busy he had to book his calls days in advance. He gave up his old job and started after Radio work—full time.

Regular service, power packs, eliminators—Van handled it all. He only refused one thing—that was cheap, shoddy work. He had learned his lesson from servicing sets on which "cheap price" servicemen had failed.

The next move was to obtain an appointment as a Silver Marshall Service Station. As usual, he made good at that too. It is not unusual for him to make \$12 to \$15 a day.

He has the good will of his trade. He's building it up. He gives good service. That's why they call him "Van, the Radio man!"

## Talking Movies Better Than Teaching

"I am deeply indebted to you for the splendid work I am now in, with the Electrical Research Products, Inc., which sells and services Western Electric Talking Picture equipment.

"When I made application for the position I had to pass a technical examination including many questions on vacuum tubes and Radio circuits. I was able to do this successfully because I had just completed the Radio course with your Institute. I never would have obtained the job had it not been for your course. Within the past year I have made approximately \$5,000, my salary having been raised twice. My salary in my old position as a teacher was only \$2,000. I credit \$3,000 of my present income to N. R. I. training. I am much happier in my work than I have ever been. You see why I am an enthusiastic booster for N. R. I." Paul V. Woolley, Cincinnati, Ohio.

## What Is Your Life's Work?

"The day I requested a copy of your book, 'Rich Rewards in Radio,' was the real turning point in my life. I found in Radio my life's work and have been handsomely rewarded in it financially. While training with N. R. I., I earned on an average of \$125 per month, in spare time only. Now I have a service contract with one of the largest Electrical Appliance Organizations in Western Pennsylvania. My income from service alone runs as high as \$600 per month. Without N. R. I. training this could not be possible, and I do not hesitate to place the credit where it belongs with N. R. I." Henry C. Hayes, Bellevue, Pennsylvania.

Hayes is succeeding because he has decided upon his life's work and is following through. Have a goal—then work toward it unflinchingly.



## Rakenius' Story Is Like a Romance

When Rudolph Rakenius came to America from Germany in 1928 he could not obtain a job because he lacked a knowledge of English.

But with a creditable determination; with an unquenchable fervor for success, he rolled up his sleeves and went to work.

There was a girl in the case, naturally, as with most things romantic. She was Rakenius' chief reason for desiring success.

His first job was as a dishwasher. This lasted about four months and gave him a chance to study and get a better insight to American ways and procedure.

At the end of four months he was ready to accept a job in a small Radio store. Fellows with less ambition would have considered this as final—would have been satisfied. But not so with our friend Rudolph. It was only a wayside stopping-off point—just a small promotion in the plan he had laid out.

He continued to study. When his employer learned of his studies with N. R. I.—saw him progressing—handling complicated Radio sets—correcting receiver troubles—along came a nice raise in pay.

It isn't hard for us to imagine this young fellow's feelings at that time. Success was coming to him—to a foreign born boy in a strange land. Success which would make very fond dreams become a reality.

Now—eleven months since he enrolled with N. R. I., he holds down a position as Radio Service Man with R. H. May & Co.

The following paragraph, a quotation from a letter written to President Smith of N. R. I., gives the inside story of Rakenius' efforts to be successful.

*"Today, eleven months from the day I enrolled, my bride, who came from Germany, and I, have a nice little apartment and a good bank account. My advance in Radio, I credit to N. R. I. training."*

State and city police Radio installations are developing a lot of good Radio jobs. Full details of these installations will be covered in a later issue of National Radio News. We want to congratulate Graduate Hood on the fine job he is doing—building the police Radio system for the city of Akron, Ohio.

## Don't Be Like a Fly

There's a tale told of the Indians up in the Northwest. When they are drying their winter's food, they invariably hang their fish from the branches of trees thirty-three feet from the earth. An old buck was asked the reason. His reply was, "Flies no get 'um!"

Upon investigation it was learned that flies do not rise of themselves more than thirty-two feet above the ground. The Indians know this and hang their fish just one foot above the "fly-line."

One would think that flies, getting within twelve inches of that food, would put forth just a little more effort to make the grade, but flies either lack the sense or the power to do this.

How many good things in life hang just out of reach for the fellow who goes after them in the average, matter-of-fact way. How many fellows could have better jobs—more pleasures, if they would put that extra pound of push behind their will power and study—train themselves. It's that extra foot that starves the flies—that extra push that spells the difference between success and failure.

