



Willing To Work

Flannel Gloves—Gray and blue, medium heavy weight flannel, blue knit wrist.
No. 5008—1 doz. pairs to carton, 2 1/4 lbs.

doz. pairs **\$2.25**



Don't Wonder—Know!

Airguide Jr.—Temperature and humidity indicator. Moulded black bakelite case with chromium bezel. Dial colored black and silver. Easel stand. 3 1/4 in. wide, 3 1/2 in. high, and 1 1/2 in. deep.

No. 103—Regular Price \$1.00.

each **69c**



The Quick, Easy Way

Porcelain Insulator—To be nailed or screwed to tree—hooks downward. Wire may then be slipped into place in a second—no bends, kinks or tie wires.

No. 57—50 in carton.

each **5c**



24-Hour Service

Sessions Electric—12 in. dial, 13 1/4 in. square case of white-wood finished in rich mahogany color. Self-starting electric time movement. For A.C. 110-120 volts, 60 cycle.

No. 882-J.

each **\$5.25**

Prices Net f.o.b. Chicago

TELEPHONE TOPICS

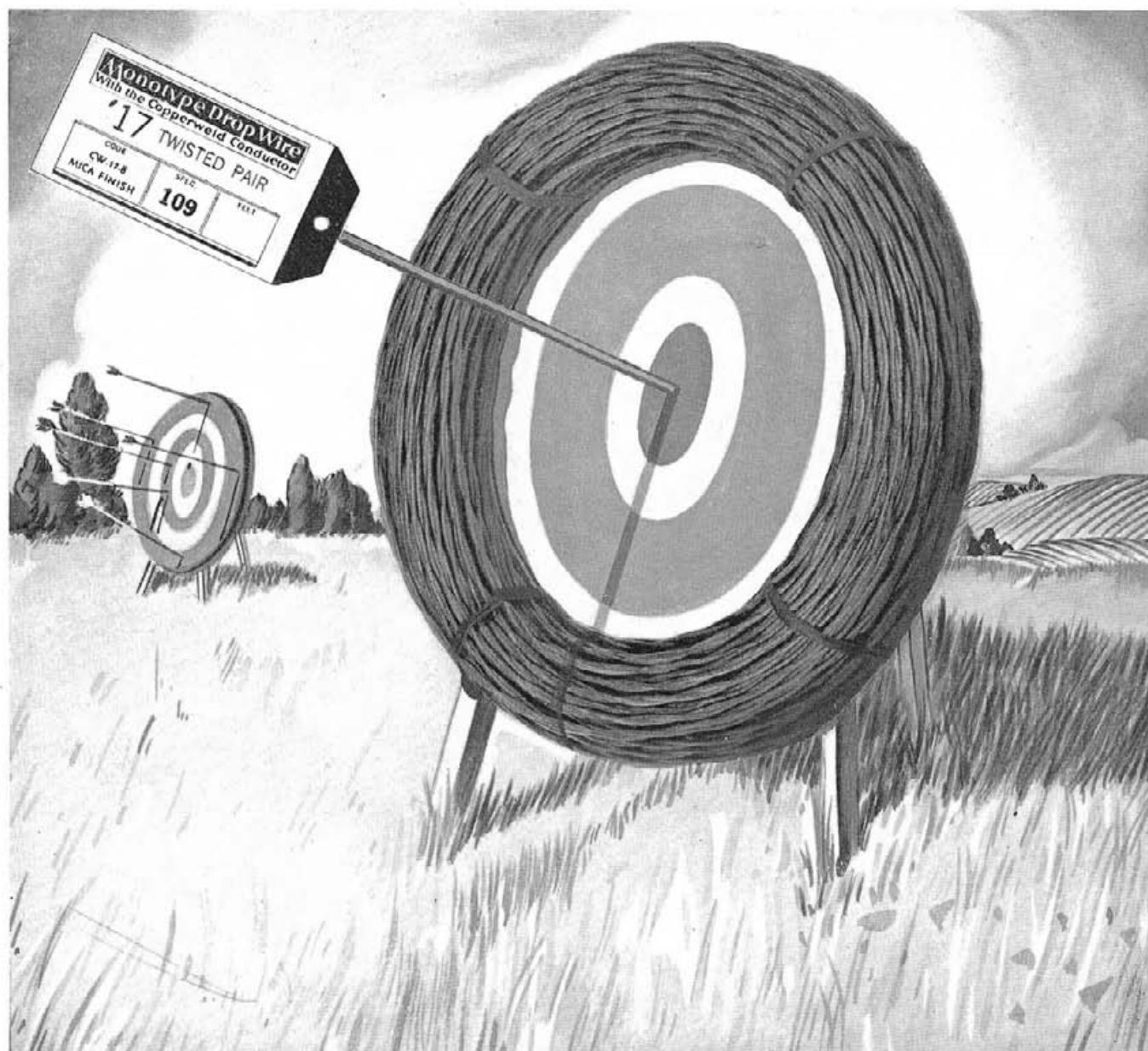
VOL. 2

OCTOBER, 1938

No. 4



AMERICAN AUTOMATIC ELECTRIC SALES COMPANY



BULLSEYE!

MONOTYPE DROP WIRE hits the mark! For tensile strength... for quality insulation... for close, tight braiding... for weather-resisting impregnation and pitch and mica finish. Quality-plus in manufacture is respon-

sible for the outstanding longevity and long run economy of **MONOTYPE DROP WIRE**. For trouble-free service through the years, **MONOTYPE** in either Copperweld or bronze conductor type has proved its merit.

MONOTYPE DROP WIRE

Manufactured by **GENERAL CABLE CORPORATION**

EXCLUSIVE DISTRIBUTORS:

AMERICAN AUTOMATIC ELECTRIC SALES CO.

1033 W. Van Buren Street, Chicago, Illinois—Warehouses in Kansas City, Mo.—Richmond, Va.—and San Francisco, Cal.

NEW . . . A radically different floating charger

RAYTHEON RECTICHARGER

Under normal operating conditions, the Recti-ChargeR keeps the battery always fully charged, assuring power for peak demands beyond the Recti-ChargeR rating or in the event of a-c power failure. After such demands occur, the Recti-ChargeR rapidly restores the battery to a fully charged condition.

Minimizes battery activity, insuring maximum battery life.

Reduced battery size for a given number of telephones because normally all telephone current comes from the RectiChargeR.

Protects itself against overload by reducing voltage to 0.0 at 200% rating.

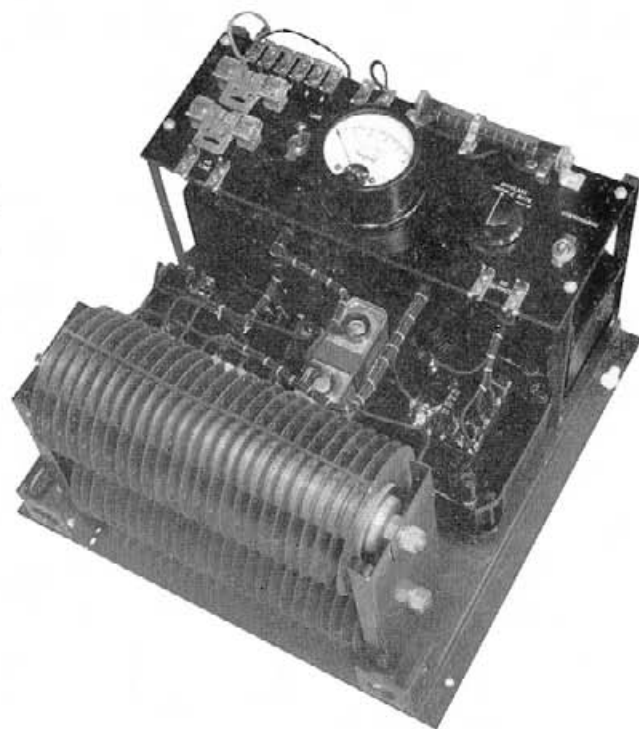
By simply turning a knob, the trickle charging rate can be set to exactly suit the battery manufacturers' recommendations.

D-c output voltage held constant within $\pm 2\%$ with either or both line change of $\pm 15\%$ or output change from 0 to rated output.

Control is complete. At no time does the Recti-ChargeR output surge, thus increasing battery activity by giving it what in effect is a cyclic charge.

Nothing in the RectiChargeR is untried. The load regulation is obtained with the Raytheon VM regulator used in Raytheon RectiFilterRs. The line regulation is obtained with the well-known Raytheon Type VR regulator, thousands of which are in use today.

All of the above performance is obtained automatically without moving parts, contacts or normally expendable material, hence there is no maintenance expense and service is reduced to the occasional replacement of evaporated battery water.



