<table>
<thead>
<tr>
<th>Topic</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>FCC casts die: more intermixture of vhf with uhf</td>
<td>35</td>
</tr>
<tr>
<td>SRO sign starts to go up for tv networks in fall</td>
<td>38</td>
</tr>
<tr>
<td>D.j's in Miami Beach: a four-page pictorial report</td>
<td>93</td>
</tr>
<tr>
<td>Admiral unzips full scale plan for color television</td>
<td>107</td>
</tr>
</tbody>
</table>
NO MATTER WHAT IT IS...

MORE OF YOUR SIOUX CITY CUSTOMERS ARE WATCHING KVTV

Whether it's Saturday morning at 7:30 watching Saturday Semester® or mid-evening—quality programming results in more viewers.

No matter what time it is right now, call your Katz man. Ask to see the February-March ARB which proves why KVTV is the best buy in Sioux City.

*Saturday Semester. Dr. E. Theodore Bauer, Senior Professor of Sociology at Morningside College, Sioux City, is pictured above. He conducts his KVTV College Credit Course, "Marriage and the Family" each Saturday morning from 7:30 to 8:30. One hundred eleven students enrolled in the course will earn two semester hours of credit in sociology when the course is completed.
Coverage that Counts!

Easiest way to get the coverage you need in the vital Lansing-Flint-Jackson area is with the one channel that gets you all three big markets. Now in its 10th year WJIM-TV serves mid-Michigan’s 450,000 TV families with the best programs from all three networks.

WJIM-TV

Strategically located to exclusively serve

LANSING....FLINT....JACKSON

Represented by the P.G.W. Colonel

Published every Monday, 53rd issue (Yearbook Number) published in September by Broadcasting Publications Inc., 1735 DeSales St., N. W., Washington 6, D. C. Second-class postage paid at Washington, D. C.
The WGAL-TV AUDIENCE is GREATER THAN the combined audience for ALL OTHER STATIONS in the Channel 8 coverage area. See Lancaster-Harrisburg York ARB survey.

LANCASTER, PA.
Channel 8 • NBC and CBS

Representative: The MEEKER Company, Inc.
New York • Chicago • Los Angeles • San Francisco
BROADCASTING, June 8, 1959
Code problems • Two station entities quit NAB last week in disagreement with Television Code Review Board's actions against stations carrying commercials for Preparation H, hemorrhoid remedy. One was ch. 8 WMTW (TV) Poland Spring, Me. (story page 59); other was midwest multiple owner of two vhf's and two am stations. Radio stations in midwest group were charter members of original NAB and officials of company have been active in association affairs.

Tv code board meets today (June 8) in Washington for major policy determination on Preparation H spots for revocation of code membership. Revocation will be up to NAB TV Board which meets June 17 in Washington. Code subscriber list unofficially is placed at about 280, down from peak of about 310. Loss of another 25 code subscribers wouldn't surprise NAB headquarters—but loss of more members in NAB itself would be another matter.

Atlanta renewals pend • Atlanta radio station license renewals are principal topic to be discussed at special FCC meeting today (Monday), with possibility formal action may come at regular Wednesday meeting. Commission at this date seems almost evenly split between those who would like full-scale "area" hearing (appraising community as whole and all stations' program balance, overall) and those who feel matter should be handled on individual basis (renewing some licenses, setting others for hearing). Involved are seven Atlanta radio stations which have been operating without license renewals for more than year (CLOSED CIRCUIT, June 1).

Brighter day • ABC-TV officials say they're pleased with advance renewals for daytime schedule, which for while during past season appeared bit rocky. General Foods, Lever Bros., Armour, Toni, Johnson & Johnson, Beech-Nut and Drackett have renewed and Block Drug is new advertiser for year's third quarter deemed critical period in daytime networking. Network also pinning hopes on two strips—Bob Cummings Show and Restless Gun—which will be scheduled next fall in daytime periods, claims increases in shares of audience during 1-4 p.m. period in past few months.

Another d.j. meet? • Although Todd Storz went on record during second annual disc jockey convention in Miami that Storz Stations would sponsor third convention next year if disc jockeys wanted it, he is reserving final decision until after huddle with record companies on how to control "entertainment" exuberance (story page 93). Meeting will be held with record officials in about a month. Like others at Miami Beach who were chagrined that competitive media caught radio personalities off-guard, Mr. Storz feels "we have to bend over backwards" in this profession "because a lot of attention is focused on us."

Bidding runs high • In rush to prepare for rush of specials as well as several high-budget regular series for next network season (see fall schedule, page 38, and MONDAY MEMO, page 23) is behind-scenes development: there's intensive competitive bidding for name talent, story properties, producers, writers, etc. Bidding is said by some agency programmers be more hectic than ever in tv's history. As one agency executive puts it about available talent: "Who's left who hasn't been at least approached for tv?"

July 15 is T-day • Put July 15 on calendar for significant announcement on tv allocations. That is date when FCC and OCDM concedes expect to be at point where they know where they are going on band swapping—to give more vhf to tv, relinquish uhf (and perhaps some vhf) to military. In fact, progress report may be publicly issued at that time. FCC Comr. Fred Ford, liaison with military and other government users, privately has reported to FCC that substantial progress is being made.

Prime example of this chain reaction is Fresno, Calif. When, as and if Commission makes decision in Fresno, this will also have impact on Bakersfield, Santa Barbara, San Luis Obispo, Sacramento, San Francisco and even Reno, Nev. In some crowded area, like New England, reshuffling circle is even more widening—for once a series of changes are made, new series of changes becomes apparent.

Wide, wide world • NBC appears unworried about fall, with its two top executives planning long trips this summer. President Robert Kintner is taking off on business-pleasure journey around world in early July. Board Chairman Robert Sarnoff some time in August will leave on far eastern trek covering Hawaii, Japan and probably Hong Kong. Mr. Kintner is expected back before Mr. Sarnoff takes off.

Staff reappraisal • Resignation of economist Warren Baum, chief of FCC's Network Study Office Friday (he's joining World Bank staff on Europe and Africa), will give Commission opportunity to reappraise future of this organization. Office of Network Study was established in October 1957 following submission of Barrow report. Its function was to follow through on more than 30 recommendations made by Network Study Staff. Feeling in some FCC quarters is that with issuance of rule-making notices on option time, spot representation and current hearing on network program practices remainder of ONS work could easily be absorbed by regular Broadcast Bureau staff. This is based on view that Commission has agreed to maintain status quo on other recommendations, including changes in multiple ownership rule.

Waiting and watching • Don't count on Electronic Industries Assn. backing FCC's request for legislation requiring all tv receivers (moving in interstate commerce) to be all-band sets. At last month's Chicago EIA meeting, consumer products division voted to oppose FCC recommendation. It was decided to play it cool, however, and wait and see whether FCC's ideas are seriously taken up by anyone in Congress. FCC made these suggestions last April in report to Senate Commerce Committee; it also recommended that it be given authority to establish standards for tv receivers (BROADCASTING, April 27).
Opening up MILWAUKEE is easy! Turn to 6
(The combination of CBS and 3,000 of the Biggest Movies)
... Dial Blair Television Associates for the inside dope!

WITI-TV
THE NEW ADDRESS FOR CBS IN MILWAUKEE

Storer Television
WEEK IN BRIEF

Tv special: headaches, but big sales too • If anyone should know the ins and outs of the big special program, the difficulties in finding the time to slot it not to mention how to avoid product and program conflicts, it would be George Polk, vice president in charge of radio-tee programming and planning, BBDO, New York. Mr. Polk has been identified closely with specials handled by his agency in the past and next season the list is even longer. Why all the extra effort? Specials sell goods, Mr. Polk explains, writing in this week's Monday Memo. Page 23.

Action to add vhf stations • FCC tells staff to figure out how to add at least a third v to 21 biggest markets having fewer than three outlets. It also acts to put second v in Baton Rouge and Columbus, Ga. Page 35.

Ready for tune-in • Tv network fall schedules are virtually complete. Few places for advertisers remain as sales keep up brisk pace. Rundown of program lineup, production costs, sponsors, producers, and unsold or unresolved periods provided for desk top use. Page 38.

The movies and radio • United Artists is here to radio, uses the medium frequently and with a grand design to attract the theatre audience. Page 42.

Mx means mixed up • Fm broadcasters, holding two-day meeting, find their business beset with confusion and problems despite Fm's all time high in circulation, service and popularity. Page 66.

Equal time in perpetuity? • CBS asks FCC to prohibit a candidate who crossfiles for nomination in primaries of both major parties from obtaining time, under Sec. 315, equal to that of each of his Democratic and Republican opponents. Page 78.

The disc jockey convention was a ball • Sixty experts on 18 major panels for two full days throw a serious business-session note at the annual disc jockey meet at Miami Beach. But sometimes it was hard to hear it in the "symphony" of sun, sand, and a 10-hour top-name talent show following the banquet May 30. Page 93.

Admiral 'stays' with ship • Chicago electronics firm plans to re-enter color tv picture "all the way," starting shipments of 14 models in August. President Siragusa, who blamed networks a year ago for lack of public acceptance, acknowledges "color programs are increasing in number and popularity." Page 104.

How do you put 'sell' in your tv commercial? • Some commercials are unusually effective while others even drive customers away. How do you tell them apart? Horace Schwerin, whose research firm has tested 10,000 commercials in the past 13 years, talked about both the good and bad elements of commercials for seven hours last week to 1,000 British advertising and te representatives in London. Page 106.

DEPARTMENTS

AT DEADLINE 9 LEAD STORY 35
BROADCAST ADVERTISING 38 THE MEDIA 66
BUSINESS BRIEFLY 64 MONDAY MEMO 23
CHANGING HANDS 76 OPEN MIKE 27
CLOSED CIRCUIT 5 OUR RESPECTS 125
COLORCASTING 88 PROGRAMMING 86
DATEBOOK 15 WEEK'S HEADLINERS 10
EDITORIAL PAGE 126
FOR THE RECORD 111
FANFARE 108
FATES & FORTUNES 97
GOVERNMENT 78
INTERNATIONAL 106

BROADCASTING, June 8, 1959

THE LANSING MARKET IS MOVING UP...

with 5000 watts ... and
190% MORE LISTENERS than
the market's No. 2 station
(C. E. Hooper)
WILX-TV
NRC • CHANNEL 10 • 314,000 WATS
WITH STUDIOS IN LANSING
JACKSON
BATTLE CREEK

* Ranked 69th nationally
(last year it was 106th)
Michigan’s capital city
market area now boasts
• 313,999 residents
• 91,960 households
• a spendable income of
$588,989,000
(SRDS — MAY, 1959)

For information on a sound — and sight — market coverage contact
VERNARD RINTOUL & McCONNEL, INC.
America's Leading Business Brokers expand to include Radio & Television Brokerage

“The only worthwhile transaction is one that protects the interests of both the buyer and the seller.” This basic principle has been the credo of the David Jaret Corp. for over 36 years. Because of the strict adherence to this rule, the Jaret organization has gained a nationwide reputation that has enabled them to sell more businesses throughout the United States than any other brokerage firm.

Many influential and prominent business men, who are clients of the Jaret organization, are vitally interested in acquiring broadcasting properties to augment their well established and varied enterprises and to share in the financial opportunities afforded by this rapidly expanding medium.

In dealing through the David Jaret Corp., you can expect the maximum price possible for your property. Many of the Jaret organization clients are members of one or more stock exchanges, making possible unusual exchanges of stock between interested parties.

Whether you are a buyer or seller, it costs nothing to be informed.