Don't be like a fly!

## HOLDS RESPONSIBLE BROADCASTING POSITION

"Before I took the N. R. I. course I had a job with an oil company at a salary of \$15 to \$20 a week. I decided that this position offered no chance for advancement—no future, so I enrolled and completed the N. R. I. course."

"I now occupy a responsible position as control operator with the Onondaga Radio Broadcasting Corporation, a progressive and growing concern operating Station WFBL at Syracuse, New York. Your training in Radio is excelled by none and is directly responsible for my increased earnings and better position. Including my spare time Radio service work, my salary averages now \$300 a month." Harold J. Mabes, Syracuse, New York.

## EVENING WORK NETS \$2,892

"I am known as the best Radio-Trician in my community and have therefore been kept very busy in the evenings repairing Radios and electrifying battery operated sets to operate from socket power. Last week I installed two custom jobs that netted me a profit of \$228 in one week. My total earnings since my enrollment with N. R. I. amount to \$2,892 for spare time work in my evenings alone. Thanks to N. R. I." Joseph Skrivaneck, Elmont, L. I., New York.

The men who try to do something and fail are infinitely better than those who try to do nothing and succeed.—Lloyd Jones.

# OPPORTUNITIES IN RADIO for the TRAINED MAN

By P. J. MURRAY, Manager  
N. R. I. Employment Department



Of all modern industries, I know of none which offers greater opportunities than Radio.

The Atwater Kent Manufacturing Company alone has made over 3,000,000 Radio sets. They are going strong. Radio manufacturers promise another big Radio year for 1931. Every set manufactured, every set sold, means more money for trained Radio men. Six hundred broadcasting stations in the United States, hundreds of ships and commercial land stations, each requiring trained Radio men. Aviation, Television—all the uses of Radio principles in other industries such as Public Address Systems and Photo Electrics; open the road to success to the trained Radio man.

As an N. R. I. trained man you have outstanding advantages. First, you have the best possible Radio training. You are trained by men who have long experience, not only in training others—but actual experience in various branches of the Radio industry.

Second you have the prestige of the world's foremost Radio School behind you—a school which has devoted 16 years to the development of Radio Training.

Recently President Smith asked me to compile a list for him of the Radio organizations which had employed N. R. I. men. Of course, Mr. Smith realized it is not possible to know all of them, because frequently we do not hear about the jobs our students and graduates get, for quite a while.

But from my files I made a list of just those I had recorded and there were over 800 names of Radio companies which had

employed one or more N. R. I. Radio-Tricians.

And one concern alone on this list had used 264 N. R. I. trained men.

There are opportunities everywhere in Radio for the trained man. But the man who is to be successful does not sit back and wait for his chance. He makes his own opportunity by being prepared.

Lindbergh and a number of others were ready to fly across the Atlantic. While his fellow aviators waited for weather conditions to be perfect, Lindy hopped the "Spirit of St. Louis" to Paris. Some said he was "lucky." No—he simply made himself an opportunity, and was prepared for it.

Two years ago an N. R. I. graduate accepted a position in a broadcasting station in North Carolina. Another man had been discharged because he couldn't hold down the job. Today, that N. R. I. graduate is part owner of the station and holds down the fine job of Program Director. He prepared for his opportunity when he took N. R. I. training.

There are thousands of jobs in Radio. My job is to help N. R. I. men get into the job which fits them best, so they can make the most of their opportunities.

## Former Taxi Driver Now Has Good Trade

"When I enrolled with N. R. I. I was a taxi driver and I didn't know an electric bulb from a tube. The course helped me make \$600 in spare time.

"As soon as I enter a customer's house I show my Radio-Trician card. It creates confidence. I now have a good trade, thanks to you."—John B. Marshall, Philadelphia, Pa.



## ALUMNI HONOR PRESIDENT SMITH ON N. R. I.'S SIXTEENTH ANNIVERSARY



President Smith photographed in his office just after receiving the flowers from Graduate Rex B. Smith (inset).

"... wishing you continued success on the Institute's Sixteenth Anniversary." Rex. B. Smith, Sault Ste. Marie, Michigan.

