

GILFILLAN BROS. INC., EARLY RECORDS

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PROLOGUE

The author had an opportunity in May of 1993 to review early records of Gilfillan Bros. Inc. between 1917 and 1940, located in the ITT-Gilfillan archives. Ed Reitan, a member of the Southern California Antique Radio Society (SCARS), who is the ITT-Gilfillan historian, arranged for the author to meet Brian Eden, Director of Public Relations, who allowed Ed and the writer into vault files. Records included sets of minutes from annual stockholder meetings, a Radio Corporation of America 1927 licensing agreement, a 26-page 1940 RCA Commercial Radio and Miscellaneous Apparatus license-agreement form, correspondence between RCA and Gilfillan on licensing issues, and old Gilfillan stock certificates. Since these records shed light on early conditions in the radio industry, including the licensing arrangement that RCA used in 1927-28, the author felt it important to publish some additional history related to Gilfillan, RCA and the rest of the industry.

This article keeps its material in chronological order within the subject matter. For it to be most meaningful, the reader should see the article on Gilfillan Bros. in Paul [1], since that information is not repeated here.

1815 VENICE BLVD.

The Gilfillan Bros. Smelting and Refining Company changed its name to Gilfillan Bros. Inc. in 1921. S. W. (Sennet William) Gilfillan was president of the company and his brother Jay was vice president. It was located at 217 W. Sixth St. in Los Angeles. Minutes of the company show that on October 9, 1922, the company purchased a site at 1815-1825 W. 16th St. (later renamed Venice Blvd.) to erect a factory and office building. On February 21, 1923, the last corporate minutes were recorded at the Sixth St. address. The March 21, 1923, minutes list the new site. Directors S. W. Gilfillan, G. L. Alspach, and A. W. Klusmann (secretary) were present.

OUT-OF-STATE BRANCHES/FACTORIES

The Kansas City branch was opened about 1922. The author talked to Mrs. Jay Gilfillan about company history in 1984 and again in 1993. She vividly recalled Gilfillan employee Paul Breting being assigned to go east in the early 1920s to manage the Kansas City facility. Records show that the company had a location at 1925 McGee in 1923 and 2525 W. Penn Way in 1924-25. No address was found for later years [2]. The 1925 McGee address was likely a rental facility; the February 20, 1924, meeting minutes showed a 15-year lease was made on W. Penn Way for a one-story business building.

A New York City branch was opened about 1922. Advertisements in *Radio News* in 1923-25 had "Gilfillan Neutrodyne sets manufactured in our three factories, Kansas City, 2525 W. Penn Way; New York City, 225 W. 57th St.; and Los Angeles, 1815 W. 16th St." However, an instruction booklet for the Gilfillan GN-5 neutrodyne, a set marketed by the Fall of 1925, had an address of 25 Wilbur Ave., Long Island City, New York. Minutes of a directors' meeting of November 17, 1926, stated "it would be for the best interest of Gilfillan Bros. Inc. to close the Long Island Branch and carry on the middle west and eastern business from the Kansas City Branch."

The third branch, in Waukegan, Illinois was opened in 1928. The Kansas City plant was closed and its functions were transferred to Waukegan about the time Gilfillan signed a contract (1928) with Fansteel Products Co. to make radio sets for the latter in the Chicago area. The Waukegan branch closed about 1931 (see section below on Fansteel and Balkeit).

1927, A LICENSING YEAR FOR RCA

By the mid-1920s RCA held many key radio patents and had been considering ways to capitalize on them by licensing radio manufacturers to make tuned-radio-frequency (TRF) sets. Industry too, was clamoring to use RCA patents and the company was being forced to move on the issue. To establish a precedent and a controlling position in the industry, RCA brought a lawsuit against Splitdorf in 1926 (see Douglas [3]). The lawsuit, which was settled out of court in March of 1927, was RCA's key case. It brought other makers into line to sign agreements and pay royalties to RCA. (The Splitdorf case should be read because there was a scenario which suggested Splitdorf did well for itself, but RCA did better, by settling out of court.) *Radio Retailing* magazine of April 1927 reported Zenith was the first of the independents to be licensed by RCA.