For further details Write or Call

150 MONTAGUE ST.
BROOKLYN, N. Y.

TELEPHONE
ULSTER 2-5600

8 BROADCASTING, June 8, 1959
National fm survey planned by Grey Adv.

National survey of fm broadcasting will be made soon by Grey Adv. Agency, New York, David Kimble, agency's senior account executive on NBC, told fm multiplexing seminar Friday (June 5), meeting at Old Point Comfort. Agency bills over $50 million in time and space, only $5,000 of which is now going into fm.

Mr. Kimble revealed survey project at advertising panel discussion (early story, page 66). He said 200-station sample of fm industry will receive questionnaires asking documented coverage date, advertising patterns, type of advertisers, log information, audience composition research, frequency of listening, rate cards and similar material.

In discussing growing interest in specialized audiences and sectional buying, Mr. Kimble said agency "will not buy an fm station for duplicated am audience." He described am as mass medium, adding, "we buy it by the numbers." He said Grey's philosophy is to reach given audience with as much impact of awareness and acceptance as possible. Agency's fm survey will be financed by General Electric, RCA Red Seal, Westinghouse Hi-Fi, Youngstown Kitchens and number of other clients.

Dan Hidrick, WGH-FM Newport News, Va., who presided at advertising panel and was seminar host, said many delegates proposed that fm multiplexing seminar be made annual event. Seminar programming included general fm station subjects as well as multiplexing topics.

Three accounts move

Rash of account switches erupted at week's end, paced by move of Best Foods' Nucoa margarine to Dancer-Fitzgerald-Sample, New York, from Guild, Bascom & Bonfigli, San Francisco. Nucoa, active in radio-tpv spot, bills about $1.5 million. Cheseborough-Pond's Inc., New York, is announcing today (June 8) appointment of Norman, Craig & Kummel, New York, to handle Pond's Angel Touch and Pond's lipsticks. Both these products, previously at J. Walter Thompson Co., have had relatively little advertising support in recent years but is believed budget will be raised to about $1 million. JWT will continue to handle other company products and has been assigned five new products, not identified, some of which are being test-marketed. Third account on move was Meade, Johnson & Co. (Pablum products), Evansville, Ind., which was acquired by Kenyon & Eckhardt, New York, from Keyes, Madden & Jones, Chicago.

**Tv sweet tooth**

Sharp expansion in its tv advertising budget to approximately $1 million is reported planned by New England Confectionery Co., Cambridge, Mass., which presently allocates about $400,000 to tv on behalf of Necco candies. Upgraded tv effort expected to put company's spot advertising in about 100 markets throughout country. Agency: C. J. La Roche & Co., New York.

All-channel tv set interest high at FCC

FCC's interest in all-channel tv receivers is being evidenced in 25-890 mc study underway during past few weeks. Commission counsel Arthur Gladstone has asked question twice, received one enthusiastic response and one cautious one.

Robert W. Galvin, Motorola president, replied he would "enthusiastically" support manufacture of 30-channel extended vhf-band receiver, stated he probably could market set for "essentially" same price as present 12-channel vhf-only set. Mr. Galvin declared himself in favor of 30-mc limit to permit simple tuner design. FCC has plumbed for 50-channel extended vhf television band, with frequencies to come from military. Subject is under discussion between FCC and Office of Civilian & Military Mobilization.

David W. Hull (Raytheon), president of Electronic Industries Assn., replied more charitably. He said EIA would not comment because of possibilities of violating antitrust laws and also since association has not queried its receiver manufacturer members on subject.

Hearings resumed this week with witnesses continuing to present non-broadcast testimony. Broadcast representatives will not be called probably until end of next week.

Admiral sales push emphasizing color tv

Dealers were urged by Admiral Corp. executives Friday during national sales meeting in Chicago to "play an important role" in the "gradual but substantial" progression of color television. Ross D. Siragusa, company president, claimed that while monochrome tv will continue to dominate set sales, "color will add the final price push and holds great profit potential for dealers" (early story page 104).

Ross D. Siragusa Jr., tv sales manager, claimed "consumer resistance" to color tv is "lowering" and that servicing difficulties have largely disappeared. He told dealers they can realize as much profit from lower priced color tv as higher-priced monochrome set sales. He also promised competitive pricing policy for Admiral with introduction of fall color campaign.

Alfred Medica, radio division manager, asserted dealers are missing a bet by not promoting radio receivers more heavily, citing resurgence of aural medium, while Carl Lantz, Admiral vice president-sales, said company will boost 1959-60 advertising budget 47%, mostly magazines (dealers will be supplied radio-tv commercials for local use). Admiral officials felt the only a steel price could hobble strong electronics sales activity in last six months of 1959.

**NBC-TV renews Paar**

Jack Paar, star of his own Monday-Friday 11:15 p.m.-1 a.m. show on NBC-TV, has signed long-term contract with NBC, Robert E. Kintner, network president, is announcing today (June 8). Starting July 6, effective date of new contract, Mr. Paar will be seen Monday-Thursday with special program or taped highlights of former Paar shows with guest m.c. slotted Fridays. He has been on late-night variety show for two years. Program now is carried by 135 stations.

**Parkson L. A. office**

Parkson Adv., New York, soon will establish Hollywood office, it was announced Friday by Ted Bergmann, Parkson president, who explains that more of agency's tv programs will be produced there next season. Don Blaughut, radio-tpv director in New York reports move.

**CONTINUES on page 10**
York office, will leave July 5 to be in charge of Parkinson's West Coast tv production. Mr. Blahut also retains present title.

ACLU's Sec. 315 view
Candidate's "use" of a radio-tv station's facilities should decide whether or not station's newscasts should be governed by Sec. 315 "equal time" provision of Federal Communications Act, American Civil Liberties Union declared today (June 8). Union made public letter to FCC Chairman John C. Doerfer, asserting that "bona fide" newscasts should not be subject to equal time guarantees of Sec. 315 but "when any program, news or otherwise, leans so heavily to one candidate as to constitute in fact a 'use' of the station, then Sec. 315 might legitimately be invoked by other candidates." Union's letter supplemented earlier ACLU communication to FCC on Lar Daly case, contending FCC was out of bounds in ruling Mr. Daly was entitled time to answer newscasts on Chicago stations.

Station sales
Following sales announced Friday, subject to usual FCC approval:
WDMJ-TV Marquette, Mich. • 52% sold by Frank J. Russell Jr. to Morgan Murphy interests for overall consideration involving more than $250,000. New licensees will be North Central Broadcasting Co., owned 52% by M&M Broadcasting Co. (WMAM and WMBV-TV Marinette, Wis.) and 48% retained by Lake Superior Broadcasting Co. present licensee. Among considerations: North Central assumes obligations totaling $102,000; M&M secures Mining Journal note amounting to $160,000. Mining Journal principally owned by Mr. Russell. Mr. Russell retains ownership of WDMJ Marquette. WDMJ-TV is CBS affiliate on ch. 6, began operating in 1956.
WNXT Portsmouth, Ohio • Sold by Marshall Rosene and associates to Leonard Feldman and A. R. Ellman for $185,000. Messrs. Feldman and Ellman own 50% of KRAM Las Vegas, Nev., and 50% of purchaser of KGMS Sacramento, Calif., now pending. WNXT is 5 kw day, 1 kw night on 1260 kc with ABC affiliation. Broker was Blackburn & Co.
WSTN St. Augustine, Fla. • Sold by Harry Powell and Lawrence Picus to Harry W. Critchlow, former owner of WDUT Butler, Pa., for $68,500. Messrs. Powell and Picus retain ownership of WOBS Jacksonville, Fla. WSTN is 250 w on 1240 kc with CBS affiliation. Transaction handled by Chapman & Co.
KZLO Hot Springs, Ark. • Sold by Richard Biddle and Co. to Dickson to Modern Broadcasting Corp. for $48,000. Modern Broadcasting is owned by Paul L. Myers Jr. and Stan Morris, both employees of WTVM (TV) Columbus, Ohio. Mr. Biddle retains his interest in WOWL-AM-TV Florence, Ala. KZLO is 1 kw day on 1470 kc with MBS affiliation. Broker was Chapman & Co.
KCLP Rayville, La. • Sold by Charles L. Planchar and H. Radcliff to Denver Brannen, for $33,250. Mr. Brannen owns KCIL Houma, La., and WDLF Panama City and WCOA Pensacola, Fla. KCLP is 250 w daytime on 990 kc. Broker: Chapman & Co.
KCSR Chadron, Neb. • Sold by William H. Finch to E. F. Huse Jr. and K. S. Huse for $40,000 plus $20,000 more for agreement not to compete for five years. Huses are principals in WJAG Norfolk, Neb., and Norfolk News. KCSR is on 1280 kc with 1 kw day.
KDWD (FM) San Diego, Calif. • Sold by Los Tres Diablos Broadcasters to E. Edward Jacobson, owner of store-casting company operating "Tune Time" background music service in Chicago and Los Angeles. Price: $16,000 cash. Will Gunzendorfer & Assoc. handled sale. KDWD broadcasts on 98.1 mc with 3.8 kw.

Two-station quiz
WCCO Minneapolis and KTHS Little Rock will join facilities to offer unique live program Thursday (June 11). Featuring Democratic governors of two states answering questions of listeners. Minnesota Gov. Orville Freeman will be in WCCO studio while Arkansas Gov. Orval Faubus will answer questions from KTHS.

WKFM (FM) sues Pulse
Suit claiming discriminatory practices in conduct of radio surveys and $192,300 in damages filed Friday (June 5) against The Pulse Inc. in Chicago District Court by WKFM (FM) there. Complaint charges audience measurement firm intentionally omitted station's call from published report and thus tended to hamper WKFM's ability to compete for advertising.

Business briefly
Dromedary Co., Div. of National Biscuit Co., N.Y. (Dromedary mixes), engaged in various cheap with daytime tv minutes starting today (June 6) and continuing through July 3. Agency: Ted Bates & Co., N.Y.

WEEK'S HEADLINERS
Dick Shepard, director of radio and television for Rumril Co., Buffalo advertising agency, and in charge of broadcasting activities for Buffalo, Rochester and Utica, N.Y., offices, named general manager of WHAM Rochester, N.Y. He has headquartered in Buffalo since February 1958. Before joining Rumril, he was with WBNR Buffalo's sales department for six years. He entered radio in 1945 with WGR Buffalo. His appointment follows acquisition of WHAM by Genesee Broadcasting Co.
Charles C. (Bud) Barry, president of NTA Television Network, resigns to join Young & Rubicam next month as vp in tv programming and talent, reporting to Peter G. Levathes, vp in charge of radio-tv department. Mr. Barry will have general supervision of programs and production as well as creative program development. Mr. Barry joined NTA Film Network last January after having served as vp in charge of tv at Lowe's (MGM-TV) since April 1956. Ted Cott, vp in charge of NTA's stations, will assume all programming facets of NTA's network, it was reported, with plans progressing on NTA's new program tape service. Anthony V. B. Geohegan, senior vp and chairman of plans board at Y&R, appointed executive vp. Mr. Geohegan has been with agency since 1924, one year after its founding.
From the Very Beginning
These Men Have Been Top Rated*

CARL AKERS
Denver's #1 Newscaster

STARR YELLAND
Denver's #1 Sportscaster

DICK BECKER
Denver's #1 Weatherman

Latest A&B and Nielsen Surveys

KLZ Television
Channel 7

CBS in DENVER

REPRESENTED BY THE KATZ AGENCY

BROADCASTING, June 8, 1959
For the Picture of Pictures...