RectiChargeRs Using Copper Oxide Rectifying Units Input 115 $\pm 15\%$ volts a-c, 60 cycles, single phase

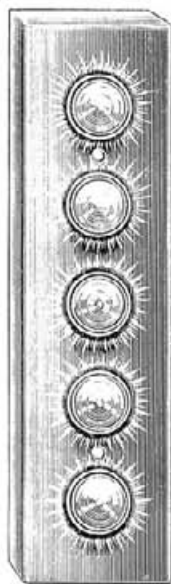
Cat. No.	Cells	Continuous Amps	Net Price
1066	11/12	1.0	\$100.00
1073	"	2.0	120.00
1058	"	3.0	156.00
1067	"	6.0	222.00
1074	"	10.0	320.00
1068	22/24	1.0	136.00
1075	"	1.5	156.00
1076	"	2.0	174.00
1069	"	3.0	222.00
1070	"	6.0	380.00

AMERICAN AUTOMATIC ELECTRIC SALES COMPANY
Distributors for RAYTHEON MANUFACTURING COMPANY

PROTECT YOUR POLES

From the Night Driver

Crystal Reflector Pole Markers



Utility companies have discovered that their roadside installations are often seriously damaged at night by automobile and truck drivers who fail to see the equipment.

To substantially reduce the hazard to the equipment, as well as to the motorist, these companies have enthusiastically accepted the recommendation of highway engineers and affixed Reflector Button Pole Markers to certain of their poles and other structures. The markers, now recognized indicators along streets and highways all over the country, effectively reflect the automobile headlights to warn the driver and thereby prevent accidents.

Marker housing is $8\frac{1}{2} \times 2 \times \frac{3}{4}$ in., made of galvanealed rust-proof steel; 5 brilliant crystal reflector buttons are vandal-proof, theft-proof, and have precision ground lenses to insure uniform reflection.

Markers are quickly, easily and permanently attached to poles or any other objects to which the night driver's attention should be called.

No. 5—Shipping weight 8 oz.

each **\$2.00**

TELEPHONE TOPICS

PUBLISHED BY

**American Automatic
Electric Sales
Company**

1033 West VanBuren St.
CHICAGO, ILL.

Volume II

Number 4

OCTOBER, 1938

THIS MONTH

Cover—Everybody is going to the Convention in Chicago. See Page 7.

Reflector Markers—Save your poles from damage. See adjoining column.

"Ideal" Air Circulators—Assure proper, healthful movement of air. Offered at half price—while limited stock lasts! Page 6.

Rebuilt—Natco will rebuild, buy or sell. Pages 12 and 13.

Bathroom Equipment—Something new on page 14.

Heaters—Winter won't bother you if you have an "Eagle" Heater. Page 15.

Hand Picked Items—Some very popular items that you can use at home or in the office. Pages 16 and 17.

Close-Outs—See these extra-special values. Page 18.

Classified Department—Consult the ads. Free space for your ad. Page 18.

Telephone Booths—By Church-ill. Back cover.

Prices Net f.o.b. Chicago

JITTERY? Use Screw-Holding Screw Driver



**BETTER THAN
A THIRD
HAND FOR
DIFFICULT
JOBS**

Blade is fitted with inset spring lever shaft which works like this: grooved tip of instrument is placed in screw slot, sleeve at upper end of blade is then pushed down over tapered lever shaft which opens jaw at tip and holds screw firmly as it is being turned. Then sleeve is slipped back and spring lever resumes original position. Excellent for removing screws too. Blades made of chrome vanadium alloy steel. Handle of wood, painted red and black.

Regular Price \$1.50.

No. 1—9 $\frac{1}{4}$ in. long.

each

69¢

A NEW Pole Extension Hook Bolt



It's Convenient. For use with drop wire clamps on extension fixtures.

It's galvanized. It's 4 in. long, and has 3 nuts.

No. 1908—

per 100

\$5.50



Reserve Strength for the Zero Hour . . .

THE thermometer drops lower and lower . . . the winds howl . . . wires groan under their heavy load of ice . . . but the "Black Beauty" poles stand. They have not been robbed of their strength by the attacks of fungi, shell rot, etc., that destroy untreated poles.

Plan now to install "Black Beauty" poles in your lines, and be ready with that reserve strength for winds, ice and sleet that are bound to come.

"BLACK BEAUTY" POLES

Distributed by American Automatic Electric Sales Company

1033 WEST VAN BUREN STREET . . . CHICAGO

BRANCH WAREHOUSES IN: KANSAS CITY, MO.; SAN FRANCISCO, CALIF.; RICHMOND, VA.

Year 'Round Air Circulators

- - at Give-Away Prices!



Air Circulators are necessary in Winter, too! They mix the accumulated heat at the ceiling with the cold air near the floor. They mix all the air, making it fresher, more stimulating and more healthful for every worker.

Every office needs Circulators this Winter—and now you can get these world-famous Roto-Beam Air Circulators at rock-bottom prices. Operate on 110 volt, A.C. 60 cycles.

PEDESTAL TYPE

(3 Speed)

Size	Reg. Price	Your Price
8 in.	\$ 30.00	\$15.00
10 in.	48.00	24.00
12 in.	60.00	30.00
18 in.	90.00	45.00
20 in.	110.00	55.00
24 in.	135.00	67.50

EXHAUST ROTO-BEAMS

(3 Speed)

Wall Type, with automatic built-in shutters

Size	Reg. Price	Your Price
12 in.	\$ 75.00	\$37.50
20 in.	115.00	57.50
24 in.	165.00	82.50

INTAKE ROTO-BEAMS

(3 Speed)

Size	Reg. Price	Your Price
20 in.	\$145.00	\$72.50



Prices Net f.o.b. Chicago



Whether you like it or not Fall is here and, unless you lock yourself in the house or follow the sun to lands of eternal summer, you are going to be messing around out-of-doors a good part of the time and so you better contrive to make it as pleasant as possible for yourself.

One of the big objections to cold weather is that it ordinarily forces you to bundle up in all sorts of restricting garments—which also are a burden to tote around.

Well, it so happens that we know how to make this brand of weather a real pleasure.

Get yourself a good looking, light weight, fleece lined suede cloth wind breaker jacket. For instance, one of cocoa brown color with a Talon zipper. Get one that's water-proof, has knitted collar, cuffs and bottom and has underarm ventilators, large slashed pockets. One that's double stitched and reinforced too.

And, by the way, get a size larger than you would in an ordinary garment. (Sizes are 36 to 48, inclusive)

And, would you believe it? If you'll send us \$1.95 (plus the postage to your place) we'll send the jacket we have been describing. What luck, hey?



WE'LL SEE YOU AT THE CONVENTION!

By all means, attend the 42nd Annual Convention of the United States Independent Telephone Association to be held at the Stevens Hotel, Chicago, October 18, 19, 20 and 21.

COME to renew acquaintances, to see and hear men of national reputation, to learn of the progress being made in the telephone field.

And, especially, we want you to visit the very interesting exhibits that our companies have planned for you.

See the displays of Automatic Electric Company in Rooms 2504 to 2507, of American Automatic Electric Sales Company (Supply Division) in Room 2508, and of National Construction and Engineering Company in Room 2509.

We'll be looking for you!

COMEDY IN ONE ACT

Time: One fine spring day several years ago.

Place: Export, Pennsylvania.

Our Hero: Morris Kunkle, Competent Wire Chief for the Murraysville Telephone Company.

Scene: The residence of one of the good Export housewives where Mr. Kunkle is installing a telephone under the watchful eye of the former, whom we shall call "Mrs. Smith".

ACTION!

Mr. Kunkle: "There, Mrs. Smith, your telephone is all connected up. Now I'll just put the ground rod outside the window here and I'll be all through."

Mrs. Smith (Alarmed): "Oh! Must you really put it outside the window? I have a little rose bush there that I'm trying so hard to start. I wouldn't want it hurt for the world! Are you sure there is no danger of hurting it?"

Mr. Kunkle: "I'll be very careful, Mrs. Smith. I assure you that I won't damage it a bit. I'll just put the ground rod down between the bush and the house

and the ground around it won't even be disturbed."

So saying, our hero carefully straddled the precious rose bush and started driving the ground rod. Bam, bam, bam, bam! Oh-oh! A rock! Well, maybe it's only a little one. BAM! BAM! BAM! Looks like it cleared the rock, but gosh! what hard ground. BAM! BAM! BAM! BAM! Slowly but surely the rod went down into the hard ground. Eventually the happy point was reached where the next lick would be the last one. Ah! not a slip! Mrs. Smith's precious bush hadn't been touched!