On the West Coast, Gilfillan Bros. was the first company to be licensed. The date was July 1, 1927. The ITT-Gilfillan files contain a copy of a



Figure 2. Personal stock certificate of S.W. Gilfillan, Number A1, dated May 12, 1924.

10-page form-contract, “License Agreement between Radio Corporation of America, General Electric Company and Westinghouse Electric & Manufacturing Company, and Gilfillan Bros., Inc.” The agreement’s minimum annual royalty assessment of \$100,000 per customer would presumably weed out small manufacturers and limit the issuance of licenses to larger, better organized, and more financially responsible customers.

BACK ROYALTIES

When RCA signed agreements with radio makers, it expected to collect back royalties for sales each company had previously made from the manufacture, use, and sale of TRF receivers. RCA termed such royalties “liquidation damages.” The license provisions on liquidation damages were very specific and stated an assessment amount, but RCA allowed for partial payment of liquidation damages up-front. Credit toward the balance owed would be allowed from future royalties collected from the licensee (and hence most likely never collected). Gilfillan was assessed, up front, 20% of the \$109,865.94 that RCA decided was due for back royalties.

Splitdorf and Atwater Kent may have avoided back royalty payments altogether (not public information in 1927; see Douglas [4]), and other companies may have made only partial payment. Zenith was allegedly assessed over \$500,000 in back royalties. Licensees did not have knowledge of what RCA charged others for back royalties, and thus RCA kept every company in the dark about others’ payments.

1927-28 ROYALTY PAYMENTS

Douglas [5] has some figures indicating that RCA received less than half of the potential royalty payments in 1928 from the companies which it had just licensed. Obviously, RCA must have made concessions. One such concession showed up in the Gilfillan files. A letter of March 9, 1928 from RCA, signed by David Sarnoff, made the case for Gilfillan owing royalties of \$50,000 for the year 1927 (prorated from July 1 to Dec. 31 at \$100,000 for the year). The letter stated the royalty payment for sales in 1927 amounted to less than the prorated amount of \$50,000, namely, \$41,094.25. It stated that the deficit amount was forgiven (waiving the enforcement fees) and that all others who had not met the agreed assessment fees for that year were also forgiven. In the Spring of 1929 Gilfillan received a similar letter for the 1928 yearly royalties of \$100,000. It also forgave a \$20,000 deficit due RCA.

From July 1927 through 1928, Gilfillan, operating under RCA license, made only its own sets at the Venice Blvd. plant. Concern for future RCA deficits may have been a cause for S. W. Gilfillan's decision to bring unlicensed Los Angeles manufacturers into his plant. He could make up the potential royalty deficit for 1929 and earn additional income from the use of Gilfillan plant space.

Background on RCA licensing and royalty payment will be found in MacLaurin [6]. He reports that the 7½% royalty was reduced to 5% in 1932 and then to 2½% in 1939, and that the minimum annual royalty was reduced to \$10,000 in 1932 and removed altogether in 1946. Licensees, according to MacLaurin, went from 25 in 1928, to 55 in 1941, and 186 in 1947.

FANSTEEL, BALKEIT, AND GILFILLAN

This author envisions the following conditions existed and events took place in 1928. Fansteel Products Co. of Chicago was a metallurgical company making battery chargers and battery eliminators in the mid-1920s. It decided to add a line of radio sets. With no history of receiver-manufacturing capability, and with RCA issuing licenses only to companies which were established and able to pay \$100,000 yearly royalties, Fansteel looked around for a nearby RCA licensee which could make radio chassis for them.

Gilfillan Bros. had undoubtedly been purchasing tungsten and tantalum products from Fansteel in the 1920s for the production of automotive ignition parts, and the two companies knew each other. Fansteel presumably knew of Gilfillan's RCA-licensed radio plant in Kansas City. Perhaps the plant could be moved closer to Chicago under a beneficial financial arrangement to assemble sets for Fansteel.