TAPE IT RCA!
The picture’s the thing... You want your commercials to have the snap, sparkle and punch characteristic of superb pictures. By “taping it RCA” you get live picture quality. All the freshness, all the life-like detail comes back to you on RCA tape — thanks to advanced, built-in, quality-control features of the RCA TV Tape Recorder. Unlike older designs, this newest of TV Tape Recorders makes it easy to get and keep highest quality pictures. Your programs and commercials stand closest scrutiny because they are transcribed “live” from the very first breath. Compatible in every respect, the RCA TV Tape Recorder also has built-in features for superior color rendition that become an added bonus for monochrome. Ask your engineer to explain the picture-plus advantages of RCA’s electronic quadrature adjustment, sync regeneration, four-channel playback equalization, and built-in-test equipment, or see your RCA Representative. For complete particulars write to RCA, Dept. TR-2, Building 15-1, Camden, N.J. In Canada: RCA VICTOR Company Ltd., Montreal.
San Franciscans are sold on KRON-TV

One Minutes Available
GOLDEN GATE PLAYHOUSE
Mon.-Fri. 3-5:15 PM
Easy to Buy
All Plans Apply

SAN FRANCISCO CHRONICLE • NBC AFFILIATE • CHANNEL 4 • PETERS, GRIFFIN, WOODWARD •
June 7, 1959

**DATEBOOK**

A CALENDAR OF MEETINGS AND EVENTS IN BROADCASTING AND RELATED FIELDS

*(Indicates first or revised listing)*

**JUNE**

June 7—North Carolina Assn. of Broadcasters, Morehead Billmore Hotel, Morehead City.

June 7—American Women in Radio & Television, board of directors meeting, Statler Hilton Hotel, Washington.

June 7—Advertising Federation of America, annual convention, Hotel Leamington, Minneapolis.

An advertising "situation report" will feature Jean Wade Rindlauf, BBDO vice president; Fairfax M. Cone, chairman of Foote, Cone & Belding, and Sen. Hubert H. Humphrey (D-Minn.). Public service awards will be presented. Other speakers: David Suskind, executive vice president of Talent Assocs.; Mitch Miller, Columbia Records; James S. Fish, General Mills, presiding at the awards luncheon; John J. Ryan, AFA counsel.

June 8—Panel on spectrum allocations before Communications Subcommittee of House Commerce Committee.

June 9-10—Communications Subcommittee of Senate Commerce Committee hearings on 13 pending bills amending Communications Act.

June 10—Second of two-meeting series, Special NAB TV Public Information Committee, Washington.

June 10—Agency Broadcast Producers Workshop, Chicago Film Lab, Chicago, postponed from May 27. Speakers: Raymond Jones, AFTRA Chicago executive secretary, and Herbert Neuer, legal assistant.

June 11—NAB Freedom of Information Committee, Mayflower Hotel, Washington. Legislative developments relating to Sec. 315 of Communications Act (legal time) and secrecy in government will be considered. A Congressional leader is slated to be guest of committee.

June 12—Pennsylvania AP Broadcasters, Pittsburgh.


June 13—U. of Chicago Communications Dinner, Quadrangles Club, on campus. Louis G. Cowan, CBS-TV president, will speak on "Television and the Arts." Other speakers are Leonard Kent, Needham, Louis & Bronty, and Alec Sutherland, U. of Chicago educational broadcast chief.

June 13—UPI Broadcasters Assn. of Connecticut, Sun Valley Acres, Meriden.

June 13—UPI Broadcasters of Pennsylvania, Penn-Harris Hotel, Harrisburg, Gov. David L. Lawrence, principal speaker.


June 13-14—UPI Broadcasters Assn. of Texas, annual meeting, Hilton Hotel, San Antonio.

June 13-14—Louisiana-Mississippi AP Broadcasters Assn. Jacksonian Motel, Jackson, Miss.

June 14—National Industrial Advertisers Assn., national convention, Fairmont and Mark Hopkins Hotels, San Francisco.


June 15—TV medical symposium, Naval Medical Center, Bethesda, Md., for armed forces and medical schools. On agenda: Color microscopy, medical and dental tv systems; tv cameras; tv distribution; projectors; lighting; recording; tv costs and planning.

June 15-19—NAB Combined Boards of Directors, NAB hdqrs., Washington, Committee meetings and indoctrination of new directors June 15-16; TV Board June 17; Radio Board June 18; joint boards, June 19.

June 15-26—Summer workshop for communications librarians, Syracuse U. School of Journalism and School of Library Science, Syracuse, N.Y.

June 16—FCC panel before House Legislative Oversight Subcommittee.

June 17-19—American Marketing Assn., 42d national conference, Statler Hilton, Cleveland. Topics: Marketing in the 1960s, consumer and industrial marketing research breakthroughs; public utility marketing; defense, chemical, agricultural marketing; federal statistics and the 1960 decennial census; teaching tools; marketing management tools; tv as a selective medium (Leon Arons, vice president, Television Bureau of Advertising); consumer behavior.

June 17-19—Virginia Assn. of Broadcasters, Tides Inn, Irvington.

June 17-20—National Assn. of Television-Radio Farm Directors, Hotel Statler, New York. Farm broadcasters will carry their "sell farm broadcasting" to Madison Avenue.


June 18—Senate Commerce Committee hearings begin on S 1828, which amends Sec. 315 (equal time provision) of the Communications Act.

June 18—Maryland-C. Broadcasters Assn., Stephen Decatur Hotel, Ocean City, Md.

June 18-20—Florida Assn. of Broadcasters convention, DuPont Plaza Hotel, Miami.

June 18-21—Pet Milk's second annual Grand Ole Opry talent contest finals, Dinkler Andrew Jackson Hotel, Nashville, Tenn. Participating in event, now building up at local station level, are WSM that, Keystone Broadcasting System and its affiliates and Gardner Adv. Co., Pet Milk agency. Station managers may compete for...
F.B.I. files hold the fingerprints of individuals. WMAL-TV holds the interest of whole families.

F.B.I. fingerprints aid positive identification. WMAL-TV aids sales in the Greater Washington Area.

No two fingerprints are alike. WMAL-TV provides variety, too, with ABC news, special features and events, as well as local personalities like Del Malkie, Joseph McCaffrey, Morrie Siegel, Jerry Strong.

F.B.I. fingerprint files perform valuable services to the nation, WMAL-TV valuable services to advertisers, with programming which provides sensibly-priced one-minute spots in all time classifications.

Washington Means American Leadership

wmal-tv

Channel 7 Washington, D.C.

An Evening Star Station represented by H-R Television, Inc.
Sure, there are 3 good TV stations in FRESNO.

**KJEO**

10% of the state's television stations are in Fresno. If you'll study the ratings for the area, each has its special claims. Here are some for KJEO-TV:

1. Current ARB ratings show most audience 8 nights out of 7.
2. Current Nielsen quarters hour leadership from noon till sign off over the other UHF station and the VHF station.

Channel 47, No. 1 for the audience and the base cost in Central California.

**KJEO**

J. E. O'Neill — President
Joe Drilling — Vice President
and General Manager
W.O. Etholm — Commercial Manager
See your H-R representative

18 (DATEBOOK)

**Sure, there are 3 good TV stations in FRESNO.**

**KJEO**

10% of the state's television stations are in Fresno. If you'll study the ratings for the area, each has its special claims. Here are some for KJEO-TV:

1. Current ARB ratings show most audience 8 nights out of 7.
2. Current Nielsen quarters hour leadership from noon till sign off over the other UHF station and the VHF station.

Channel 47, No. 1 for the audience and the base cost in Central California.

**KJEO**

J. E. O'Neill — President
Joe Drilling — Vice President
and General Manager
W.O. Etholm — Commercial Manager
See your H-R representative

18 (DATEBOOK)
IN MEMPHIS...

It Takes

AMERICA'S ONLY 50,000 WATT NEGRO RADIO STATION

to Complete the Picture!

40% of the Memphis Market is NEGRO—and you need only one medium to sell it—WDIA!

WITHOUT WDIA... YOU'RE MISSING 40% OF THE MEMPHIS MARKET!

And here's why this is a market you just can't afford to miss:
1. Negroes in the Memphis Market have totaled up yearly earnings of $616,294,100!
2. They spend 80% of this big income on consumer goods!
3. And before they buy, these Negroes listen—to WDIA!

MORE THAN JUST A RADIO STATION... WDIA IS A POWERFUL ADVERTISING FORCE IN MEMPHIS—AMERICA'S 10th LARGEST WHOLESALE MARKET!

That's why, no matter what your advertising budget for the Memphis Market...no matter what other media you're using...a big part of every advertising dollar must go to WDIA! Otherwise, you're literally missing 40% of Memphis!

Let us send you proof of performance in your field!

Egmont Sonderling, President
Bert Ferguson, Exec. Vice-President
Archie S. Grinalds, Jr., Sales Manager

WDIA IS REPRESENTED NATIONALLY BY THE BOLLING COMPANY

WDIA
MEMPHIS' ONLY 50,000 WATT STATION • 1070 KC
TOP RATED BY ALL AUDIENCE SURVEYS FOR TEN YEARS!
Jim Davis as Wes Cameron and Lang Jeffries as Skip Johnson star in "Rescue 8" ...the dramatic...action-packed... human-interest series.
2nd year ahead!!

CUE 8

SENSATIONAL RATINGS! RECORD RENEWALS!
NOW...39 THRILLING NEW HALF HOURS FOR ONE OF TV'S MOST TALKED ABOUT SYNDICATION SUCCESSES!

FOR DETAILS CONTACT:
SCREEN GEMS, INC.
television subsidiary of Columbia Pictures Corp.
NEW YORK • DETROIT • CHICAGO • HOUSTON • HOLLYWOOD • ATLANTA • TORONTO
Interview: Helen Davis

Clinton E. Frank Agency Radio TV Supervisor tells why she selects the WLW TV Stations and WLW Radio for Wilson's Evaporated Milk.

"The Crosley Broadcasting Corporation with its WLW TV Stations and WLW Radio has been a leader in its field for 37 years."

"This outstanding background and experience in technical skills, in showmanship, and in sales cannot be topped in the whole broadcasting industry."

"So the WLW call letters speak for themselves to make any advertiser or agency sit up and listen."

Call your WLW stations representative...you'll be glad you did! The dynamic WLW stations...

WLW-A Television Atlanta
WLW-I Television Indianapolis
WLW-D Television Dayton
WLW-C Television Columbus
WLW-T Television Cincinnati

Crosley Broadcasting Corporation a division of Arco

broadcasting, June 8, 1959
Almost everyone associates Pat Weaver with the spectacular and yet, while Pat was running NBC, all the networks combined programmed less than 50 specials a season. Next season, however, it is estimated that there will be about 200 specials on the networks. What has caused this tremendous increase in the use of specials? And what new problems have come about because of this increase?

In the first place, we must assume that they work. If renewal is an indication of surefire success, then the increase must be real. The du Pont Show of the Month will begin its third season in September. Rexall has increased its number of specials from two to six a year. Philco has stepped into specials, Westclox, starting up "Wonderful Town," and then "Meet Me In St. Louis," will sponsor half of seven 1½-hour shows next season. General Mills is entering the field for the first time. In addition, we have some very definite evidence of sales results which can be traced directly to specials.

Proving by Selling • Specials have proven their ability to sell all kinds of items ranging from low-cost watches and drug products to high-ticket automobiles. And they can sell ideas or corporate image as well. The users of specials include some of the biggest and most analytical buyers of tv, among them General Foods, General Mills, Revlon and P&G.

Specials are actually a most flexible use of television. You can select the mood of your show and, of course, the program itself, the time of year, the time of evening, the cost of the show and the number of shows you buy, whether it be one or ten.