With the inward smile of contentment that comes from a good job well done, Mr. Kunkle brought the trusty sledge down for the last time. BAM!!! Simultaneously, came a sharp stab in the seat of the pants that caused our hero to emit an exclamation of pain and surprise.

He turned—to be confronted with the point of the ground rod curling up at him. He rubbed his eyes and looked again. Yes, there it was! One end of the ground rod here—the other there—and

Mrs. Smith's precious rose bush right in the middle! The point of the ground rod had struck the angular surface of a large rock, been deflected and succeeding blows had caused the rod to continue to bend with the above result. No wonder the driving was hard!

The rest of the story? What about Mrs. Smith and her rose bush? Alas, dear reader, we must leave the rest of the story to your imagination, because this is supposed to be a comedy.

THE MORAL MUST BE— "ALWAYS LISTEN IN"

When Guido Caselotti, who teaches voice at the Metropolitan Opera House, received a phone call from the Walt Disney studio one day about three years ago, Caselotti's daughter, Adriana, answered on the extension. Adriana's curiosity was aroused and she couldn't help listening in.

"They said they wanted a girl with a high voice, baby-like, who could sing, to be the voice of Snow White," the World Telegram quotes Adriana. "My father never thought of me. He said he'd see if he could find somebody, so I yelled into the phone, in my very highest voice, 'Me, me, me; how about me?'"

"The studio said they'd like to see her, so she went around for a voice test, but it took them almost a year to make up their minds. Finally everything was set and Adriana went to work."—Indiana Telephone News.

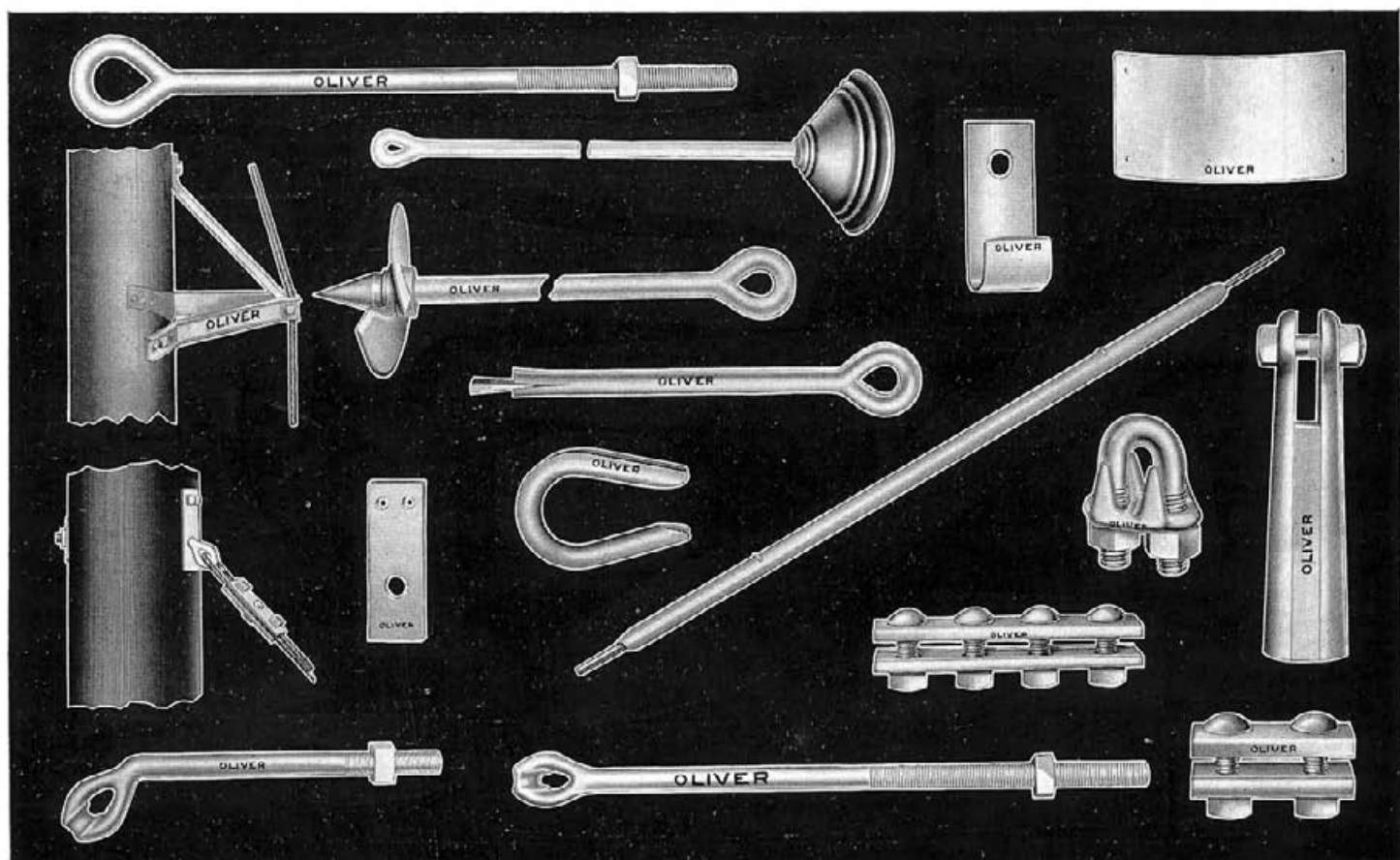
THIS EARTH WE LIVE ON . . .

Ask yourself, or your friends, these questions.

1. What range of mountains separate two continents?
2. Where is Cape Hold with Hope?
3. From whom did medieval Europe first hear of the wonders of the Far East?
4. What point on the earth's surface moves most rapidly during rotation?
5. What is the longest river in Europe?
6. Why is it said to be "down hill" from the West Indies to New England?
7. Where do people build their houses 30 feet from the ground, frequently without walls?
8. What country of Asia has a circumference equal to the diameter of the earth?
9. What continent is uninhabited?
10. On what day does the South Pole have its face toward the sun? The North Pole?

(Answers on page 9)

OLIVER GUYING MATERIAL



WHEREVER your pole lines extend—up hill or down dale—around long bends or at sharp corners—amid busy city traffic or across lonely sweeps of prairie—Oliver Guying Material will meet your every need—assuring a firm and rigid support against the strain of wind and storm and the heavy stresses of miles of copper wire.

Rolled, forged and shaped with the utmost precision—super-protected from rust and weather corrosion by the double dip, hot galvanizing process which adds years of life to their service. Every single Oliver Guy Rod, Anchor or Clamp conforms to the most rigid specifications of all leading Telephone and Telegraph Companies.



Distributed by

American Automatic Electric Sales Company

1033 West Van Buren Street . . Chicago

BRANCH WAREHOUSES IN: KANSAS CITY, MO.; SAN FRANCISCO, CALIF.; RICHMOND, VA.

FURTHER ECONOMIES

To enable our customers to benefit further from the economies which result from uniform volume production of telephone instruments, American Automatic Electric Sales Company is pleased to announce the following extension of the discount schedule which we announced in May of this year.

1. In consideration of an agreement from a customer to accept delivery in approximately equal monthly installments over a period of one year, we will allow a discount of 2% from the published prices of all types of new telephone instruments in any quantity;

2. In addition to the above 2% discount, the following further discounts will be allowed on quantity purchases of Type 34A3 and Type 35A5 Monophones as included in the agreement, providing delivery of such types is likewise scheduled in approximately equal monthly installments over the year's period:

500 to 1000 instruments.....	2%
1000 to 5000 instruments.....	3%
5000 to 9000 instruments.....	4%
9000 to 12000 instruments.....	5%
12000 to 15000 instruments.....	8%
15000 instruments and over.....	10 1/2 %

CORRIGAN FLIGHT SCOOPED BY OVERSEAS CALL

"Oh Mr. Corrigan, You're wanted on the phone." Those were the first words heard by Douglas Corrigan of Long Beach, Calif., after he brought his "crate" to a stop on Baldonnel airport runway at the end of his "mistake" flight from Floyd Bennett airport in New York. Harry F. Reutlinger, city editor of the Chicago Evening American, was on the other end of the line, merely up to his old tricks, scooping the nation's press with a well-timed telephone call.

Reutlinger was the first to break the story of the arrival of the quintuplets; put in a call for Dr. Dafoe and spoke to him 6:30 a. m. on the morning of the birth, in North Bay, Callander, Ontario. He got his lead from a short squib on the wire. And there was the time, too, when he had socialite Vesta Culbertson giving him a running description of the coronation ceremonies last year in London.