S. W. Gilfillan, on the other hand, was looking for a quantity set producer to increase his RCA royalty payments and thus make up the royalty deficit being experienced in 1928. Gilfillan Bros. most assuredly put feelers out to RCA about the possibility of moving the Kansas City plant to the Chicago area and, as history shows, got positive vibrations from RCA. So fate brought Fansteel and Gilfillan together.

The following information comes from the historical files. In February, 1928 Gilfillan contracted with Fansteel to make a line of radios under the name Balkite. In April, RCA granted Gilfillan authority to transfer its Kansas City branch (factory) to Waukegan (suburb of Chicago) for set production. In May, Fansteel was showing its first sets at an annual Balkite sales meeting in Chicago. By June, it was running full-page ads in *The Talking Machine World* showing three models. Management was quoted as saying "The Balkite line has never been the lowest priced," and "The product does not attempt to enter the low price field." To prove it, the A-7 highboy model was priced at \$487.50.

In February of 1929 Fansteel and Gilfillan amended their contract to have the latter make at least 48,000 radios per year at Waukegan. About the same time Fansteel formed a subsidiary, Balkeit Radio Co., and renamed the product line accordingly. Fansteel put all radio-production responsibility into the subsidiary, including Fansteel "Balkite" battery chargers and eliminators.

Glenn Alspach, treasurer of Gilfillan Bros., had been the coordinator of the Fansteel negotiations, and knew Fansteel management. He became affiliated with Balkeit Radio Co. in February of 1929, according to Gilfillan records. Alspach saw an opportunity to go with the newly created firm, and on June 5 tendered his written resignation from Gilfillan to become president of Balkeit.

Balkeit made sets for itself under the Balkeit label and produced radios for a wholesale distributor, First National Radio Corp. of New York City. First National resold the sets by the thousands to volume dealers who wanted their private labels on the sets.

Balkeit put sales emphasis into large expensive consoles which were not selling well, and the company was soon struggling. A letter of July 28, 1929 from Paul Breting, Gilfillan's branch manager at Waukegan, to Gilfillan in Los Angeles showed some of the complexity of the Gilfillan-Balkeit operation:

"Balkeit Radio Company first of all issue a purchase order to us [Gilfillan] covering a given number of sets, we in turn issue an order to the Balkeit Radio Company covering a like amount of materials. Our parts order to them is in detail and shows the price of each item. On completion of our orders, the Balkeit Company bill us for all parts delivered - their

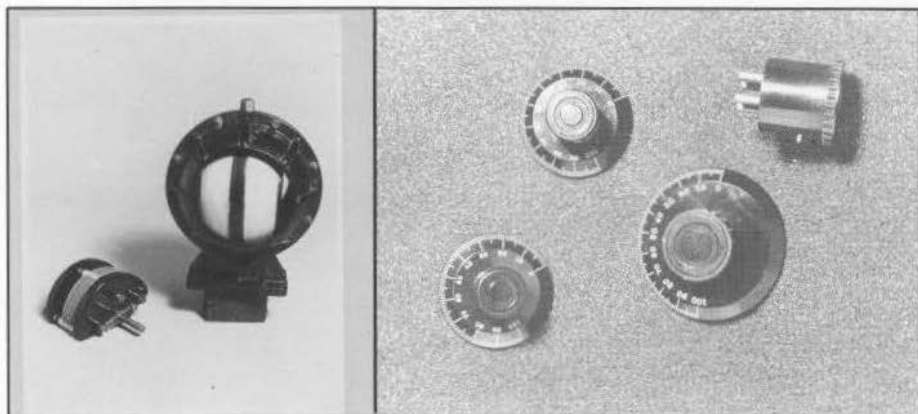


Figure 3. *Gilfillan Bros. Molded bakelite components, 1923. (F.A. Paul collection.)*

invoice also showing each item properly priced and extended. After the sets are completed by us, we of course, bill the Balkeit Co. in the usual manner – you no doubt being acquainted with the details of our invoices.”