They are within reach of the smallest advertiser, who can be big when he is on tv by buying an important property in the primetime of time. He can have real pride in his television effort. He can squeeze every penny out of his buy by promoting it to the consumer as well as the trade, to say nothing of the merchandising possibilities and hyping effect it can have on his sales force. He can repeat this effort as many times as his budget will allow and use it in combination with other forms of tv or other media. And he can schedule it at his peak selling season, thus making his dollars work at maximum effectiveness.

Popularity brings problems • However, due to the increased interest in specials, they have become much more difficult to put on. A great number of the bigger-name performers have either been tied up exclusively with advertisers or are committed to shows which makes them unavailable for yours.

Likewise, good book properties are becoming more difficult to find, too, having already been done on tv. Others are holding out for higher prices.

Not only does the number of specials make it more difficult to compete for attention program-wise, but, also, the difficulty in clearing time has become almost unbelievable. NBC and CBS are completely sold out on preemptable time. Even the two regular hour periods NBC has set aside for specials, 8:30 p.m. and 9 p.m. Sunday, are almost all spoken for, and ABC is reluctant to preempt before the first of the year.

Besides the scarcity of time, there are many complications which make the selection of time for a special much more difficult than most realize. First, you want a period of high sets-in-use and against competition that is not unusually tough. Particularly, you don't want to be against another special. Then, you must make sure that enough stations can be cleared live, as very few buyers of specials will accept delays. Then if you have an adult dramatic program, you don't want an early time where the dial is controlled by kids, so that eliminates all the 7:30-9 p.m. periods, which narrows the field.

Self-competition hurdle • No advertiser wants to put a special against one of his own regularly scheduled programs or against any one of the parent company's programs which can be numerous in the case of the large buyers, particularly the automotive advertisers who are all over the networks and are big buyers of specials as well. Also, most advertisers have their individual preferences or taboos.

The network does not like preemptions of the same period (they are allowed two preemptions by contract) too close together, nor for that matter does the advertiser like being preempted, and understandably so. In the case of programs sponsored alternately by different advertisers, which has become the norm today, you must make sure to preempt each advertiser only once.

Where hour-and-a-half specials are to be cleared, regularly scheduled hour programming on the networks eliminates many periods. For example, Sunday night next season NBC will have three hour programs back to back, and 1½-hour preemptions between 7 and 10 p.m. can't be considered.

That 'Other Brand' • Of course, the network cannot preempt a period occupied by a competitor and in the case of hour-and-a-half preemptions (involving as many as three half-hour shows) this can be quite a problem, particularly with multi-brand advertisers who are generally protected on their entire line of products, whether they are all advertisers or not.

So you can see that where once all that was necessary was to select any one of many fine specials being offered and to approach the networks for time (all of which were clamoring for this exciting kind of programming), today it is quite different. And while specials have caused tremendous headaches for the networks, agencies, and advertisers, they are probably the best thing that ever happened to the viewer, to say nothing of the advertisers using them successfully.

George Polk b. New York City, attended Hotchkiss School and graduated from Pomfret School and Erskine College 1950. Joined BBDO in 1950 serving first in media research, then as time-buyer and subsequently becoming head timebuyer of the media dept. Moved to radio-tv dept, at the agency as liaison with media in 1954. He later was put in charge of radio-tv programming and planning, being elected a vice president in 1958. Mr. Polk generally is very much involved with tv specials at BBDO, an agency whose clients number among the top group of advertisers sponsoring specials on the networks next season.
If you're a regular customer at this stand, you've seen these monthly progress reports to the trade. They've kept you aware of some of the important changes taking place on the Kansas City communications scene.

The changes began a year ago when National Theatres assumed ownership of WDAF, Kansas City's first radio and television stations. Both were blessed with overwhelming power which assured penetration into every nook and cranny of the fat Heartland territory. We christened the property "Signal Hill", and tackled the job of building a sight and a sound to match that power.

That job affected every phase of our operation. It involved literally thousands of decisions and unshakable determination to deliver an
entirely new product to Kansas City audiences. The payoff for us has been the greatest advertising boom and steadiest audience climb in the stations' 37-year history.

It's been a big year for Heartland listeners and viewers, for our advertisers and for us. But if our first year on Signal Hill was big, wait till you see what follows.

WDAAF RADIO & TV
KANSAS CITY, MO.
A NATIONAL THEATRES STATION

Represented by
HARRINGTON, RICHTER & PARSONS, INC.
HENRY L. CHRISTAL CO., INC.
NBC
From Top-Rated Stations Coast to Coast

the SUCCESSFUL IDEAS that INCREASE AUDIENCE AND PROFITS

Send now for your audition package of Radio Recorders new Audio Air-Check Service. Containing an expanded profile of five of the nation’s most aggressively programmed stations...

... it lets you hear for yourself how easily you can now keep up with the best in radio throughout the year.

This new low-cost service brings you the programming ideas that work... the features major stations are using today to build audiences and increase sales. These are proved ideas you can duplicate with your own staff.

Each Audio Air-Check is completely indexed to give you an accurate profile of the nine different top-flight stations monitored every month. With Radio Recorders Audio Air-Check Service you can keep abreast of each shift in sales strategy, programming gimmicks, ad formats. It’s all yours right while it’s happening... available to you exclusively in your market... at a price you can easily afford.

Hear for yourself. The special Audio Air-Check Audition Package is available now at $15 per copy. If your order for the complete service is received within 20 days, the $15 will be credited to your first quarter’s subscription.

The first order received for the Audition Package from each market reserves the exclusive subscription service for a 10-day examination period. So send your check now.

Here’s the key to ratings and sales... the only complete source of proved broadcasting ideas across the nation. If you want to lead in your market, send right now for the special Audition Package of Audio Air-Check Service.

Every month 36 hours of top-rated programming is recorded from 9 different stations...

... skillfully edited to give you only the outstanding audience-building, sales-producing ideas...

... rushed to you every 10 days on a 12” double-face LP.

SEND THIS COUPON NOW!

... WIRE, WRITE, OR PHONE... for your Special

Audio Air-Check AUDITION PACKAGE
OPEN MIKE

They all like Elgin story
EDITOR:
I can't begin to tell you how pleased we were with the excellent article on Elgin in your May 18 issue (page 48). I was in New York and first saw the article at J. Walter Thompson's office there, where it excited a lot of comment. . .

We would like to obtain 60 copies to distribute to our salesmen. . .

Gordon Howard Advertising Manager Elgin National Watch Co. Elgin, Ill.

[EDITOR'S NOTE: Copies of May 18 issue are encropt.*]

Paint firms' TV budget
EDITOR:
MAY WE HAVE PERMISSION TO REPRODUCE ARTICLE PAGE 35 MAY 11 PAINT FIRMS SPEND $1.6 MILLION IN TV IN OUR DEPARTMENT PAPER AND HOUSE ORGAN WITH PROPER CREDIT.

J. N. COPELAND RUSTOLEUM CORP. EVANSTON, ILL.

[EDITOR'S NOTE: Glad to grant permission.]

Lesson in diplomacy
EDITOR:
Thought you might be interested in the attached letter found one bright morning on the manager's desk with a copy on the program director's desk. . .

Walt Baker
Program Director
WLOF-TV Orlando, Fla.

P.S.: The film editor got his rewind.

* * *

Dear Front Office:
It has just occurred to me that the 16mm film hand rewind in the film room can very easily be modified for attachment to a small but effective martini shaker which I believe could be a great asset to the front office and most of all the sales department, and I would gladly give up this great piece of equipment for such a good cause. This would of course leave the film room without a rewind and could not

BROADCASTING

SUBSCRIPTION PRICES: Annual subscription for 52 weekly issues $7.00. Annual subscription including yearbook Number $11.00. Add $1.00 per year for Canadian and foreign postage. Subscriber's occupation required. Regular issues 35¢ per copy; Yearbook Number $4.00 per copy.

SUBSCRIPTION ORDERS AND ADDRESS CHANGES: Send to BROADCASTING Circulation Dept., 1735 DeSales St., N.W., Washington 6, D.C. On changes, please include both old and new addresses.

BROADCASTING, June 8, 1959
We own 12.9% more Number One quarter-hours than all other Pulse-Rated Stations Combined, including "Miscellaneous." AND our audience is 92% adult.

**WBNS RADIO**
COLUMBUS, OHIO
John Blair & Co., Representatives

In the squared circles of prizefighting, the 8th Marquess of Queensberry gets credit for establishing authoritative standards upon which today's rules of boxing are based. More competitive than anything this 19th Century Englishman ever knew, however, is our business of broadcast advertising. To enter the ring of television or radio, you have to know what you're doing—or else. That's why so many busy people look to **BROADCASTING YEARBOOK** as the authoritative standard for latest facts about these twin media (and keep looking, all year 'round, whenever they need information). The 1959 **BROADCASTING YEARBOOK** soon goes to press, packing a power-punch of data between its covers that will serve the needs of over 16,000 subscribers in broadcast advertising. If you have some facts of your own for them, your message will enjoy a guaranteed gate of profitable attention month after month. There's still time before the first round bell: deadline for proofs, July 1; final deadline, July 15. Call or wire collect to reserve space.

**IT'S BROADCASTING YEARBOOK!**

operate in this condition. This situation could very easily be remedied by purchasing from the Neumado Co. one power rewind model XPD-2 for the small sum of only $125. . . . This rewind will expedite film make up a very great deal and also lengthen the life of my right arm about 10 years. I will be indigently waiting your answer on this matter. Thank you for your splendid cooperation.

Henry E. Johnson
Film Director, WLOF-TV

**Future broadcaster**

**EDITOR:**

A young chap, Reshad Rahman, could use a summer job in broadcasting, preferably along the East Coast. Here are some facts on young Rahman, age 24: He is the son of O. B. Rahman who is the "Jim Hagerty" of the Indian government. . . . Young Rahman has lived in the U.S. for eight years, speaks American well and has had a variety of part-time and summer jobs to help him pay his way through college. He is a junior at the Pennsylvania Military College majoring in engineering.

Rahman needs a summer job and prefers broadcasting which he eventually expects to pursue later in India. . . .

Richard P. Doherty
Tv-Radio Management Corp.
Washington

'Make Believe Ballroom'

**EDITOR:**

. . . Martin Block was not the first disc jockey nor did he originate the title Make Believe Ballroom (EDITORIAL, May 25, page 116).

Both belong to Al Jarvis. I was manager of KFWB Hollywood in 1934 when Al Jarvis came to me with an idea for a show. It was called Make Believe Ballroom. It was then running on another Los Angeles station and Jarvis thought it would do better on KFWB. . . .

After several months on the air we found our salesmen could not sell time on the show, believe it or not, and Jarvis asked me to find someone to put the show on and he would go out and sell it. My production manager, Jack Joy, hired Martin Block for the replacement. Later the two had a misunderstanding and Block left and took the idea and the title to New York.

Jarvis tried many times unsuccessfully to make Block relinquish the title but legally could not do so.

Gerald King
Gross-Krasne Inc.
Hollywood, Calif.

**Keeping in touch**

**EDITOR:**

. . . Both the American and European staff . . . read BROADCASTING avidly to

**BROADCASTING, June 8, 1959**
It's the care we give the "inner tube" that adds the extra hours.

The long-life characteristic of the RCA-892-R is due in no small way to the constant attention we pay to the details of the "inner tube". Manufacturing techniques, for example, have kept pace with the experience we have gained in building broadcast power tubes for a generation. Design refinements have been evolved—through our continued effort to make a good tube even better.

Type 892-R is another typical example of RCA time-proved design that is paying dividends in lower tube cost per hour of operation—and uninterrupted program time for stations everywhere.

For long-term power delivery, always specify RCA Tubes. Your RCA Industrial Tube Distributor handles the entire RCA line.