But the telephone call to Corrigan topped them all. Word came over the wire that a plane, evidently American, was sighted over the north coast of Ireland about 10 a. m. CDST. Reutlinger

had seen a report that Corrigan had disappeared after taking off from Floyd Bennett airport supposedly for Los Angeles; put two and two together; assumed that the mysterious flier was Corrigan, and put in a transoceanic telephone call for Corrigan at both Baldonnel airport in Ireland and Croyden in England.

Corrigan came to the telephone at Baldonnel at 10:35 a. m. Chicago time; had nothing but the most matter-of-fact remarks to make about his remarkable flight, and made his unbelievable assertion that he made the passage "by mistake." Then the telephone connection was broken for a few minutes, but Reutlinger again got Corrigan on the wire at 10:45, and asked him to please not joke about the flight, only to have Corrigan twice reiterate his "mistake" assertion under direct pleading.

Reutlinger was rather surprised that the press should make so much of what he considers a workaday reporting job. —Editor & Publisher.

DON'T LOOK NOW

These are the Answers
to the Questions
on Page 7.

1. The Urals, separating Europe from Asia.
2. On the east coast of Greenland.
3. From Marco Polo, the Venetian merchant and traveler, in the 13th Century.
4. Any point on the equator. Because the circumference of the earth at the equator in statute miles is 24,902 miles and the earth makes a complete rotation in 24 hours, and one point on the equator travels 24,902 miles in 24 hours or 1,038 miles per hour. This speed decreases toward the poles, until at the poles the speed is zero.
5. The Volga in Russia, 2,293 miles long.
6. Ships are carried northward at a rate of 5 miles per hour by the strong Gulf Stream.
7. On the Malay peninsula, by certain natives, to escape marauding elephants.
8. China is approximately 8,000 miles in circumference.
9. Antarctica.
10. December 21, the shortest day in the year in the northern hemisphere, when the sun shines 23 1/2° beyond the South Pole. June 21, the longest.

TELEPHONE TOPICS PUBLICATION DATE ADVANCED ONE WEEK

Which means that beginning with this issue, you will receive your copy of Telephone Topics one week before the first of the month.

TELEPHONE NUMBERS IN ADS PRODUCE BUSINESS

Advertisements which carry a telephone number bring greater results than do advertisements without telephone numbers, according to a recent survey of advertisers.

An article in "Editor & Publisher" tells how emphasizing the telephone number in one advertisement increased the inquiries by 61 per cent.

Pennsylvania was chosen for the survey because it offers a variety of population, business conditions, and population groupings. As a result of the combined experiences of several hundred businesses and of 86 newspapers, it was found that including the advertiser's telephone number increased the effectiveness of newspaper advertisements, except for advertisements of stores selling strictly cash-and-carry items of low unit cost.

Listing the telephone number in advertisements of higher priced products was not regarded merely as a means of closing sales, but as a quick means of supplying additional information which led customers to come into the store to buy. It was found important, however, that stores which list telephone numbers in their advertisements should be equipped to handle incoming calls efficiently and to have calls handled by people trained in telephone selling. —Indiana Telephone News.

COMING CONVENTIONS

South Dakota Telephone Association,
Mitchell, October 5 and 6.

United States Independent Telephone
Association, Hotel Stevens, Chicago,
October 18, 19, 20 and 21.

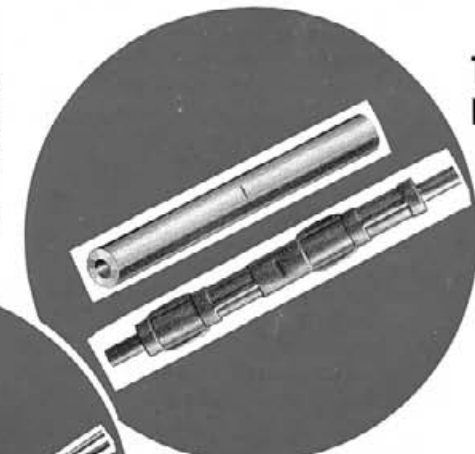
Independent Pioneer Telephone Association
of the United States, Hotel Stevens,
Chicago, Thursday, October 20.

Virginia Independent Telephone Association,
Hotel John Marshall, Richmond,
November 3 and 4.

Stop Trouble with . . . NATIONAL NICOPRESS SLEEVES and TOOLS

Illustrated at right. NICOPRESS Line Wire Sleeve and completed NICOPRESS line splice. Sleeves are carried in a size range from 12 B & S to 8 B.W.G. for copper wire—from 14 B.W.G. to 12 B.W.G. Galvanized steel.

12 B.W.G.—Tinned Bronze.
per C **\$3.63**



Illustrated at left. NICOPRESS Sleeve for Drop (Parallel or Twisted Pair) Bridle or Inside wire and completed Drop (Parallel) wire NICOPRESS splice. Sleeves carried for 17 and 18 B & S Bronze or Copperweld, 14 & 16 B & S Copper, 18 & 19 B.W.G. Ironite Drop Wire and 19, 20 & 22 B & S gauge inside and bridle wire.

17 Bronze—
per C **\$1.50**

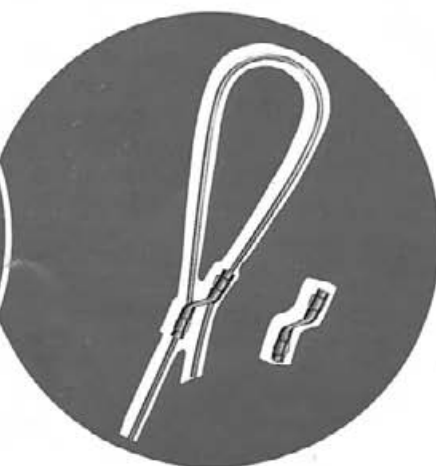
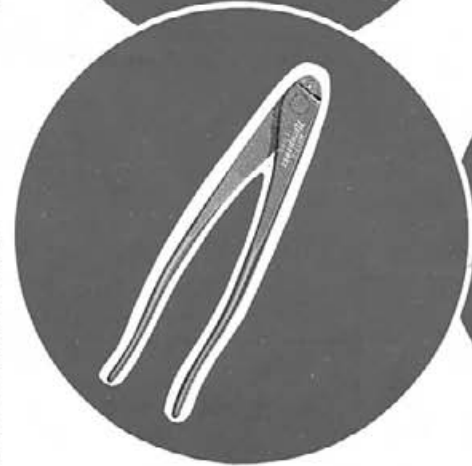
Illustrated at right. No. "O" NICOPRESS Tool, designed and adapted for telephone work. This tool is equipped with die groove for .080, .109 and .104 copper for copper conductors—.083 and .109 galvanized steel and .109 tinned bronze Nicopress sleeves for galvanized steel conductors.

each **\$6.00**



Illustrated at right. No. "17" type tool for use in splicing Drop, Bridle and Inside wire. Easily operated with one hand. Made in two sizes. No. 17-1 has one die groove for compressing Nicopress sleeves on 17 & 18 B & S Bronze or Copperweld, 14 & 16 B & S copper (parallel or twisted pair) and 18 & 19 B.W.G. Ironite Drop Wire. No. 17-2 duplicates 17-1 and has additional die groove accommodating sleeves for 19, 20 & 22 B & S inside and bridle wires.

17-1—
each **\$2.00** 17-2—
each **\$2.50**



Illustrated above. Nicopress Dead End Offset Sleeve and Completed Splice.
12 B.W.G.—Tinned Bronze.
per C **\$5.44**

The 100% Method of Splicing— LINE-DROP-BRIDGE and INSIDE Wires

You immediately and permanently solve satisfactorily, all your splicing problems for line, drop, bridle and inside wire work when you standardize on the NATIONAL NICOPRESS method of doing the job.

Nicopress sleeves and tools were designed and are manufactured to make the work easier and to insure 100% efficiency in the splices. Above all they are practical.

With NICOPRESS SLEEVES and TOOLS—the splices are quickly and easily formed by any lineman either on the ground or "in the air".

All splices are uniform.

Every splice has maximum strength. Innumerable tests have demonstrated that splices made the Nicopress way surpass the rated breaking strength of the wire.

Nicopress splices are tight as a weld and the conductors will not pull out.

No air or moisture can seep into a Nicopress splice thus assuring low resistance and high conductivity, resulting in quiet joints.

On this page are illustrated the Nicopress sleeves and tools used in making line, drop, bridle and inside wire splices. All sleeves are special manufactured for their particular type of work. Nicopress tools are sturdy and strong and convenient and easy to use, handle and carry. From every angle you'll find the Nicopress method ideal.