Concern by E. C. Anderson (license coordinator of RCA) was expressed in Breting’s letter:

“Mr. Anderson did say that it was not exactly ‘according to Hoyle’ for us to buy all of our material from the Balkeit Company . . . As far as the model ‘F’ or stencil* set is concerned, it is not necessary for us to pay royalty on the speaker, as the chassis only is sold by the Balkeit Company to the First National Radio Company.”

Early manufacturing problems at Waukegan plagued Fansteel. A wire to Gilfillan from Fansteel on October 3, 1929 said, “As you know the first twenty five hundred Balkite sets were erratic. Jobbers very skeptical on all serial numbers below twenty five hundred - stop - can you suggest any method where we can renumber the sets and install new name plates bearing a higher serial number . . .”

The stock-market crash of late 1929 cut radio sales further. Fansteel found itself in difficult times, with an unprofitable subsidiary and its own assets being reduced to near-fatal levels. By 1930 Fansteel ceased support to Balkeit Radio Co. [7]. According to a *Radio Broadcast* news item of April 1930, “The plant, good will, and assets of the Balkeit Radio Co., No. Chicago, has been purchased.” The new firm was named Balkeit Sales Company. Glenn Alspach stayed with the spun-off company for about a year.

*A “stencil” set was one made by Gilfillan for another company.

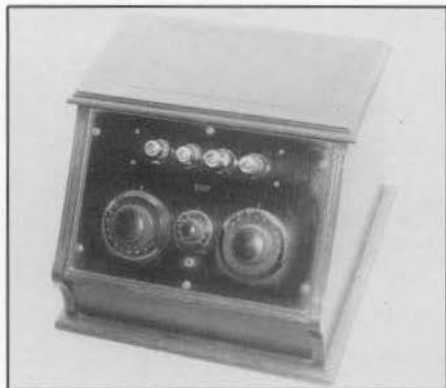


Figure 4. *The Gilfillan GN-3, 1925. Four tubes - \$65. (ITT Gilfillan Collection.)*

A Postal Telegraph Co. telegram from RCA to Gilfillan on October 27, 1930, read "The Balkeit Radio Company has signed license agreement." Thus, Balkeit became independent from Gilfillan Bros. By the end of the year Balkeit had dropped the high-end price policy for its sets. A December 1930 item in *Radio Retailing* stated that two new models were available: a mantel set at \$54.50 and a consolette at \$64.50, and gave an address of 205 W. Wacker Dr., Chicago, for the firm.

A January 24, 1931, letter from Alspach of Balkeit Radio to S. W. Gilfillan described a visit by Anderson of RCA to the Waukegan plant in July of 1929. Alspach said RCA reviewed details of the entire setup between Balkeit and Gilfillan. The letter concluded with a royalty being paid on the following: cost of material, cost of labor, cost of overhead, cost of commission, and 7½% on a \$2.00 cabinet.

A letter dated June 7, 1932 in the ITT-Gilfillan files contains a poignant resignation from Alspach to S. W. Gilfillan as a director of Gilfillan Bros. After all, Alspach had been at the helm of Balkeit when the company had broken away from Gilfillan and obtained its own RCA licensing agreement. The letter stated "I am no longer a stockholder in the Gilfillan Bros. Inc. ...circumstances have forced me to sever years of contact with you."

As for the years after 1932, the author found Balkeit Radio Co. in a set-specifications listing in *Radio Retailing* for September 1934. Alan Douglas located a brochure from Balkeit dated 1935. The brochure had Balkeit introducing a new sales plan, "Buy Direct from Balkeit." The company had apparently gone to direct-mail sales. The 14-page brochure showed radios (mostly table models but with a few consoles), a wind charger, a battery charger, doublet antennas, storage batteries, and an auto radio. It listed prices from \$11.95 to \$36.50. The author has found no other Balkeit advertising or reference to the company in later years.