A All glass seals—microscopically inspected
B Grid and Support Assembly "vacuum-fired" at more than 2000° F to assure maximum freedom from gas
C Sag-proof Filament Supports—to prevent stress on filament strands and to improve life
D Interlocked-Fin Radiator—for improved heat radiation
E Filament material controlled for internal grain structure—assures superior strength
F Entire Tube is "spot-knocked" at tens of thousands of volts to reduce internal leakage
G Stress-free Glass Bulb—individually inspected with polariscope
H Sandblasted Grid Arm—torsion-tested to insure high strength
... Our Dept. of Defense operates an am-fm network of 63 transmitters in Germany and France with a total power in excess of 500 kw, including the key station transmitter here in Frankfurt, Germany, with 150 kw. AFN Europe meets with steadily mounting approval from the American military community that we serve, because of our adherence to frankly "old-fashioned" radio. We have hundreds of thousands of letters from Americans and Europeans alike testifying to the effectiveness of a conservative, balanced program format presenting a varied sound pattern of American life without the shrill frenzy of constantly changing approaches to the nebulous "new"... more importantly we have solid nighttime radio, tight production standards and the best gimmick good radio ever will have: good taste.

Don J. Brewer
U.S. Civilian Program Supervisor
AFN Europe
APO 757 U.S. Army

Don't change fm
EDITOR:
My copy of Broadcasting June 1 just arrived and I spotted the article on Rep. Oren Harris (D-Ark.) [speeches and allocation is scheduled this week]. It was factual and quite wonderful... excellent reporting...

Having just returned from Arkansas to KIDO Boise, and while not on the political scene, the people of Clark County and the town of Arkadelphia are certainly proud of Mr. Harris.

The spectrum study, I'm certain, will be conducted in a very fair manner and impartial viewpoint.

One hope is that the fm band remains right where it is now, without any change whatsoever, in order to give fm the opportunity it needs to become an even greater service.

David Kaye
P. O. Box 503
Arkadelphia, Ark.

Yearbook deadline
EDITOR:
Kindly send questionnaire for the 1959 Broadcasting Yearbook.
Alan Sands
Victor & Richards Inc. Adv.
New York

EDITOR:
Would you please inform us when the deadline is for listing our radio station in your Yearbook?
Rev. William Emerz
WPBH-AM-FM Philipsburg, Pa.

[EDITOR'S NOTE: The Yearbook is now on deadline. Questionnaires should be returned promptly.]
there's been a

big switch

in Portland, Oregon

KPTV, Portland, has switched to the exciting ABC Network—and what a hot new circuit it is for advertisers! Now you get KPTV's top-rated local shows (more premium film packages than any other Portland station) combined with ABC's sensational rating story in the Oregon market*—plus over 60,000 bonus homes from new cable hook-ups and translators throughout Oregon and S.W. Washington. Call your Katz office today!

*Consistently has more shows in the top 15 than any other local station!

Top Network + Top Local + Bonus Viewers = BEST BUY

KPTV channel 12

Oregon's FIRST Television Station

Represented by the Katz Agency, Inc.
NOW! TRUE STORIES OF... The Accused! The

MACDONALD CAREY

stars as HERBERT L. MARIS
Convicted! The Condemned!

ZIV's Powerful New TV Series

"LOCK UP"

Stories of people unjustly accused ... and the one man who brings them their ONLY CHANCE OF HOPE!

ALREADY BOUGHT by leading advertisers and stations in cities large and small — north, east, south and west! ... The Ziv man in your market can tell you if yours is still available. See him now!
What makes Fords move so fast in Washington? "'The Sound of Quality' on WRC Radio represents an essential part of the Washington District Ford Dealers Association's overall marketing program." (signed) Robert L. Lewis, Chairman, Washington District Ford Dealers Advertising Association. The Ford Division of the Ford Motor Company also uses WRC Radio in its advertising campaigns. Here's further proof that, for national and local advertisers, WRC Radio's "Sound of Quality" is the power that accelerates sales in the nation's capital. NBC Leadership Station in Washington, D.C. Sold by NBC Spot Sales. WRC · 980
The FCC last week committed itself to take the low road in television—vhf.
In two significant actions it ordered additional vhf channels into what have been considered markets with a high degree of uhf saturation—Baton Rouge, La., and Columbus, Ga.
The Commission also ordered its staff to work up engineering and rulemaking orders to add at least one vhf channel to each of the 21 biggest markets now having fewer than three vhs.
The order placing a second vhf in Baton Rouge was made public last week. The order adding a second v in Columbus is expected to be issued this week or next.

Tighter Fit • No announcement was made of the FCC instructions to the staff in the attempt to add vhf facilities to the 21 major markets. It was learned, however, that the Commission tentatively was thinking of reducing mileage separations between stations in the crowded eastern half of the U.S. in order to squeeze in extra v's.
The FCC was said to have told its staff it could contract mileage separations in the East by as much as 40 miles, but no more.

Present regulations require not less than 170 mile co-channel separations in what is called Zone I. The Commission said it would accept deviations from this minimum, but set a floor of 130 miles below which it would not go.
The FCC's corollary steps in its move to add vhf channels to intermixed markets took two turns:
• It ordered an extra channel into Baton Rouge, La. This came from Hattiesburg, Miss., and gives Baton Rouge two vhf channels.
• It added another vhf channel to Columbus, Ga., giving that city also two vhf outlets.
To both these moves no deviation from present separation requirements was necessary.
• To be issued concurrently with the Columbus, Ga., order will be a proposal to move ch. 8 from Selma, Ala., to Montgomery, Ala., giving Montgomery two v's.

The Commission's decision to move forward under its interim plan to add vhf channels to top tv markets in order to equalize competitive facilities so that there are at least three vhf outlets in such cities (BROADCASTING, April 27) came at a special meeting last Monday.

Not Unanimous • By a vote of 5-2 (with Comrs. Robert T. Bartley and Robert E. Lee dissenting, it is understood), the Commission told its staff to check out the top 75 markets and add additional vhf frequencies to those cities having fewer than three vhf assignments.

This culling resulted in a list of 21 cities. They are:
- Birmingham, Ala.; Bakersfield and Fresno, Calif.; Jacksonville, Fla.; Louisville, Ky.; Baton Rouge and Shreveport, La.; Flint-Bay City-Saginaw, Grand Rapids-Kalamazoo and Jackson-Lansing-Battle Creek-Parma-Onondaga, Mich.; Binghamton, Rochester, Syracuse, N.Y.; Charlotte and Raleigh-Durham, N.C.; Dayton and Toledo, Ohio; Johnstown-Altoona, Pa.; Providence, R.I.; Wheeling, West Va.-Steubenville (Ohio); Knoxville, Tenn.

The Fresno and Bakersfield situations would not require any changes in the present mileage separations.
In Fresno there are a number of proposals to add vhf channels. Originally the FCC proposed to move ch. 12 (KFRE-TV) out of Fresno, to make it all uhf. Ch. 12 was to go to Santa Barbara, Calif. This has been contested. Meanwhile various proposals were made to add two or three vhf channels to make Fresno and Bakersfield all-vhf markets. One proposal is to add chs. 2, 4, 5 and 7 to Fresno and chs. 8 and 12 to Bakersfield. Before this can be done, however, arrangements must be made with Mexico. The Commission has undertaken to correlate this with Mexico.

An alternative proposal for Fresno is to retain ch. 12 there. This would permit the addition of only two vhf channels to Fresno and would permit the allocation of ch. 8 only to Bakersfield.

Baton Rouge Shuffle • In the Baton Rouge-Hattiesburg deintermixture, the Commission moved ch. 9 from Hattiesburg to Baton Rouge, giving that Louisiana city chs. 2, 9 and four uhf allocations. It left Hattiesburg with ch. 17. Comrs. Bartley and Lee dissented.

Hattiesburg's ch. 9 is being operated by WDAM-TV, controlled by WDSU Broadcasting Corp. (WDSU-AM-FM-TV New Orleans). WDSU also owns ch. 28 WAFB-TV Baton Rouge. When the move is consummated, WDSU said it would move WDAM-TV along with

The cities tagged for at least three v's

Here are the tv markets in which the FCC will try to drop extra channels to give each market a minimum of three vhf stations:

BIRMINGHAM, ALA.
Bakersfield, Calif.
Fresno, Calif.
Jacksonville, Fla.
Louisville, Ky.
Baton Rouge, La.
Shreveport, La.
Flint-Bay City-Saginaw, Mich.
Grand Rapids-Kalamazoo, Mich.

JACKSON-LANSING-BATTLE CREEK-PARMA-ONONDAGA, MICH.
BINGHAMTON, N.Y.
ROCHESTER, N.Y.
SYRACUSE, N.Y.
CHARLOTTE, N.C.
RALEIGH-DURHAM, N.C.
DAYTON, OHIO
TOLEDO, OHIO
JOHNSTOWN-ALTOONA, PA.
PROVIDENCE, R.I.
WHEELING (W. VA.)-STEUBENVILLE (OHIO)
KNOXVILLE, TENN.
ch. 9 from Hattiesburg to Baton Rouge and relinquish its ch. 28 station there. Because WTLM-Baton Rouge objected to the assignment of the new Baton Rouge ch. 9 to WDAM-TV without a hearing (WIBR said that as soon as ch. 9 is allocated to Baton Rouge it would file an application for this frequency), the FCC authorized WDAM-TV to continue operating on ch. 9 in Hattiesburg until it was determined whether a hearing for ch. 9 in Baton Rouge would be required.

The Commission in its report on the Baton Rouge-Hattiesburg order, pointed out that Hattiesburg would not lose a vhf outlet. This is because, the FCC said, ch. 7 WTLT (TV) Laurel has pending an application to move its transmitter site to the present WDAM-TV Hattiesburg site. This would permit WTLT to serve both Laurel and Hattiesburg, it was noted. This would be true even if at WTLT's present transmitter site, it said.

Possible Hyphen • The FCC also pointed out that there is a request to make Houma, La., a part of the Baton Rouge tv market by hyphenating the two cities into a Baton Rouge-Houma market. If this is done, the Commission noted, it would give this hyphenated market three vhf channels. It pointed out, however, that before this was done mileage separation problems between ch. 11 Houma and ch. 11 Meridian, Miss., and ch. 10 Lafayette, La., would have to be solved. The ch. 11 permit in Houma is held by St. Anthony Television Corp.

In its decisional paragraph in the Baton Rouge case, the FCC's viewpoint was expressed in these terms: "After carefully considering all of the comments and reply comments in this proceeding, we are of the opinion that ch. 9 should be shifted from Hattiesburg to Baton Rouge, as petitioner requests. This move would result in the Baton Rouge area becoming a two-vhf station market, and would thus improve the opportunities for effective competition in the area. It is also noted that a vhf station operating at Baton Rouge on ch. 9 would provide service to more than 250,000 persons who do not receive service from the uhf station now operating there (WAFB-TV). Some 16,389 persons would receive their first Grade B service from such an operation, and 66,443 persons would receive their second Grade B service. It also appears that 56,193 persons would receive Grade A service for the first time, and that an additional population, lying immediately to the north of the Grade B contour of a Baton Rouge ch. 9 station operating as proposed, would receive their strongest service from such an operation. . . ."

WDSU filed the original request to make the changes in the Baton Rouge-Hattiesburg area.

Lee Dissent • Comr. Lee in his dissent in the Baton Rouge decision charged that the move was a "blow to uhf broadcasting and to the manufacture of uhf receiving sets." He called it "short-sighted."