Manufactured by
**THE NATIONAL
TELEPHONE
CLEVELAND, O.**

Distributed by
**AMERICAN
ELECTRIC
CHICAGO, ILL.**

Prices Net f.o.b. Chicago

Hang The Cable Quickly and Securely with NATIONAL CABLE RINGS

The One Best Way to Get SURETY-SPEED and ECONOMY

National Cable Rings are quickly placed on the strand and once placed remain rigidly in position. Because of "The Tension Grip" there's no slipping or jumping off the strand so no necessity to reride the messenger to respace or replace rings. With them the cable can be pulled in either direction speeding up materially the hanging job.

These rings are made from flat, high carbon steel wire with round edges. They are "hot-dip" galvanized, with an even, deep coating of zinc, assuring maximum smoothness and long life of the cable sheath.

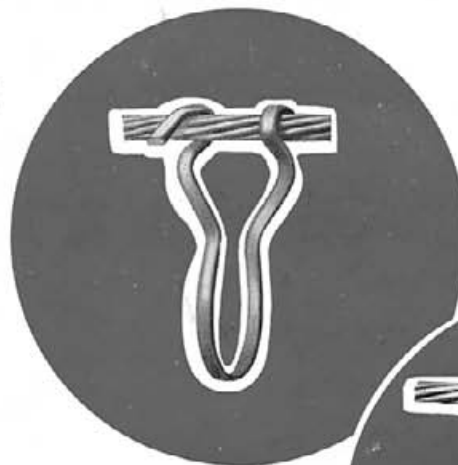
All National Rings are gathered in "Handy Five" Clusters for convenience in handling. Each Cluster consists of five rings securely and cleverly fastened with a single piece of twine—this prevents hooking together of the rings in package or lineman's pail. When lineman starts ringing, he breaks fastening by either hitting or rubbing the twine on the strand. No ground litter is left to be cleared away.

Many times it is desirable and necessary to hang a second cable to furnish additional service.

In such cases much time and all the expense of an additional strand can be saved by the use of National Extra Long Rings which are designed especially for the purpose of placing a second cable on the existent strand. Extra Long Rings have all the desirable features of the Regular Rings.

National Rings can be furnished in Hot-Dip Galvanized, Copperweld or Calsun Bronze.

The regular Rings are carried in seven sizes: 1½" to 4½" and the Extra Long in five sizes: 1½" to 3½" with the length under strand of 4¾ x 8".

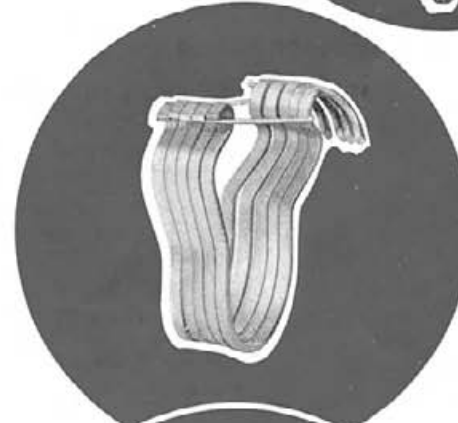


National Extra Long Ring
on Strand.

1½ in.
per M **\$42.80**



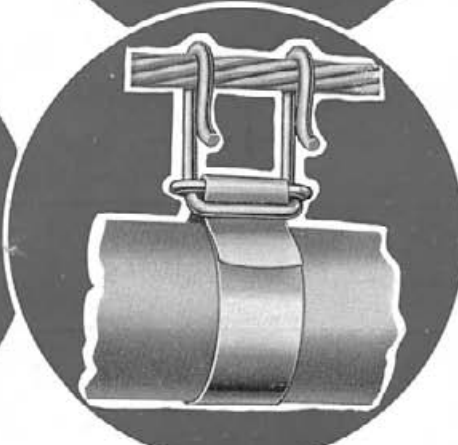
National "Handy
Five" Cluster. All
National Rings
are so packaged.



National Zinc Cable Clip—
used on two positions on
each side of poles. Strap
length—in inch variations
from 4 to 20 inches.
5 in. length.
per C **\$2.40**



National Galvanized Steel Cable Ring
saddle. Made in Bronze and Aluminum.
Carried in 1½, 2, 2½, 3, and 3½ in. sizes.
1½ in.
per C **\$4.50**



We Will Rebuild . . .

. . . your telephone instruments and switchboards.

Through the facilities of National Construction and Engineering Company, we are able to offer a modern rebuilding service employing skilled telephone manufacturing technicians in all work.

Your inquiries are invited.

We Want to Buy . . .

. . . used Telephone Instruments of Automatic Electric, American Electric or Monarch manufacture.

Here is your chance to convert surplus stock into ready cash. Until further notice we will pay highest prices for any quantity of the following types of telephones:

Type 21 Metal Wall Telephones, concealed gongs
Type 21 Metal Bell Boxes, concealed gongs
Manual Upright Desk Stands, center stem
Manual Monophone Desk Stands, center stem
Manual Monophone Desk Stands, induction coil in base
Monophone Desk Stands, with offset base
Magneto Wall Telephones
Magneto Ringer Boxes

Send us complete description of whatever you have available and we will send you our best offer promptly. We pay the freight!

BE SURE TO SEE NATCO'S COMPLETE REBUILT EXHIBIT IN ROOM 2509
AT THE STEVENS HOTEL, CHICAGO, OCTOBER 18-19-20-21.

American Automatic Electric Sales Company
1033 West Van Buren Street . . Chicago

Agent for NATIONAL CONSTRUCTION & ENGINEERING COMPANY

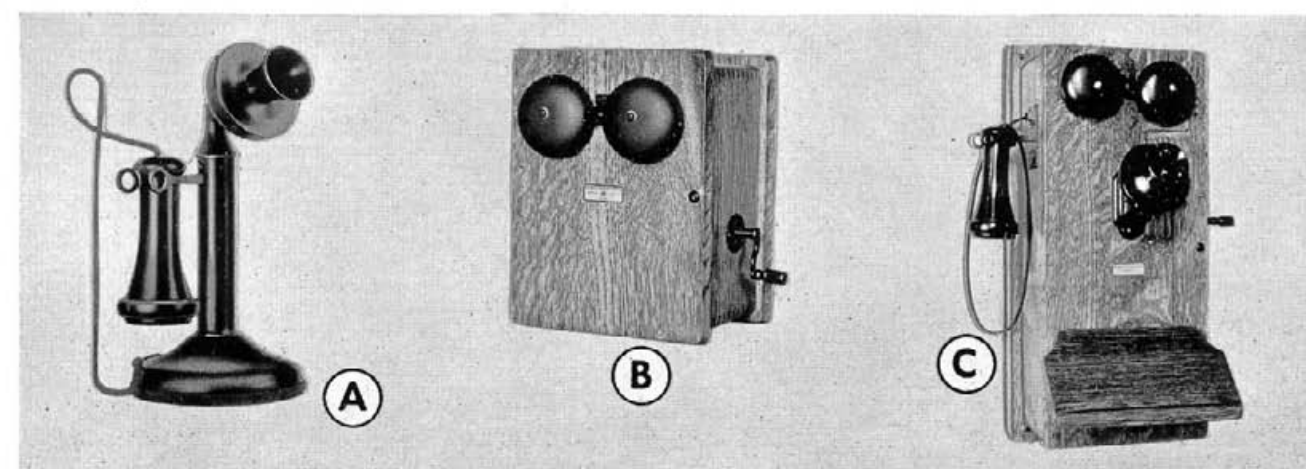
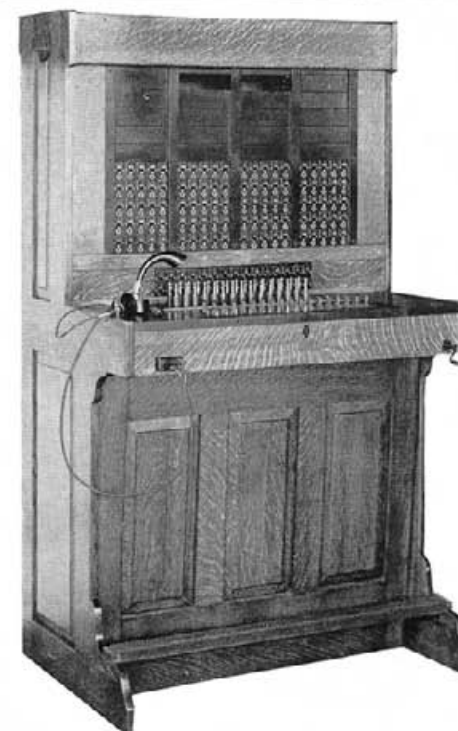
Completely Rebuilt Magneto Telephones and Switchboards

Look Like New — Work Like New

Rebuilt Switchboard by Natco can be constructed to suit your particular requirements with: 1 or 2 positions . . . 50 to 300 lines . . . single or double supervision . . . with repeating coil in cord circuits as desired . . . complete with breast plate operator's set.