Figure 5. *The Gilfillan GN-5, 1925. (F.A. Paul collection.)*

1929, A BIG YEAR

By late 1928 S. W. Gilfillan certainly was thinking about bringing local radio makers, small as they might be, into his plant. The company's income would increase, easing the \$100,000 annual royalty to RCA. RCA and Gilfillan worked together. To start, Gilfillan helped select a company for RCA to use as an example. Advance Electric and its owner Fritz Falck were picked, and in January 1929 RCA filed suit for patent infringement.

By May of 1929 the Advance Electric case was settled out of court. The company allegedly paid RCA \$500 in back royalties and in addition brought its production assembly work to Gilfillan Bros. In the ITT-Gilfillan files, a letter dated February 21 from Gilfillan to RCA said, "When the Radio Corporation of America filed suit against Advance Electric Co. of Los Angeles, Kemper asked me if we would manufacture their receivers and [we] have been doing so since January 1st." A letter of June 12 to RCA noted Jackson-Bell, Kemper, and Master Radio were the first three companies to come to Gilfillan voluntarily to have their sets manufactured. (It is obvious that RCA's suit against one company was intimidating and was instrumental in getting other local manufacturers to sign agreements and bring their parts and chassis to Gilfillan for assembly.)

The June 12 letter to RCA identified infringing radio makers in Los Angeles: Beverly, Echophone, Flint, Long's, Los Angeles, Magic, Patterson, Powell, Standard (Radio Apparatus), Standard (Radio Co.), and Trojan. Of these, Beverly, Magic, and the Standard companies did not appear in any advertisement; it is likely they were small, garage-shop operators, deciding against licensing formalities and then dropping out of business by

the end of 1929. The letter went on, "Patterson of Patterson Radio Supply Co. informed me [S. W. Gilfillan] that he had contributed to the defense of Falck in recent litigation between RCA and Advance Electric Co. I believe that Echophone Radio also contributed to the defense."

In these formative months of 1929 RCA and Gilfillan both wanted to bring the local unlicensed manufacturers into camp. After all, 7½% royalty on a maker's net selling price of approximately \$30 per set would be over \$2. Since unlicensed makers may have produced upwards of 40,000 receivers in Los Angeles in 1929, the royalty payments would amount to \$80,000. S.W. Gilfillan notified RCA of the "infringers" periodically in 1929. Gilfillan correspondence to RCA in December noted that Flint, Los Angeles Radio and Ufonic (Echophone) were now licensed. A letter to Anderson of RCA stated:

"We have more or less been in the dark as to the exact status of Patterson Radio Co. of Los Angeles, who claim they are working under a Radio Corporation of America license through some kind of a combination deal with Continental Radio Co. We would like to know from you if the Patterson Radio Co. have the right to put RCA license plates on their radio receivers under the wing of the Continental Radio Co. I believe the Continental Radio Co. is located somewhere in Indiana."

1930 EVENTS

A letter of May 29 to Anderson thanked RCA for writing to Powell Co. and Zaney-Gill Corp. in an attempt to bring two more unlicensed operators into the fold. The letter noted both parties had already contacted Gilfillan to discuss an "arrangement." Further, the letter inquired if Gilfillan shouldn't be licensed by RCA to manufacture chassis in the San Francisco area.

A June 16 wire from Anderson to Gilfillan Bros. stated "We are forwarding you by Air Mail today permission for you to manufacture at your plant in San Francisco." A June 18 directors' meeting showed a need to approve an agreement between Powell Manufacturing and Gilfillan Bros. A July 3 Postal telegram addressed to Gilfillan stated "Radio Corporation is about to offer to its present broadcast receiver licensees supplemental licenses to include hetrodyne [sic] receivers ... Send engineer to two day technical meeting...under the direction of Mr. A. Van Dyck."