It was just a little card which bore this message from Graduate Rex Smith. But it was attached to a bouquet of beautiful roses and maiden-hair fern. A birthday present to his Institute—a token of appreciation.

for his students; directing the future of fifty thousand men.

Fifty thousand men! The population of a good size city, all trained in Radio by N. R. I. as a result of one man's vision and work. But it's work he loves.

The Alumni Cup was presented to Mr. Smith by the charter members of the National Radio Institute Alumni Association. This was at a convention, held in Washington on N. R. I.'s fifteenth anniversary. At that time the first Alumni Association of a home study school was organized by N. R. I. graduates, for the benefit of the Institute and its graduates. Rex. B. Smith, the donor of the roses, is a charter member of the association.

Seventy charter members one year ago. Since that time seven hundred new members have been admitted.

With the undying good will of his thousands of graduates in every part of the world; with the best Radio course obtainable; with a faculty and staff of over 100 loyal co-workers in his aim to train men for the bigger jobs in Radio, there was every reason why President Smith's office should take on a sunny hue on that cold, raw November morning.



Clifford L. Coon

### \$5,000 a Year as a Radio Engineer

I WAS located in a small town in North Dakota where one would think the opportunities for doing anything were very limited. One day I noticed your advertisement in a magazine, sent for the details, and later enrolled in your home-study Radio course.

A very short time after I started the course I got busy in the evenings—soliciting service work in my neighborhood. This gave me a good deal of practical experience, so that I was soon making \$20 to \$50 a week in my spare time.

I continued this for about six months and then decided to go to Chicago to get into Radio as a full time proposition. No trouble at all was encountered in obtaining a position with the Mohawk Company as a tester and balancer at a starting salary of \$35.00 a week. I stayed with the Mohawk Company for about nine months and then got a position with the Scott Transformer Company as a service man.

Shortly after that time I was promoted to the position of chief tester with a very nice increase in salary. Early this year I was again promoted, to assistant engineer, working in the laboratory under Mr. Scott, on experimental and development work at a salary of \$5,000 a year.

You will be interested to know that another N. R. I. man, Mr. A. Finnie, is Service Manager for the Scott Transformer Company.

I hope that sometime in the near future I will have the pleasure of visiting you at the Institute and thanking you personally for all that you have done for me.

Did you know that N. R. I. trained the daughter of a Mexican President, in Radio?

## Employment Service Places an Old-Timer

An Open Letter From John Gantt, Chief Engineer, Station WOL.

Radio Station WOL,  
Annapolis Hotel Bldg.,  
Washington, D. C.

Dear Mr. Smith:

I guess you like to hear from OLD TIMERS in the radio game. I feel that I am a real old timer. I graduated from your Institute just about twelve years ago.

My radio career has been successful. I am in charge of the control and operating room activities of WOL here in Washington.

We are putting programs on the air which meet with the favor of our listeners. I feel that my knowledge of Radio as derived from your training is in a large measure responsible for this popularity.

I didn't find occasion to ask for employment service from you until after I had been a graduate eleven years. Then when I did ask for it—I got it. Your employment department assisted me to the position I now hold—thanks to them.

If anyone wants to know whether N. R. I. sticks with its graduates—ask me. It was still working for me after eleven years—and eleven years is a long time.

Your old graduate,

JOHN FRANCIS GANTT.

In addition to the position as Chief Engineer, WOL, Graduate Gantt has found time recently to undertake a mighty big assignment in the public address field.

John's reputation had gone on before him. The National Radio Corporation had a Government contract for 17 Public Address systems for veterans' hospitals. Each unit cost about \$2,000. Gantt was called in. He engineered the job and supervised the building of the units. The National Radio Corporation was high in its praise of his work.

Just another instance of how you can "cash in" when you know how and are backed by N. R. I.

Willis Hudlin, star pitcher of the Cleveland, American League, baseball team, is an N. R. I. student.



# The Cream Goes to N. R. I. Men

They are everywhere—these N. R. I. service men. From the Atlantic to the Pacific, from Canada to Mexico, in Europe, Asia, Africa and Australia, in the centers of population and on the fringes of civilization.

Wherever they are, there's one sure thing—they are getting the "cream" of the Radio Service work. They are a bunch of "go getters"—no sitting down, waiting for plums to fall into their laps. No, sir! They go after the work—and get it.