Send us your specifications or problem and we will promptly give you prices.

We will also rebuild and recondition your present switchboard.



- | | | | |
|---|--------|---|---------|
| (A) Desk Stand, Only each | \$4.65 | (C) Wall Set, Complete—3 bar generator, 1000 or 1600 ohm ringers each | \$10.60 |
| (B) Ringer Box—3 bar generator, 1000 or 1600 ohm ringers each | 6.90 | (C) Wall Set, Complete—4 bar generator, 1000, 1600 or 2500 ohm ringers each | 11.10 |
| (B) Ringer Box—4 bar generator, 1000, 1600 or 2500 ohm ringers each | 7.30 | (C) Wall Set, Complete—5 bar generator, 1600 or 2500 ohm ringers each | 11.25 |
| (B) Ringer Box—5 bar generator, 1600 or 2500 ohm ringers each | 7.45 | | |

All prices F.O.B. Chicago and subject to change without notice.

American Automatic Electric Sales Company
1033 West Van Buren Street . . Chicago

Agent for NATIONAL CONSTRUCTION & ENGINEERING COMPANY

Compare These Prices
With ANY Competition



2000-SHEET ROLL TISSUE

100 Rolls to Case

4 1/2 x 4 1/2 in. 10 lb. manila quality paper.
Unbanded. Case will be shipped in two
cartons. 50 rolls in each.

No. 2000—Weight per case 108 lbs.

per case **\$7.50**

5 case lots, per case **\$7.00**



BI-FOLD TISSUE

1000 Sheets to Pkg.

100 Pkgs. to Case

4 1/2 x 5 1/2 in. Double interfold high-grade
tissue. Two sheets interfolded together
with double fold.

No. 22—Weight per case 67 lbs.

per case **\$6.50**

5 case lots, per case **\$6.00**

BI-FOLD CABINETS

Green metal cabinet.

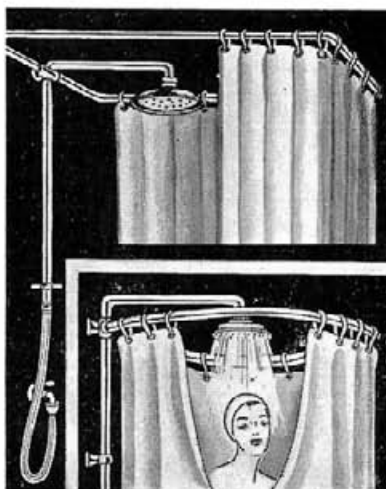
each **45c**

White enamel cabinet.

each **95c**

Prices Net f.o.b. Chicago

BRIGHTEN UP YOUR BATHROOM



OVERHEAD PORTABLE SHOWERS

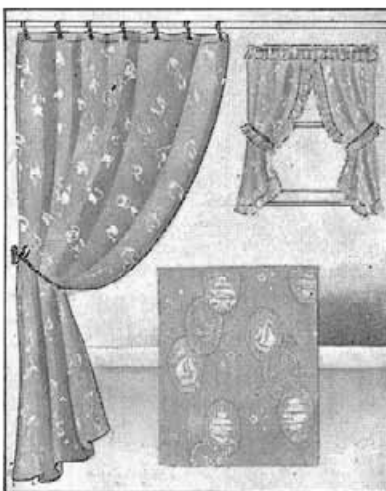
To enjoy a refreshing shower is now an easy matter with this simple type of installation. These complete units can be used in any kind of tub. Made of sturdy brass tubing with a satin chromium plated finish. They have two rigid wall supports with a hose bracket.

No. 139—Oblong chromium plated frame, extra roomy, 24" x 30"; 4" cast brass stationary shower head; 9 x 6 ft. white duck curtain; 5 ft. rubber tube connection. Complete with curtain pins, brackets and screws, ready to install. Shipping weight 7 lbs.

each **\$4.20**

No. 137—Round frame of chromium plated brass tubing (lower illustration); 24" diameter; 6" stationary shower head; 6x6 ft. white duck curtain; 5 ft. rubber hose connection. Complete with curtain pins, brackets and screws, ready to install. Shipping weight 6 lbs.

each **\$3.15**



SHOWER CURTAIN AND WINDOW DRAPE SET

Here is a bathroom set in the most popular and most practical material to be found—oiled silk. Adds color to the bathroom and keeps it looking clean and fresh. It resists water and steam and is easy to wash by sponging. The shower curtain is well made with rustproof eyelets inserted in a reinforced hem. It has a weighted bottom so that it always hangs properly. This beautiful nautical design has a white pattern on background colors of green, blue, gold or peach. Also available with a black pattern on a clear background.

No. 15084—Shower curtain, 6 x 6 ft. Shipping weight 2 lbs.

each **\$1.82**

No. 15084—Window drapes, ruffled; 20" x 54" each panel; two tiebacks; shipping weight 1 lb.

Per pair **\$1.61**



DE LUXE OILED SILK SHOWER CURTAIN AND DRAPE SET

This is indeed the peak of them all—the finest in an oiled silk shower curtain. Made of domestic silk, it is at least twice the weight of the average oiled silk material. Beautiful to look at, long wearing, soft and luxurious. It is the most attractive curtain on the market. Has rustproof eyelets in reinforced hem, and a weighted bottom. Easy to keep clean by sponging. The "birdland" pattern is in two colors (white and silver) on backgrounds of green, blue, gold, or peach. Also available with the pattern in black and white on a clear background.

No. 1496—Shower curtain, 6x6 ft. Shipping weight 2 lbs.

each **\$3.50**

No. 1496—Window drapes, ruffled; 20" x 54" each panel; two tiebacks; shipping weight 1 lb.

each **\$2.80**

Prices Net f.o.b. Chicago

KEEP SNUG and WARM this WINTER

The Eagle Circulator is a development of a pleasingly modernistic designed heater carrying modern and conventional proportions. A very attractive enamel finish with a two tone effect, everlastingly appealing and a combination of colors that will match up with any home furnishings.

Eagle Circulating Heaters are constructed of an all cast iron inner unit with heavily constructed fire pot and combustion chamber. Combustion chambers in Eagle Circulators are all of the ribbed

exterior construction, well proportioned, making for longest possible life, plus increased radiating area. All sizes of Eagle Circulators are full size inner units, spacious in combustion chambers and fire pots are full size with extra large grate area.

Ash Pits and Ash Doors as well as Ash Door Slides are machine ground insuring perfect fitting joints, making regulation of fire easy.



	No. 137-16	No. 137-18	No. 137-20
Height Over All.....	42"	44"	46"
Width.....	23"	25 1/2"	28"
Depth.....	16 1/2"	17 1/2"	18 1/2"
Fire Pot.....	11x16x8"	18x11x8"	20x13x9"
Feed Door Opening.....	6 1/2 x 12 1/2"	7 1/4 x 14"	8x16"
Ash Door Opening.....	6 1/2 x 12"	7x14"	7x14"
Smoke Pipe.....	6"	7"	7"
Approx. ship. Wt.....	250 lbs.	300 lbs.	365 lbs.
Retail Price.....	\$45.55	\$52.70	\$63.55
Your Price.....	\$27.33	\$31.62	\$38.13

	No. S38-16	No. S38-18	No. S-38-20
Height Over All.....	43"	45"	47"
Width.....	23"	25 1/2"	28"
Depth.....	17"	18"	19"
Fire Pot.....	11x16x8"	11x18x8"	13x20x9"
Feed Door Opening.....	7x12"	7 1/4 x 14"	8x16"
Ash Door Opening.....	6 1/2 x 12"	6 1/2 x 14"	6 1/2 x 16"
Smoke Pipe.....	6"	7"	7"
Approx. ship. Wt.....	270 lbs.	320 lbs.	390 lbs.
Retail Price.....	\$48.65	\$57.10	\$68.00
Your Price.....	\$29.19	\$34.26	\$40.80

F.O.B. BELLEVILLE, ILL.

Also furnished in larger or smaller sizes—write for quotations.



Reduce Accidents with "Eureka" FOG LAMPS

The smooth flowing lines reflect the precision of its construction. The body, door and reflector are made of Genuine Revere Brass to assure long, rust-free service.

The reflector has a special long-life silver plating with a 32 candle-power pre-focused Mazda bulb guaranteeing maximum light power.

Scientific design of the amber lens permits maximum flow of glare-proof light.

Malleable mounting bracket with saw-toothed mesh at top of bumper connection and one bolt attachment assures easy, rigid installation.