In an August 1930 issue of *Radio Retail & Jobber*, published in Albany, New York (sometimes identified as a tabloid and gossip-column sheet), a "news" item appeared, "Gilfillan Farms Out... The Gilfillan Bros. 'farm out' their radio set production to independent, but unlicensed radio receiver manufacturers, then those sets, as made on order by others, are delivered

"LYRATONE" The Set with the Lyre on the Speaker

The Production of GILFILLAN BROS., LOS ANGELES

1931 MARVEL MIDGET

With the VOLUME, POWER and TONE of a large Console Set



Features:
 Role Full Tone Dynamic Speaker.
 Four Screen-Grid Valves.
 Six A.C. Valves.
 Shielded Cadmium Plated Steel Chassis.
 Four Tuned Circuits for Extreme Sensitivity.
 Compact Attractive Walnut Cabinet.
 Made under R.C.A. License.

N.Z. Retail Price, £21/15/-
 LIBERAL TERMS AND DISCOUNTS TO DEALERS.
 Write, Wire, or Phone the Factory Representatives:—

CRAWFORD & FINLAYSON Ltd.
 BOX 678 WELLINGTON Phone 42-510.

Figure 6. A New Zealand advertisement for the 1931 "Lyratone." (Courtesy of John Stokes.)

to the factory of Gilfillans ... The Gilfillan [sic] really do pay regular royalty rate on such sets." The author has never confirmed this.

A September 25 letter to RCA noted that Remler and Rola were having their chassis made at the Gilfillan plant in San Francisco and that Echophone and Baldwin were having their chassis made at the Gilfillan site in Waukegan. Baldwin (of Salt Lake City) had assembled chassis at the Gilfillan location in Los Angeles in June 1930 but moved production to Waukegan about September. The same letter noted:

"I am enclosing copy of a letter sent out by Zaney-Gill Corporation in which they claim they are fully licensed under RCA and associate patents. I presume this company has made some connection in the East, as their manufacturing operations here in California have fallen off considerably, however they are still manufacturing at their plant in Los Angeles. So I will be posted, will you give me information as to under whose license these people operate? I am glad to state that with these people out of the way, the coast territory has practically 100% licensed production of the radio sets."

The September 25 letter identified the following companies as having their chassis manufactured at Gilfillan's Los Angeles plant: Advance Electric, Davison-Haynes, Echophone, Flint, Horn, Jackson-Bell, Keller-Fuller, Kemper, Long, Master Radio, Patterson, Powell, and Griffin-Smith.

By the end of 1930 Gilfillan was becoming a significant contributor to RCA's royalty kitty. Although not a Philco or Atwater Kent in size, Gilfillan's collective assembly work at Los Angeles, San Francisco and Waukegan may have exceeded 200,000 sets in 1930. Those sets would have produced royalties of about \$400,000.

Gilfillan Bros. Inc.
LOS ANGELES SAN FRANCISCO SEATTLE
 1515-1516 VESPA BLVD. WILMINGTON, AL.
 LOS ANGELES

Gilfillan
ALL RIGHTS RESERVED BY PATENT
RADIO
LOS ANGELES

ALL SHORTAGE CLAIMS MUST BE MADE
 WITHIN 10 DAYS FROM DATE OF INVOICE

INVOICE

TO: <i>John L. Radio Co</i> ADDRESS: <i>200 Angeles Cal</i> SHIPPED TO: <i>Stone</i> CITY:	OUR ORDER NO.: <i>7488</i> DATE: <i>Feb 25</i> DATE EXTENDED: <i>2-25-1931</i> YOUR ORDER NO.: <i>456</i>	OUR INVOICE NO.: <i>2684</i> DATE SHIPPED:
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QUANTITY ORDERED	QUANTITY SHIPPED	QUANTITY RETURNED	DESCRIPTION	PRICE	EXTENSION	TOTAL
150	1000	150	Model 536 Ltr. Radio			
			Speaker, 2.00	5.91.00		
			Grainite 2.00	3.00.00		
			Vacuum 2.00	3.75.00		
			Resistor 1.00	907.50		
			Labor 1.00	325.00		
			Overhead 1.00	75.00		
			Paint 1.00	157.50	136.50	2631.00
			<i>Signature Royalty 2 1/2% of 105.00</i>			30.15
			<i>Royalty 6 1/2% of total invoice</i>			266.63
			<i>RCA Royalty 7 1/2%</i>			316.09
						2811.25


WE HEREBY GUARANTEE THAT THE MERCHANDISE SHIPPED BY THIS INVOICE HAS BEEN PRODUCED
 OR MADE AS PICTURED IN ACCORDANCE WITH THE PATENT, OR PATENT ACT OF SEPTEMBER 1, 1919
 GILFILLAN BROS. INC.