After pointing out that uhf receiving set saturation is high in Baton Rouge, Mr. Lee suggested that a better solution would be to delete ch. 2 from Baton Rouge (or reserve it for educational usage). He concluded: "Adding a second vhf channel with little prospect for adding a third—to say nothing of a fourth or fifth, which is entirely feasible in the uhf—denies the city and surrounding areas of televison service for generations to come."

Comr. Bartley did not issue a written dissent. He has opposed interim moves because he feels they may prejudice a permanent solution.

Shift in Columbus • The Columbus, Ga., case will involve dropping in ch. 3 and moving ch. 9 from Dothan, Ala., to Columbus. Ch. 4 will be moved from Columbus to Dothan, Ch. 4 in Columbus is now held by WBRL-TV.

The allocations moves are all in line with the Commission's majority decision last April in which it told the Senate Commerce Committee that the ideal solution to the vhf-uhf problem is an extended uhf television service of 50 channels, including at least the present 12 channels or beginning at ch. 7.

The FCC said then that as an interim measure it believed that an attempt to allocate at least three vhf channels in major markets should be made—even with mileage separations less than required in present rules.

The expansion of the present vhf television bands is now under discussion with the Office of Civilian & Defense Mobilization. The negotiations—which in essence would swap tv's vhf frequencies for some of the military's uhf frequencies—are at a point where a technical study group is at work.

New spectrum witness
One name has been added to the list of participants in the House Communications Subcommittee panel on the radio spectrum today and tomorrow (June 8, 9). Lester Lindow, executive director of the Assn. of Maximum Service Telecasters, will participate on behalf of AMST along with the previously announced Howard Head, according to Rep. Oren Harris (D-Ark.), chairman.

Other participants in the two-day panel, including FCC Chairman John Doerfer and Comr. Robert Bartley, were announced 10 days ago by Rep. Harris (Broadcasting, June 1).
Why Not Play These Across the Board?...

...the following "Best Bets" are favorites with proven assets for every successful TV campaign...

5:30-6:00 P.M. Mon. thru Fri.

"The Life Of Riley"
A Real Thoroughbred! Recently Entered... First Run Off The Network!... Sure to Win!

PARTICIPATIONS AVAILABLE!

6:00-6:30 P.M. Mon. thru Fri.

The One To Beat!
Need We Say More?

"Amos 'N Andy"

PARTICIPATIONS AVAILABLE!

6:30-6:55 P.M. Mon. thru Fri.

Here's A Parlay Worth Noting!
MONDAY—BADGE 714
TUESDAY—SAN FRANCISCO BEAT
WEDNESDAY—MR. DISTRICT ATTORNEY
THURSDAY—BADGE 714
FRIDAY—AFRICAN PATROL

FULL SPONSORSHIP OR PARTICIPATIONS AVAILABLE!

In Maryland Most People Watch

WMAR-TV, channel 2

SUNPAPERS TELEVISION—BALTIMORE 3, MD.
BROADCAST ADVERTISING

FALL TELEVISION LINEUP: PART II

With summer still two weeks away, the tv network fall lineups are virtually firm and indicate an upcoming season of high-budgeted live programs along with a full diet of filmed series.

As compiled only seven weeks ago, the regularly scheduled nighttime network programming on the networks came to an estimated record $5.5 million a week (BROADCASTING, April 20).

The selling season has lost its momentum, not for lack of advertiser demand, but rather because of a fast-fading availability of time slots and program or part-program buys.

Sellout Close • Depending on which way the scorecard on network sales is kept, any one of the three networks could be considered to be on the verge of sellout.

CBS-TV is the closest to SRO, according to information available, it has yet to resolve which of several advertisers will fall into two different hour-long shows, and one half-hour period which has been sold to Oldsmobile but for which the program is not yet set (The Dennis O'Keefe Show has been purchased by Oldsmobile but is not yet firm for CBS-TV).

NBC-TV has 1 and ½ hours to fill with programming and some pieces of other programs still to be lost. The three half-hours to be etched in are Monday at 7:30-8, Thursday at 7:30-8 and at 10:30-11, the latter to be occupied apparently by either Masquerade Party or Dollar a Second. Three new one-hour action shows — Laramie, Bonanza and Riverboat—are being offered to advertisers on a rotation basis with cross-plugging. They're designed for six one-half hours to be purchased by a total of six sponsors. But NBC-TV may drop this plan and sell the time conventionally if the rotation plan is not feasible.

Aside from the 1 and ½ hours not yet programmed and the three hours reserved for possible rotation, NBC-TV has 1 and ½ hours unresolved. These are one-half of Deputy (expected to be picked up by Liggitt & Myers through McCann-Erickson) on Saturday, 9-9:30, of Troubleshooters on Friday, 8-8:30, and of Love and Marriage on Monday, 8-8:30. Also to be settled is Five Fingers, slated for Saturday, 9:30-10:30.

Some Gaps Showing • There are gaps still showing in ABC-TV's lineup which total up to 2 hours not yet firm in programming and another 3 and ½ to resolve with advertisers.

Roughly the unfilled 3 and ½ hours include a half of the hour-long Alaskans on Sunday, a sixth of Bourbon Street Beat and two-thirds of Adventures in Paradise, both one hour and on Monday, two-thirds of the hour-long The Untouchables on Thursday, a half each of the hour-long Disney and the half-hour Black Saddle on Friday, and a third of the half-hour Leave It to Beaver on Saturday. The 2 hours to be programmed: 10:30-11 on Tuesday and Thursday, and 7:30-8 on Wednesday and Thursday. Two programs mentioned for the 10:30-11 periods are Tombstone Territory and Third Man. In the Monday lineup, General Electric sponsorship of Mike Kowac—Man With a Camera through Grey still was considered tentative last week.

Among the high-budget programs set for the fall—not counting the blocks of specials slated for Friday and Sunday nights on NBC-TV and still others to be sold in lineups of the other networks—are these:

Kraft's Music Hall which will be Perry Como's vehicle Wednesdays on NBC-TV; Plymouth's full sponsorship of the Monday Steve Allen Show on NBC-TV; Revlon's 15 CBS-TV shows on Thursdays; Ford Motor's new Tuesday series on NBC-TV; Chevrolet's Sunday Dinah Shore vehicle on NBC-TV; the Playhouse 90 series on CBS-TV on Thursdays; and Colgate-Palmolive's full alternate hour of Ed Sullivan (CBS-TV) on Sundays and Perry Mason (CBS-TV) on Saturdays. This contract alone runs to $12 million in billings in one of tv's largest annual deals (see story below).

For complete network lineup for fall, see pages 40 and 41.

Colgate, CBS-TV in $12 million buy

Colgate-Palmolive Co. has plunked down an estimated $12 million in gross billing for the alternate hour full-sponsorship of two CBS-TV weekend nighttime programs starting in October.

As a result, C-P could lay claim last week to being the "first company to sponsor hour-long shows on a regular basis on both Saturday and Sunday, two of the peak viewing nights of the week."

The programs are The Ed Sullivan Show (Sunday, 8-9 p.m.) and Perry Mason (Saturday, 7:30-8:30 p.m.).

The contract, announced by C-P's Edward H. Little, board chairman and president, and Louis G. Cowan, CBS-TV president, also marks the return of the advertiser to the Sunday night time period it once occupied for several years on NBC-TV with the Colgate Comedy Hour.

Ted Bates & Co., New York, is Colgate's agency on both shows. Alternate sponsor of Ed Sullivan on CBS-TV is Eastman Kodak (through J. Walter Thompson). On Perry Mason the alternate hour will be shared by several advertisers (see network schedule, page 41). C-P's Sullivan entry also marks Ford motor's exit. At least one of its many divisions had been historically a Sullivan sponsor.

American Dairy Assn. looking for tv show

What to sponsor on network tv this fall? That was an unanswered question after a recent Chicago meeting of the American Dairy Assn.'s advertising-merchandising committee.

The organization, which had placed an order for a second Lawrence Welk series this fall, found itself dangling without network tv exposure when plans for the series were dropped. ABC-TV will carry only one Welk program this fall—Lawrence Welk's Dodge Dancing Party, Sat. 9-10 p.m. (BROADCASTING, June 1).

Complicating American Dairy's problems are unusually early fall network buying commitments, the need to identify itself with a proper program format, and a reluctance to associate itself as co-sponsor with a client whose products it may regard as incompatible with its own.

The advertising committee delayed action on network availabilities for the present. While spokesmen indicated earlier that American Dairy might stay out of network tv for at least the first 13 weeks of 1959-60, committee members reportedly favored further program consideration in the next few weeks.
The Chicago salesman who calls on 3,000,000 different homes a week...

EXPENSE ACCOUNT: 28¢-PER-THOUSAND! Difficult for the ordinary drummer. Easy for WMAQ! Any advertiser who buys a full-rotation, morning-afternoon-night, schedule on WMAQ can expect to reach almost 1½ million different homes during an average day—34.6% of all Metropolitan Chicago radio homes. In an average week, his selling messages will be heard in more than 3 million different radio homes—70.6% of those in Greater Chicago. All for as little as 28¢-per-thousand-homes!* Don't knock yourself out beating down the doors in this station's market. WMAQ will be happy to open them for you!

NBC RADIO IN CHICAGO • SOLD BY NBC SPOT SALES

*Chicago Cumulative Pulse Audience, Jan. '59
A FURTHER LOOK AT FALL TV SCHEDULES

That wallet-warming sign, SRO, is about to be posted by tv networks on their 1959-60 nighttime schedules. The accompanying table (latest update of BROADCASTING's April 20 survey) shows programs, production costs, packagers and the few remaining availabilities. Periods unsold to date carry the notation "available." Programs listed as "unassigned" indicate sponsors have been signed, but specific shows or times have not yet been decided upon. Program times and sales information were supplied by the respective networks. Production costs, although not official, were estimated by BROADCASTING on the basis of the best information available from a number of sources. Program times are in terms of current New York time on date of broadcast. Agencies handling accounts are listed in parentheses ( ); production firms are in brackets [ ]; starting dates indicate commencement date of fall cycle for new series. Where no date is shown, starting date is currently undetermined.