It's easy to know why they get the work. Regardless of where, who or what they are; whether old or young, short or tall, fat or thin, they know their Radio. N. R. I. men "cash in" because set owners in every community realize the true worth of the Radio-Trician. While some fellows are whining about "conditions" the N. R. I. man tightens his belt, grabs a handful of tools and steps out to make service calls. When he gets back the other fellow is still whining but your N. R. I. man is busy making out another deposit slip to bank his day's profits.

When Abernethy, Saskatchewan—a town of 250 souls—was gripped in the throes of a hard winter, when roads were snowed under, Don Mills, your N. R. I. man, sold ten receivers besides handling a profitable amount of service work. That is some record, if you ask me.

Harold Buxton was in a lumber camp in the foothills of the Andes, down in South America. Rumors of his Radio knowledge spread to the city of Pailahueque and upon a visit to that place he found a large amount of work awaiting him. In a short time he more than doubled his salary.

Let's jump over to Egypt and meet Mr. N. G. Mavromatis—an N. R. I. man from the land of pyramids. When he enrolled he could scarcely read English. Now he's a recognized Radio Expert in his community.



Mr. Lewis Giannone, 620 River Street, Paterson, New Jersey, took in \$975.00 in four months from radio sales and service work.

and who "cashes in" to the tune of \$839.60 in eight months.

Right here in Washington, D. C., W. G. Spathelf cleaned up \$600 while taking the course. Up in Chadds Ford, Pa., R. W. Hoffman left the flour milling business to answer the call of Radio. Is he glad? You bet, because his receipts now amount to as high as \$155 a week. Out in Chicago, Ill., Theodore Hilmers puts in a few extra hours and adds \$175 to his bank account in three weeks. In Philadelphia, Pa., Saul D. Gilles, earned \$1000 in addition to his regular pay.

There's no use naming any more—space forbids mention of the hundreds of N. R. I. men who are "cornering" the Radio service work in their communities. The files at the Institute are crammed with "success stories" of students and graduates; every mail brings a fresh batch of letters telling of new achievements in Radio. More power to you, fellows. You are establishing enviable reputations as Radio Experts and at the same time you are advancing on the road to financial independence.

Now less than 100 broadcasting stations in the U. S. alone have employed N. R. I. graduates.



Mr. James S. Russell, 207 Burtner Street, Greensboro, North Carolina, works from 12 to 4 in the afternoon and adds \$900.00 to his income in eight months.

Now to India—Bombay—where Mr. N. G. Motwane turns his time into money. Or to Auckland, New Zealand, where Roy Keith owns a profitable Radio shop. To British Guiana and Student George A. Johnson. To Alfred Bauer, in Glasgow, Scotland. To the Federated Malay States, where Teja Singh is regarded as a "coming" Radio Engineer.

But why leave the United States when fellows like Joseph Drolet, Ventnor, N. J., tallies an extra \$800 a year to his income. Or G. F. Walton, Norfolk, Va., who nets \$500 in spare time. Or Fountain F. Lynch out in Sapulpa, Okla., who receives sets from towns a hundred miles away



## NELSON WINS PROMOTION

"The company I am working for has just given me a promotion. They have sent me to the Dallas branch of the Shield Company. This promotion puts me in charge of all the servicing and shipping of Crosley and Amrad Radios in Dallas County, for this Company. It also gives me a raise in pay.

"I give credit to the N. R. I. course as the reason I received this promotion. If I can be of any help to N. R. I., please write to me. I thank you for all the things you have done for me." Troupe Nelson, Dallas, Tex.

## LIKES PUBLICITY

"I am enclosing a newspaper clipping taken from our local paper, the Record-Herald and I want to thank you for securing so much free advertising for me. This was placed right at the top of the third page in a very conspicuous place." C. A. Snyder, Waynesboro, Pa.

## SLATER CONNECTS WITH VICTOR

"Please accept my thanks for the great help you have been in helping me get a job with the Victor Company of this city." R. Slater, Montreal, Canada.

## CONGRATULATIONS, KING

"It is a great pleasure to write and tell you how I am getting along in Radio. I have a fine job with Grinnell Bros., one of the largest music dealers in the middle west, as Radio service man and salesman. Since completing the N. R. I. course I have made as high as \$3,000 in ten months' time whereas at my old job in the factory I made \$1,500 a year. In addition, I am in line for another good promotion." Glenn C. King, Grand Rapids, Michigan.