THEFT PROOF

Two nuts are provided with each lamp. Each nut is specially drilled and tapped on one side where a collared set-screw is inserted.

When the installation is completed, break the collar off the set-screw, then every part of the lamp becomes tightly sealed and theft-proof.

COMPLETE WITH FUSE SWITCH

No. 88—7 1/2 in., all chrome,
list price \$5.95.

each **\$3.00**

PAIR OF LAMPS

No. 288—7 1/2 in., all chrome,
list price \$11.95.

pair **\$5.75**



DEPENDABLE TIME

Sessions—9 in. wide, 6 1/4 in. high, 5 in. dial with raised numerals, whitewood finished in a rich walnut color with walnut veneer front.

ELECTRIC

No. 185-M—Manual starting electric time movement. Operates on alternating current 110-120 volts, 60 cycle.

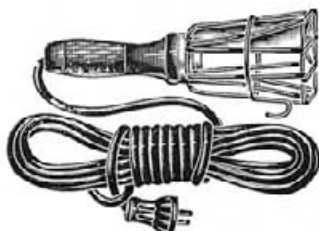
each **\$2.65**

KEY WIND

No. 185-L—8-day lever movement.

each **\$3.00**

MORE FOR



TROUBLE SHOOTER

For Shop, Garage or Home

Always keep one handy. For all kinds of work where an extension lamp is necessary.

No. 1—Complete with 20-ft. cord.

each **80c**



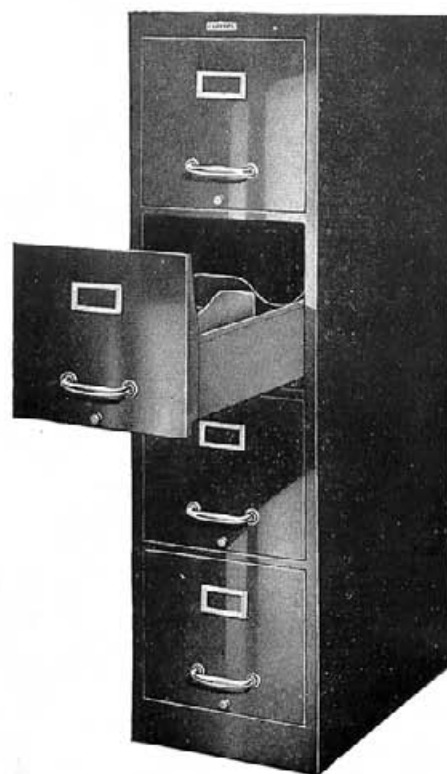
A FRIEND IN NEED

For Night Work

Auto emergency lamp which may be quickly attached to battery terminals of any car.

No. 2—Complete with 20-ft. cord.

each **85c**



PROTECT YOUR PAPERS

All Steel File Cabinet . . .

Can't Burn . . . Never Wears Out

Complete unit 4-drawer letter file, finished all around (not battery type.)

FULL 25 IN. DEPTH. Letter size. Outside measurements—14 1/4 in. wide and 52 in. high.

Cabinet is well constructed with smooth finished sides and electrically welded thru-out. Each drawer is equipped with positive-locking follower block and rod. Each drawer rides on four specially designed rollers for permanent ease of operation. Olive green enamel finish—baked on for permanence. Satin finish drawer pulls and label holders.

No. 1274—4-drawer steel file cabinet, shipping weight 105 lbs.

each **\$14.50**

No. 1274-L—Same as above, with Yale Automatic Lock which locks all 4 drawers.

each **\$18.50**



What Do You Weigh?

"Hanson" Family Scale—An all-purpose scale of unusual accuracy. It is 5 in. high, 10 in. wide and 14 in. long. Glass covered dial graduated to 250 pounds. Chrome trim platform; case comes in Black, Green, Ivory, Orchid, Blue and White.

No. 767—Wt. packed 17 lbs.

each **\$4.95**

F.O.B. MANITOWOC, WISCONSIN

Prices Net f.o.b. Chicago

YOUR MONEY



Drawer at no extra cost!

Standard or portable typewriters fit the stand perfectly—the side leaf never interferes with the typewriter carriage.

All Purpose Stand

Handsome Walnut Finish

High quality 5-ply veneered 14x17½ in. top table and 12x14 in. side leaf, hand rubbed, stained and richly finished—rests securely on a solid steel under top, an engineering principle to overcome vibration. Detachable side leaf interchangeable to either right or left side.

Legs are of selected steel and casters are of the large, pivot bearing, easy rolling type.

Model B—Shipped knocked down. Shipping weight, 18½ lbs.

each **\$4.95**



MIDGET RADIO

Beautiful—Powerful
Selective—A.C. or D.C.

With Suede Cloth Zipper Carrying Case Radio is small in size—only 7 in. wide, 5 in. high and 4½ in. deep—contains a genuine Trav-Ler 4-tube chassis with full electro-dynamic speaker. Delightful tone with volume to spare—keen selectivity assures extreme ease of station separation. 4 working tubes (no ballast tubes) 6K7GT, 6F5GT, 25Z6GT, 25L6GT.

Illuminated dial, Built-in antenna, Beam-power output, External resistance cord, Wave band: 1760-540 kilocycles; Operates on A.C. or D.C.

No. 400—Richly figured solid walnut cabinet with distinctive two-tone finish. List price \$13.50. (Carrying case included free)

complete **\$8.95**

No. 400-W—Finished in ivory with dial and knobs to match. List price \$14.50. (Carrying case included free)

complete **\$9.50**

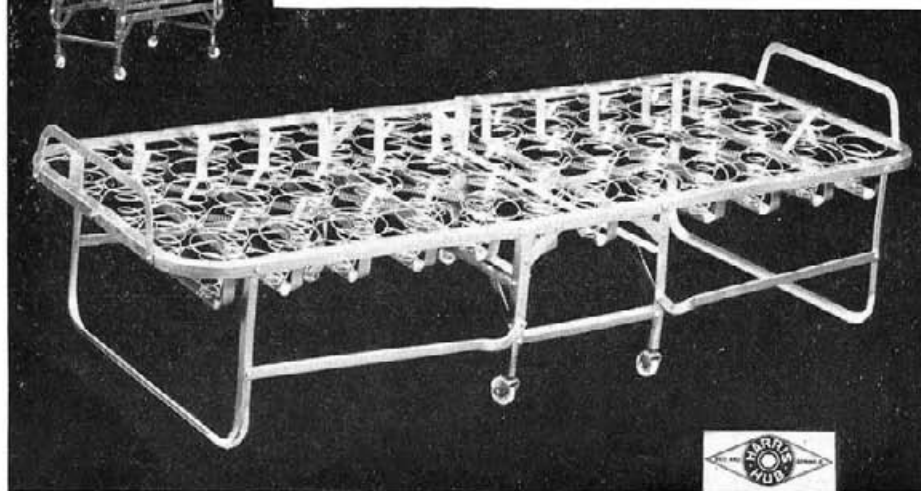


COIL SPRING FOLDING BED

With Cotton Pad. Standard length, 2 ft. 6 in. wide. Strong angle iron frame, continuous legs and rounded corners, pillow stop at both ends, braced at all corners. Coil construction, helical tied top. Large fibre casters. Orchid enamel finish. Furnished with cotton pad.

No. 79-2—61¼ lbs.

each **\$8.35**



POPULAR!

New
Webster's
Modern Language
Set



This library, consisting of the Modern Reference Dictionary, Modern Improved English, and Modern Thesaurus Revised, uniformly bound in rich lustrous black cloth, stamped in gold, and boxed in a handy, thumb-notched slip case, provides you with a storehouse of information about what to say and how to say it.

No. 300—Complete set of 3 volumes.

set **\$1.00**



PORTABLE WASHER

Super-Economical

Four-coat porcelain enamel tub with cover. 15½ in. diameter, 27 in. high, overall. Precision-built motor with rubber cord, insulation and handy-grip unbreakable plug. Large quick-draining hose with hook-clasp. Approved by the Underwriters' Laboratories as well as the laboratories of more than 80 light and power companies.

8-gallon tub with capacity of 2 lbs. of dry clothes—about 10 diapers, 5 rompers, 3-4 men's shirts or 3 housedresses, etc. For 110-125 volts, 50-60 cycles A.C. only. No. FM—Weight 33 lbs. packed. List price \$24.95.

Special **\$16.65**

Swivel Wringer—Specially designed and built for these washers. Swivel post instead of troublesome clamps permits wringing into or out of tub. Baked-on finish. Sturdily built, hand operated. 1¼ inch rolls.