<table>
<thead>
<tr>
<th>WEDNESDAY</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ABC-TV</strong></td>
<td><strong>CBS-TV</strong></td>
<td><strong>NBC-TV</strong></td>
</tr>
<tr>
<td><strong>7:30</strong></td>
<td>TBA</td>
<td>The Line-Up Available (CBS) 9/23</td>
</tr>
<tr>
<td><strong>8:00</strong></td>
<td>World of Talent 35,000 Lorillard (L&amp;M) [Irving Mansfield]</td>
<td>Space 50,000 Amer. Tobacco (BBDO) (Ziv) 9/30</td>
</tr>
<tr>
<td><strong>8:30</strong></td>
<td>Ozzi &amp; Harriet 45,000 Eastman Kodak (JWT) Quaker Oats (JWT) [Stage Five Prod.} Continuation 9/30</td>
<td>Hawaiian Eye 30,000 Amr. Chicle (Bates) Carter (Bates) Whitehall (Bates) Rittenie (X&amp;E) [Warner Bros.] 10/7</td>
</tr>
<tr>
<td><strong>9:00</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>9:30</strong></td>
<td></td>
<td>T'Ve Got A Secret 31,500 R. J. Reynolds (Ewy) (Goodson-Todman) Continuation</td>
</tr>
<tr>
<td><strong>10:00</strong></td>
<td>Wed. Night Fights 70,000 Brown &amp; Williamson (Bates) Miles (Wade) (Lester Malitz) Continuation</td>
<td>U.S. Steel Hour 40,000 U.S. Steel (BBDO) (Theatre Guild) alt. with</td>
</tr>
<tr>
<td><strong>10:30</strong></td>
<td></td>
<td>Armstrong Circle Theatre 37,000 Armstrong Cork (BBDO) [Talent Assoc.] Continuation</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>THURSDAY</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ABC-TV</strong></td>
<td><strong>CBS-TV</strong></td>
<td><strong>NBC-TV</strong></td>
</tr>
<tr>
<td><strong>7:30</strong></td>
<td>TBA</td>
<td>To Tell The Truth 35,000 Carter (SSC&amp;B) Toni (North) [Goodson-Todman] Continuation 10/1</td>
</tr>
<tr>
<td><strong>8:00</strong></td>
<td>Donna Reed Show 40,000 Campbell Soups (BBDO) Johnson &amp; Johnson (Y&amp;R) [Screen Gems] 10/1</td>
<td>Goldie 50,000 General Foods (CBS) [Desilu] 10/1</td>
</tr>
<tr>
<td><strong>8:30</strong></td>
<td>The Real McCooys 35,000 P&amp;G (Compton) [Irving Pinnell] Continuation 10/1</td>
<td>Johnny Ringo 35,000 S.C. Johnson &amp; Sons (L&amp;N) (Four Star Prod.) 10/1</td>
</tr>
<tr>
<td><strong>9:00</strong></td>
<td>Fat Boone 30,000 Chevrolet (C-E) [Coca-Monga] Continuation 10/1</td>
<td>Zone Grey Theatre 45,000 S.C. Johnson (B&amp;O) Gen. Foods (B&amp;O) (Four Star Prod.) Continuation</td>
</tr>
<tr>
<td><strong>9:30</strong></td>
<td></td>
<td>The Uncouchables 40,000 L&amp;M (M-E) Two-thirds available (Desilu) 10/15</td>
</tr>
<tr>
<td><strong>10:00</strong></td>
<td></td>
<td>This Is Your Life 32,000 (20 shows) Continuing alt. with</td>
</tr>
<tr>
<td><strong>10:30</strong></td>
<td></td>
<td>Armstrong Cork Theatre 37,000 Armstrong Cork (BBDO) [Talent Assoc.] Continuation 9/30</td>
</tr>
</tbody>
</table>

(BROADCASTING, June 8, 1959)
### MONDAY

<table>
<thead>
<tr>
<th>Time</th>
<th>ABC-TV</th>
<th>CBS-TV</th>
<th>NBC-TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30</td>
<td>Cheyenne</td>
<td>$900,000</td>
<td>American Chicle &lt;br&gt; Tele-O-Tunes</td>
</tr>
<tr>
<td>8:00</td>
<td>Name That Tune</td>
<td>$50,000</td>
<td>Whitehall (Bates) &lt;br&gt; Tele-O-Tunes</td>
</tr>
<tr>
<td></td>
<td>Love and Marriage</td>
<td>$50,000</td>
<td>Noyes &amp; Aiken (Y&amp;R)</td>
</tr>
<tr>
<td>9:00</td>
<td>The Texan</td>
<td>$40,000</td>
<td>Brown &amp; Company (Y&amp;R)</td>
</tr>
<tr>
<td>9:30</td>
<td>Father Knows Best</td>
<td>$40,000</td>
<td>Scott Paper (Y&amp;R)</td>
</tr>
<tr>
<td>10:00</td>
<td>Danny Thomas</td>
<td>$40,000</td>
<td>Gen. Foods (B&amp;B)</td>
</tr>
<tr>
<td>10:30</td>
<td>Mike Koshak</td>
<td>$40,000</td>
<td>GE (Grey)</td>
</tr>
</tbody>
</table>

### TUESDAY

<table>
<thead>
<tr>
<th>Time</th>
<th>ABC-TV</th>
<th>CBS-TV</th>
<th>NBC-TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30</td>
<td>Bronco</td>
<td>$30,000</td>
<td>National Carbon &lt;br&gt; (Y&amp;R)</td>
</tr>
<tr>
<td>8:00</td>
<td>The Launbreakers</td>
<td>$80,000</td>
<td><strong>Unassigned</strong></td>
</tr>
<tr>
<td>9:00</td>
<td>Riddler</td>
<td>$30,000</td>
<td>Gen. Mills (D-P-S)</td>
</tr>
<tr>
<td>9:30</td>
<td>Philip Marlowe</td>
<td>$70,000</td>
<td>Brown &amp; Williamson (B&amp;B)</td>
</tr>
<tr>
<td>10:00</td>
<td>Alcoa Presents</td>
<td>$35,000</td>
<td>Aluminum Co. of Amer. (B&amp;B)</td>
</tr>
<tr>
<td>10:30</td>
<td>T.B.A.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### FRIDAY

<table>
<thead>
<tr>
<th>Time</th>
<th>ABC-TV</th>
<th>CBS-TV</th>
<th>NBC-TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30</td>
<td>W. Disney Presents</td>
<td>$500,000</td>
<td></td>
</tr>
<tr>
<td>8:00</td>
<td>Moon From Black Hawk</td>
<td>$60,000</td>
<td>R.J. Reynolds (B&amp;B)</td>
</tr>
<tr>
<td>9:00</td>
<td>77 Sunset Strip</td>
<td>$30,000</td>
<td>Amer. Chicle (Bates)</td>
</tr>
<tr>
<td>9:30</td>
<td>The Defenders</td>
<td>$50,000</td>
<td>P&amp;G (B&amp;B)</td>
</tr>
<tr>
<td>10:00</td>
<td>Black Saddle</td>
<td>$30,000</td>
<td>L&amp;M (6-E)</td>
</tr>
</tbody>
</table>

### SATURDAY

<table>
<thead>
<tr>
<th>Time</th>
<th>ABC-TV</th>
<th>CBS-TV</th>
<th>NBC-TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30</td>
<td>Perry Mason</td>
<td>$10,000</td>
<td>Colgate-Palmolive &lt;br&gt; (B&amp;B)</td>
</tr>
<tr>
<td>8:00</td>
<td>Leave It To Beaver</td>
<td><strong>Unassigned</strong></td>
<td></td>
</tr>
<tr>
<td>9:00</td>
<td>Leave It To Beaver</td>
<td><strong>Unassigned</strong></td>
<td></td>
</tr>
<tr>
<td>9:30</td>
<td>The M Squad</td>
<td>$40,000</td>
<td>Bulova (M-K)</td>
</tr>
<tr>
<td>10:00</td>
<td>Sports</td>
<td>$50,000</td>
<td>Hammond (C-M)</td>
</tr>
<tr>
<td>10:30</td>
<td>Black Sheep</td>
<td>$30,000</td>
<td>Milton (B&amp;B)</td>
</tr>
</tbody>
</table>
UA WEDS FILMS WITH RADIO

Heavy spot schedules promote new releases

On radio stations in selected areas in the country this week, Frank Sinatra will be heard plugging "A Hole in the Head."

The radio commercials include some which open and close with star Sinatra singing a few bars from two hit tunes, "High Hopes" and "All My Tomorrows," featured in his new motion picture.

On June 25, William Holden, who stars with John Wayne in a Civil War themed motion picture, "The Horse Soldiers," will be at ringside and on network radio at the Floyd Patterson-Ingemar Johansson heavyweight title bout.

These incidents illustrate the extent of radio-orientation in United Artists Corp.'s advertising program for the multi-million-dollar motion pictures it releases.

Deep in Texas • In Texas this month (before the release date of June 18), still another UA picture, "Hound of the Baskervilles," will be the subject of a saturation radio campaign covering the entire state (the picture will be booked in 320 theatres in Texas). In this campaign, radio will be used at a 2 to 1 ratio over newspapers.

On the average, UA's advertising department in New York (which initiates and follows through on the massive advertising program) reports as many as five and as few as two or three feature films released each month for theatrical showing by United Artists. Each gets a full treatment of radio support.

Very little of the money is applied nationally—an exception being the heavy-weight bout coverage probably on ABC. Nearly all of the support is coop money. UA in New York prepares the commercials and sends them to its field men (exploitation people, as they are called in the movie business) and the local theaters buy time on stations.

The timing is what's important. Generally, radio support starts a week before release date. Sometimes, as in the case of "Shake Hands with the Devil," a new motion picture about the Irish rebellion, a teaser campaign will run for three weeks in advance of the play-date.

Summer Is Best • For UA, radio is what comes naturally, particularly in the summer. At this time, radio is used heavier than in other periods of the year on the theory that the motion picture audience is more mobile in the summer and radio moves with it.

The UA advertising department must work well in advance. Already the unit in New York is busily preparing a campaign for a new picture, "Solomon & Sheba," which will not be released until late fall. The radio commercials are prepared in all lengths. For the larger cities, spots seldom are longer than a minute but in smaller markets they run up to 2½ minutes.

In search of the "right" radio audience for its promotions, UA will leave few angles unexplored. Tough talk, for example, is used in Frank Sinatra's talking commercials (lengths include 10, 20, 30, and 60-seconds)—he just let's er rip. For "The Horse Soldiers," UA is appealing to the boxing audience, to people who want action in their entertainment. (UA has paid $100,000 for a package that features network coverage of the heavyweight prizefight, a unique tieup that includes purchase of rights from TelePrompTer).

UA's Range • Bob Hopes' vehicle, "Alias Jesse James," a comedy take-off on westerns, was treated in a light vein. The recorded commercials for that picture included versions of the "Chipmunk Song," of western ballads, on commercials themselves ("a thinking man's western") and on "The Lone Ranger," among many. Some of the spots were spiced up with dialogue taken from the sound track.

The UA radio waves spread rapidly through regions of the country once they begin. "A Hole in the Head," for example, has been running teaser commercials which include a contest (run in conjunction with newspapers), with actual support spreading rapidly. The picture opens in Chicago and Los Angeles June 17, in Washington June 18, in Boston June 25 and by July will be in the New York area.

Television is used occasionally but not to the extent of radio. For tv, telops and "featurettes" are supplied.

But the visual support is minor. For most of the recording, UA reports, Thaddeus Suski productions in New York is used.

UA's concept is simple: Don't stint on stars and names to promote the picture. And, if the voice is not recognized immediately on radio, that's no problem. All that's needed: "This is Frank Sinatra whose got a hole in the head. A hole in the head? Yes, a hole in the head" and on and on ad infinitum.

Ad volume 'drowns' average consumer

The tremendous growth and volume of advertising which is estimated as exposing the average American family to more than 1,500 advertising messages a day, present the major challenge to the advertising profession and to the people in advertising, Nelson Carter, president of Advertising Research Assn. of the West, said Tuesday in an address to a joint meeting of the Los Angeles and Hollywood ad clubs.

To keep from being overcome by this constant bombardment of advertising, the target—the consumer—has built a protective shell. Mr. Carter stated. To crack this shell calls for the utmost advertising skill and creative effort from every advertiser and agency man or woman, he said. Mr. Carter warned against the danger of becoming engulfed in gimmicks, in relying on them for their own sake and forgetting the sole purpose of every ad—to make a sale.

"There are four guide posts in the creation of advertising that adhere to that primary purpose," Mr. Carter said. "They are to make every advertisement clear, concise, consistent and compelling."

He illustrated his point with examples of ads in various media: tv, magazines, newspapers and outdoor, and for various products and services, including the public service campaign to prevent forest fires which his own agency, Foote, Cone & Belding, has produced for the Advertising Council for nearly 20 years.

ARBITRON'S DAILY RANKINGS

Listed below are the highest-ranking television network shows for each day of the week as rated by the multi-city Arbitron instant ratings of American Research Bureau.

Date

Program and Time

Network

Rating

Wed., May 27

Bat Masterson (9:30 p.m.)

NBC-TV

20.9

Thur., May 28

Playhouse 90 (9:30 p.m.)