## BROOKES STARTED EARLY

"When I started your course I held a job as a speedometer repair man. My company was also handling a line of Radios.

"By the time I finished my third lesson with N. R. I. I received an increase in pay and at the end of my seventh lesson I had taken in over \$125 in spare time evening work. I am in business for myself now and have in one year made twice as much as I did at the old job. To be exact, I've made something over \$3,400 in that time." Harry J. L. Brookes, Montreal, Canada.

## HANDLES SERVICE FOR 23 STORES

"You'll be interested to know that right now I am in charge of a Radio shop doing repair work for twenty-three chain stores. It keeps me plenty busy, but with your training I've been able to repair anything that have come my way." B. D. Bailey, Denver, Colorado.

## DEMERSE DOES \$30,000 BUSINESS

"Almost immediately upon enrolling, I started building Radio sets in the basement of my home. I put a sign on my house to let my neighbors know I did repairing and set building and from the start I was "busy as a bee." I also made arrangements with a furniture store that was opening up to do their service work and to sell for them.

We wish we had space in the mailbag to publish all the success letters we have received. Our mailbag basket on the Editor's desk is full and overflowing. If your letter does not appear in these columns—watch for it in a later issue.—Editor.

"Everything went fine, but I got tired of putting money in the other fellow's pocket. I decided I wanted a store and I went into business for myself with another man. We opened up in January and did a business of \$30,000 in one year. I paid off my note of \$700 to my partner in seven months' time and bought him out.

"I can truthfully say, Mr. Smith, that I owe my success to the N. R. I. course." F. E. Demerse, Detroit, Michigan.

## LANDS JOB WITH EDISON

"Before I had half finished the N. R. I. course, I received a position as Radio Engineer with the Thomas A. Edison Laboratories, due solely to N. R. I. training.

"I have received very flattering offers from other Radio concerns, but I prefer to stay with Edison. I also service and repair Radios in the evenings. My income now is about \$400 a month which is a 400% increase over my income when I enrolled with N. R. I." J. W. Sessums, Dallas, Texas.

## GOOD JOB AT AGE OF 19

"I am only nineteen years old but I get more pay than many men I know who are much older than I am. For this the thanks are due you, Mr. Smith. I am employed by the Thomas Music Company of this city as a service man and can thank only you for my many raises in salary." John A. Warren, Scranton, Pa.

## AMERICAN FURNITURE COMPANY EMPLOYS SCHENENAMAN

"Just a word to let you know that I have progressed a great deal since my graduation.

"I'm now employed at the American Furniture Company, Denver, Colorado. This is the largest Radio dealer in the Rocky Mountain District. Getting such a good job was entirely due to your course and cooperation." Ernest Schenenaman, Holyoke, Colorado.

## RYAN "CASHING IN"

"Some three or four years ago, previous to taking your course, I worked in a garage—a dirty job at low wages and no chance for advancement. Dissatisfied, I enrolled in your school and before I finished the 10th lesson I had more customers than I could handle. In a few short months I had made money enough to pay for the course three or four times.

"My knowledge of Radio landed me a job as service man at one of the leading Radio stores in town. Today, as a graduate from your school, I am head service man at a salary of \$65 a week—unafraid to tackle any job that comes along. Altogether I have made over \$10,000 in Radio. Your school has changed the whole trend of my life—given me a good job and made me independent." James E. Ryan, Fall River, Mass.

If two men each have a dollar and they exchange dollars—each will still have one dollar. But if two men each have an idea and they exchange—each will have two ideas. Tell other fellows your ideas in the Mailbag—how you get business—little tricks in advertising, etc.



## MEN versus MULES

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*DID YOU* ever watch a mule? Willing—plodding workers—but sometimes balky—kicking.

But you really can't blame a mule. We'd balk and kick too—if we had nothing to look forward to except hard work till we wound up in a fertilizer factory.

We cannot compare a man with a mule because man has the power to reason—the power that has made him master of the earth.

But we'll venture the opinion if the mule had reasoning ability—he'd know he could cut short his laborious work; could give himself a comfortable life and eliminate worries about livelihood in old age by study and preparation—and the MULE would study.

MILT PARSONS.