Special **\$3.67**

CLOSE-OUTS



LOW-KEY SHELF TYPE OPERATORS' CHAIRS

Here's your chance to pick up Operators' Chairs at an amazingly low price.

High quality, sturdy, swivel type with cane seats. Your choice of No. 127 birch mahogany or No. 9 oak finish.

No. C-1102—Height range, 20 to 24 in., ring diam. 17 in., 5½ in. from floor.

Subject to prior sale.

each **\$9.95**

An Opportunity! GALVANIZED FLAT CROSSARM BRACES

We have on hand a small supply of braces that are very dusty and slightly discolored but not rusty—the galvanizing process is first class.

They are in three sizes: 3/16 x 1 x 24 in., 3/16 x 1 x 22 in., and 3/16 x 1 x 20 in.

You may have them, subject to prior sale, in minimum quantities of 100 at

per 100 **\$6.90**

Prices Net f.o.b. Chicago

CLASSIFIED DEPARTMENT

As a special service to our readers, we will be pleased to publish classified advertising, of the general type shown below, free of charge.

Typewrite your ad and be clear, concise and complete.

WANTED TO BUY

WANTED TO BUY—In south, preferably Georgia or adjoining state, telephone exchange of two to four hundred stations, in exchange for one hundred ninety acres, one-half in cultivation with bearing pecans, other half turpentine timber. Will pay cash difference if necessary. Write C. R. Sikes, Glennville, Ga.

WANTED TO BUY—Would like a small exchange in mountain section of north Georgia or Carolinas or one in southern Louisiana. Would consider opening a small closed exchange if terms and price are right. James F. Brady, Hamilton, Georgia.

WANTED TO BUY—A telephone exchange of 200-300 stations, located in North Central States, in trade for a garage with lunchroom and service station in connection. Located in North Central Minnesota, on paved highway. Write Lake Mille Lacs Telephone Company, Box 113, Onamia, Minnesota.

WANTED TO BUY—Used Type 50-K Gray Multi-Slot pay stations. Address Box 100, Telephone Topics, 1033 West Van Buren Street, Chicago.

WANTED TO BUY—Used folding door type telephone booths. Address Box 100, Telephone Topics, 1033 West Van Buren Street, Chicago.

FOR SALE

FOR SALE—Telephone exchange located in town of 1100 population, Hymera, Ind., good farming and coal mining community. Gross income 1937, \$7,800.00, 1937, \$2,300.00. Price \$5,000.00. Do not write unless you mean business. Write to Otis Thomson, Hymera, Indiana.

FOR SALE—Telephone exchange with 125 subscribers in central Texas. Rates are \$1.00, \$2.00, \$3.00. Town of 800 population. It's a bargain. For further information write P.O. Box 301, Taylor, Texas.

FOR SALE—Telephone Exchange of 300 telephones. Own all toll and Western Union lines into the town. Growing fast. Don't write unless you mean business. S. B. Callahan, Broken Bow, Oklahoma.

FOR SALE—Telephone Exchange in east Texas. Good farming. Gross income about \$1,600.00. Price \$1,500.00. Terms. Living quarters. Chireno Telephone Exchange, Chireno, Texas.

FOR SALE—Telephone exchange located in a town of 450 population in Southeastern Minnesota, 130 telephones with good toll business, excellent farming community. For further information write to Geo. L. Wood, President, 308 2nd Street N. W. Rochester, Minnesota.

FOR SALE—V. B. Malby Telephone Company, Allegany, New York. Properties consist of pole line and telephones (switching is done by New York Telephone Company), 18 lines, 130 stations and the 65 miles of circuits cover approximately a radius of six miles. 2350 poles. Considerable field for expansion. Write V. B. Malby for further information and price.

FOR SALE—Telephone exchange in Southeast Kansas. Good farming country and coal mining district. Gross income about \$1,600. Price \$3,000. Terms. Bargain. Mineral Telephone Company, Box 1373, West Mineral, Kansas.

FOR SALE—Exchange at Kirkland, Childress County, Texas. Five room house, garage, warehouse, eighty telephones magneto, gross revenue \$2000.00 per year, excellent farming country, excellent oil prospects. Price \$4000.00. Write C. H. Jennings, P.O. Box 335, Alpine, Texas.

FOR SALE—Exchange at Godley, Johnson County, Texas. Eighty telephones, gross revenue approximately \$2000.00 per year, excellent farming country. Price \$3750.00. Write C. H. Jennings, P. O. Box 335, Alpine, Texas.

FOR SALE—Telephone exchange in S.W. Missouri, 260 phones, \$5,000.00 gross income. Address Seneca Telephone Co., Seneca, Mo.

FOR SALE—We have three nice small telephone exchanges. Would sell all three at a bargain price including 5-room house. Address Achille Telephone Company, Achille, Oklahoma.

FOR SALE OR TRADE—Small telephone exchange—approximately 85 lines, located in Gunter, Texas, together with 8-room house, or separate. Would exchange either for property in Dallas, Texas. Address: J.T.A., c/o Telephone Topics

FOR SALE—Telephone exchange in central Minnesota. Located on one of Minnesota's most beautiful and popular summer resort lakes. Switchboard in residence. 70 subscribers, more being added. Excellent toll business. House and exchange reasonable. Will consider equipped dairy farm in trade. Address: S. H. S., c/o Telephone Topics.

POSITION WANTED

POSITION WANTED—Married man of middle age would like position as telephone lineman and manager, experienced at both. Can operate switchboard. Will furnish reference. Address K.B.F. Telephone Topics, 1033 West Van Buren St., Chicago, Ill.

POSITION WANTED—Combination man for either inside or outside plant. Age 35, with twenty years experience in all classes of telephone work. Good at cable splicing, testing and locating. Will go anywhere. Reference: Engineering Dept., Southern Bell T. & T., Charlotte, N. C. H. Courtney, Jr., Fort Mill, S.C. P.O. Box 173, Phone 58.

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Telephone Booths by Churchill

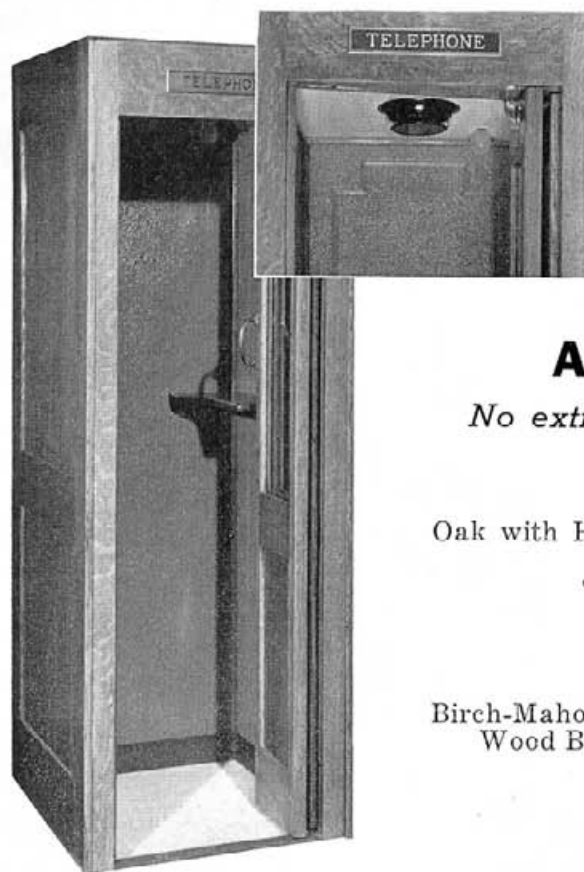
Churchill Telephone Booths have long been recognized by the telephone industry as superior booths. Years of service under most trying conditions have firmly established their reputation for being practical, durable and economical.

Being made of wood, they fit into the decorative

scheme of every location. They are space saving and designed to give the utmost in privacy and comfort to the user.

One of the features of the Churchill line is the **NEW SERIES 100 BOOTH** which has as standard equipment the following features:

- Automatic Door Switch for lights and electric ventilators.
- New Silent Electric Ventilator.
- Complete Automatic Lighting Equipment.
- Complete metal lining.
- Accoustically designed.
- New Structural Features for more rigidity—longer life.
- No Floor.



ALL AT NEW LOW PRICES!

No extras - no charge for crating or knocking down!

TYPE 100-A

Oak with Hard Wood Back.

each **\$122.60**

Oak with Soft Wood Back.

each **\$115.60**

TYPE 100-B

Birch-Mahogany with Hard Wood Back.

each **\$115.85**

Birch-Mahogany with Soft Wood Back.

each **\$111.40**

Prices Net f.o.b. Chicago

American Automatic Electric Sales Company
1033 West Van Buren Street . . Chicago