Figure 7. A Gilfillan Bros. Invoice, dated February 25, 1931. Note the 7½% RCA royalty entry.

A February 25, 1931 Gilfillan invoice showed how royalty was calculated. (See Figure 7.)

No date was found in historical files or literature as to when Gilfillan closed the Waukegan plant, but as soon as Baldwin, Balkeit and Echophone got their own RCA licenses, Gilfillan would have left Waukegan. That was most likely in 1931.



Figure 8. A rare Gilfillan personalized mirror radio made specifically for a few family members. About 1934.

1933 ROYALTY PAYMENTS

RCA asked for routine audits of licensees' records to assure itself of getting proper royalty payments. A February 27, 1935, Gilfillan letter to license coordinator Anderson addressed that issue. It referenced an attached copy of Arthur Young & Company's audit report for 1933 showing a total unrecorded royalty due RCA of \$657.99. The report listed the following companies with unrecorded royalty payments.

Chanticleer Radio	\$3.32
El Rey Radio Mfg.	81.91
Golden Bear Radio	1.42
Horn Radio Mfg.	7.01
Melburn Radio	4.99
Mission Bell Radio	155.36
E. R. Patterson	383.60
Royale Radio Mfg.	5.05
Troy Radio	<u>15.33</u>
	\$657.99

Arthur Young's report said, "Our procedure was, as far as possible, to build up the various contents of the different models according to blue prints or diagrams, where available, or where not available, by inquiry from the engineers of the respective contractors... With the exception of E. R. Patterson, the costs claimed by the various contractors were substantially supported by vouchers and found to be substantially correct." An individual recap sheet (example, Troy) is shown:

Troy Radio Mfg. Co. Recapitulation of Shortage				
<u>Model No.</u>	<u>Assembled Sets</u>	<u>Shortage Per Set</u>	<u>Total Shortage</u>	<u>Unrecorded Royalty 5%</u>
Hi-Way	87	1.765	153.55	
4U	2134	.015	32.01	
Chief & J4	3045	.015	45.67	
Dwarf	1027	.09	92.43	
487	175	.015	2.63	
Special 4	100	.13	13.00	
5-JB	50	.10	5.00	
5S	285	.05	14.25	
7 tube super	48	.05	2.40	
Leader	61	.015	3.05	
5 battery	4	.04	<u>.16</u>	
			364.15	\$18.21

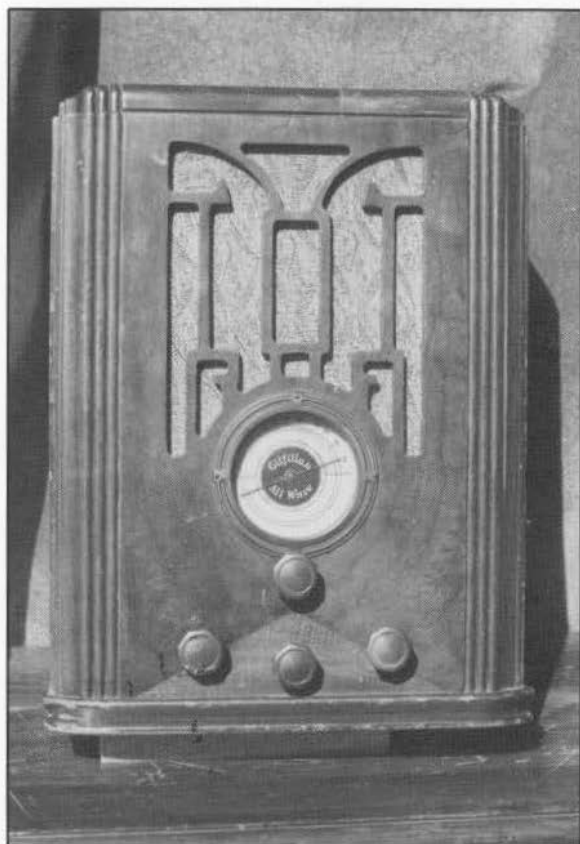


Figure 9. *The Gilfillan all-wave Model 63B, about 1936. (Courtesy of John Stokes.)*

Gilfillan's letter summarized that it owed RCA \$657.99 and that a bill for the audit was \$380. The letter asked "Shall we send you a check for the difference?"

MISCELLANEOUS INFORMATION

A meeting of the stockholders was held on January 28, 1936. The following were listed as owners: S. W. Gilfillan, 151,006 shares of common; Jay Gilfillan, 1400 shares of preferred; Harvey and Seeley Mudd, 1250 common shares and 1250 preferred; Paul Breting, 100 shares of preferred; and others.

The fire of November 30, 1940 at 5:30 AM burned the entire Gilfillan plant. A temporary office was set up at 1609 S. Western Ave. A directors' meeting called on December 10 had S. W. Gilfillan, Edna Gilfillan (his wife, a major common stockholder), Jay Gilfillan, Harvey Mudd and I.

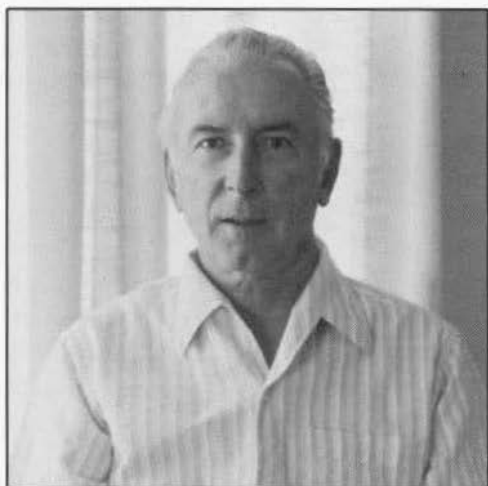
Kemp present. At that meeting S. W. Gilfillan was appointed lawful agent for Gilfillan Bros., with power to act on all matters regarding insurance claims and losses from the fire. S. W. and Edna Gilfillan owned 82% of the common stock at the time.

CONCLUSION

From 1927 to 1937, Southern California radio manufacturing progressed from a follower to a producer competitive with the rest of the nation in quality and styling of radio sets. Much of the Los Angeles area's growth involved Gilfillan Bros. Inc. This article has revealed many operational practices of a remarkable and uniquely positioned company and in addition has exposed RCA's handling of its licensees.

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The author has specialized in the history of radio horn speakers for twenty years. He has published over 65 articles in CQ, SCARS Gazette, AWA Old Timer's Bulletin, CHRS Journal, ARCA Gazette, and The Antique Radio Trader. He wrote a booklet in the early 1980s entitled The Horn Speaker Notebook, and in 1984 he received the AWA Houck Award for historic documentation. In 1986 Floyd published his book, Radio Horn Speaker Encyclopedia. He has since published Los Angeles Radio Manufacturing - The First Twenty Years, with a follow-up supplement. He has edited the loudspeaker column for the Old Timer's Bulletin since 1980 and was the editor of the Southern California Antique Radio Society's Gazette for eight years.

He obtained his amateur license, W6THU, in 1940 and after WW II Army service, received an electrical engineering degree from USC in 1951. Floyd spent 27 years in the aerospace industry, retiring from the Cal Tech Jet Propulsion Lab (JPL) where he worked twice in his career. He received the Presidential Award for Management Improvement from chief executive Gerald Ford in the mariner Venus-Mercury 1973 deep-space program while at JPL.