CBS-TV

20.1

Fri., May 29

77 Sunset Strip (9:30 p.m.)

ABC-TV

20.6

Sat., May 30

Gunsmoke (10 p.m.)

CBS-TV

23.3

Sun., May 31

What's My Line (10:30 p.m.)

CBS-TV

21.5

Mon., June 1

Summer Or Ice (10 p.m.)

NBC-TV

28.9

Tue., June 2

Riflemen (9 p.m.)

ABC-TV

21.9

Wed., June 3

Wagon Train (7:30 p.m.)

NBC-TV

18.0

Copyright 1959 American Research Bureau

BROADCASTING, June 8, 1959
whale oil lamps
to space rockets

How the oil industry helped the United States to become the world's most productive nation!

1859 Colonel Drake discovers oil—and the decline of the great whaling industry is in sight as thousands of lamp users turn from whale oil to kerosene.

1889 The automobile is in its infancy—weak and unpromising. Standard Oil Company is born on June 18, 1889. The following year the company's first research laboratory is opened at Whiting, Indiana.

1903 Two bicycle mechanics named Wright fly an odd-looking machine at Kitty Hawk. Almost 33,000 autos are on the road, but the horse is still supreme. Standard Oil is building a new refinery at Sugar Creek, Missouri.

1911 Almost 640,000 motor vehicles are on the road. Dr. William M. Burton and Dr. Robert R. Humphreys, famous Standard Oil scientists, discover the secret of mass producing gasoline economically. The company becomes independent of all other Standard Oil companies.

1923 The automobile is here to stay. More than 15 million motor vehicles are on the highways. Standard is the first major oil company to sell gasoline containing tetraethyl lead, anti-knock agent.

1940 The greatest demand in history for aviation fuel is near. Standard Oil puts into operation the world's first catalytic reformer, which produces higher octane gasoline than was possible before.

1959 The Space Age is dawning. New fuels and lubricants for rockets and jets come from Standard Oil laboratories to help make space exploration possible and to strengthen America's defenses. Standard Oil marks its 70th anniversary.

Here are some important developments by Standard Oil, a leader and a pioneer in petroleum research.

- How to mass produce gasoline economically. This opened the way to modern automotive transportation.
- How to recover more oil from almost-dry wells. This added billions of barrels to America's oil reserves.
- How to eliminate gasoline gumming. This meant lower repair bills for car owners.
- How to dewax motor oils efficiently. This meant better car performance and fewer trips to the repairman.
- How to make clean burning solid fuels for rockets. This was a big step forward in America's missile program.

These, and many other Standard Oil developments, have played an important part in man's progress from the horse-and-buggy age to the Space Age.
This is **TvAR**

Television Advertising Representatives, Inc.
the exciting new TV rep firm!

**TvAR** *gives you more* *

*... selling more than 24 million people ... more* 
*than $47 billion in buying power through*

- BOSTON...WBZ-TV (NBC)
- BALTIMORE...WJZ-TV (ABC)
- PITTSBURGH...KDKA-TV (CBS)
- CLEVELAND...KYW-TV (NBC)
- SAN FRANCISCO...KPIX (CBS)

stations of the Westinghouse Broadcasting Company, Inc.
Air Express never leaves a bride waiting

This June bride's gown arrives AIR EXPRESS! And she's relaxed. So is Priscilla of Boston—bridal outfitters. They take those last-minute changes in stride. The bride may suddenly order another bridesmaid's dress...but Priscilla never panics. Every day AIR EXPRESS delivers dozens of Priscilla creations on time...right to the store. Cost of this amazing shipping service that assumes all responsibility? A 20-lb. shipment, for example, Boston to Dallas (1565 air-miles) is only $11.90! Other rates similarly low. So whatever you market, it pays to...think FAST...think AIR EXPRESS first!

CALL AIR EXPRESS, DIVISION OF RAILWAY EXPRESS AGENCY • GETS THERE FIRST VIA U. S. SCHEDULED AIRLINES
TvAR gives you more when you go to market

You get the most modern, most complete rep service ever offered for the major TV stations in five of the nation's most important markets!

Call Larry Israel, Jack Mohler, Bob Hoffman (NYC) or any other TvAR Spot Specialist. You'll find they're the best informed men in the business—a big plus for your spot TV planning...the way to get more when you go to market.

**Television Advertising Representatives, Inc.**

representing WBZ-TV Boston... WJZ-TV Baltimore... KDKA-TV Pittsburgh
KYW-TV Cleveland... KPIX San Francisco
AM SPECTACULAR
Chesebrough buys CBS Radio special

Confidence in the radio medium as a sales vehicle will be demonstrated Sept. 20 when Chesebrough-Pond's Inc., New York, sponsors a one-hour CBS Radio network special as the main thrust of its fall advertising campaign to introduce new packaging of its beauty products. Taped in Paris, the program stars Maurice Chevalier, a personality who can be identified with the "glamour image" on which C-P is basing all of its late summer and fall advertising.

Fully aware of the unusual nature of a radio spectacular in an era of tv specials which feature the top entertainers in France, it was reported. Those signed to participate include: Juliette Greco, Line Renaud, Jacqueline Francoise, Sascha Distel and Les Compagnons de la Chanson. Michel Le Grand will conduct a 48-piece orchestra and a chorus. The copy for Chesebrough-Pond's commercials and ads will emphasize the glamour aspects of women and places throughout the world. In-store displays will be centered on almost full-scale Paris kiosks which will be covered with pictures of the stars of the radio show and of the ads used in magazines. At the kiosks, consumers will be able to enter contests to be eligible for winning trips by jet planes to the glamour capitals of the world. Agency for the C-P push is J. Walter Thompson, New York.

Big blast from Sunray

DX Sunray Oil Co. (Boron gasoline) launches its biggest radio-tv ad campaign June 15-July 10 and Aug. 3-28. The oil company will place more than 11,000 spots on 69 stations in its marketing territory in these periods.

New commercials featuring a model ballistic missile with the theme: "missile power your car with DX Boron gasoline" are produced by Potts-Woodbury Inc., Kansas City, and Swift-Chaplin Productions, Hollywood, Calif.

TV station quits NAB over Preparation H

WMTW(TV) Poland Spring, Me., last week resigned from the NAB in protest against the revocation of its television code membership for carrying commercials for Preparation H, a hemorrhoid remedy.

WMTW was one of eight stations whose television code memberships were revoked last April 30 by the NAB Television Board. That board acted on the recommendation of the Television Code Review Board which has banned the Preparation H commercials as objectionable (Broadcasting, April 27, May 4, et seq.).

In a letter to the NAB, John W. (Duke) Guider, president and general manager of WMTW, said last week that the code board cited his station for revocation for only one reason: it was carrying one Preparation H commercial per week in a late Saturday night spot.

"There never has been, and there is not now, any suggestion that in any other respect have we ever conducted our station in anything but the highest ethical manner," Mr. Guider wrote the NAB.

What Board Said • At the time of the television board's revocation action, the board announced the withdrawals of the code's seal of good practice "in response to charges brought by the NAB Television Code Review Board for continued and willful violations of provisions of the code relating to personal products advertising, triple spotting and advertising time standards."

Mr. Guider said that his station had never received any complaints from viewers about the Preparation H commercial.

"It appears to me that the code review board is 100% wrong in the position it has taken on Preparation H," he said. "Unless the advertising of this product has been found offensive by the viewers, as distinguished from the code review board, I do not believe the board is right."

Mr. Guider notified the NAB he was cancelling his membership "effective immediately." Mr. Guider was a partner in the Washington law firm of Hogan & Hartson before assuming direction of WMTW.

BBDO SHUFFLE
Agency reorganizing radio-tv media dept.

BBDO is reorganizing its radio-tv media department in New York. The agency has not yet spelled out the changes but is expected to do so within another two weeks.

Basically the BBDO switch is to a group system of buying by accounts, with each group supervising the media buys for the accounts assigned to it. This is similar to the media organization in use by various other large agencies, notably J. Walter Thompson and Leo Burnett.

The contemplated change became known last week with the promotion of Gertrude Scanlan, veteran BBDO buyer, to a new post of media liaison between the New York headquarters and the agency's 15 regional offices. This promotion was not disclosed publicly.

BBDO did reveal however that it had added nine "experienced buyers" in the past two months to the media department headed by Vice President Fred Barrett. Most recent to join is Michael Donovan, formerly vice president and associate media director at Benton & Bowles. Before he worked with B&B, Mr. Donovan was broadcast media supervisor at McCann-Erickson.

New Faces • The other eight people: Robert Hamilton former media director at C. L. Miller and at Ellington & Co.; Bruce Doll previously with Erwin Wasey, Ruthrauff & Ryan; Stuart Edwards formerly with Lennen & Newell; Conrad Ennis who came from Doherty, Clifford, Steers & Shenfield; Sal Cusimano, formerly with G. M. Basford Co.; Clift Wilmot, formerly with J. Walter Thompson; Sam Landers also from L & N and Ed Kooker from Buchanan & Co. and once associated with ABC and the former DuMont television network.

It is expected that BBDO will set up its account group with executive heads drawn both from the list of recent joiners and from its veteran buying staff.

A spokesman when questioned about the changes said "everybody will benefit."

P&G supplants GM as top advertiser

New sign of the tv times. Procter & Gamble, top tv spender in the land, is the U.S.' No. 1 advertiser. In second place is General Motors Corp. which for many years had had the favored national spot.

The spotlight thrown on P&G's
emergence as the nation's top-spending advertiser by Television Bureau of advertising which last week trotted out these facts:

P&G spent $98,154,000 in seven major media in 1958. GM put in $91,755,000. P&G has 85% of its budget in television, spot and network, with all-time sales and profits in 1958. Total tv expenditures came to $84.4 million—plus (more than $50.6 million in network, more than $33.8 million in spot).

The bureau threw this item in too: P&G was cited as the country's best-managed company by the American Institute of Management in 1957.

What TVB did not say: General Motors traditionally has held down the No. 1 spot in the newspapers' hit parade of national advertisers.

Grant Adv. gets Dart auto account—if?

Grant Adv., Chicago, was reported last week to have acquired an estimated $5 million account for the Dart, a new automobile Chrysler Corp. plans to introduce in September.

The Dart, a compact, standard size auto, has been discussed at length in automotive trade circles, although executives of Chrysler last week refused to say it would produce such a car or confirm or deny that Grant had been named the advertising agency. The agency issued the following statement:

"Any information on the existence of the Dart and the advertising plans on the car, if it exists, have to come from the Chrysler Corp."

It was reported that several agencies had been asked to make presentations for the account. One strong factor in Grant's winning the account is that the agency already handles other Chrysler business—primarily the Dodge account estimated at $16 million.

Media plans could not be determined since no information on the account could be elicited from Grant Adv. Dodge is a heavy spender in television and it is assumed that air media will

---

**TV COMMERCIAL PREVIEW**

Inviting lips in color • When Revlon International, New York, required a commercial to be shown throughout the world (except in the U.S.) on behalf of its 13 new shades of lipstick, officials thought long and hard—and decided upon a one-minute color "spectacular" that cost $15,000 to produce.

The commercial was unveiled in Latin America last Wednesday (June 3) and by June 10, it will have made its debut in 62 countries. The commercial has been dubbed into 14 languages—Danish, Dutch, English, Finnish, Flemish, French, German, Italian, Spanish, Norwegian, Portuguese, Spanish and Thai. It will be shown in theatres in countries where there is no mass tv market.

The production, titled "Colors Unlimited," features dancer Cynthia Scott of television's Your Hit Parade, and 12 high fashion models, who are used to depict the 13 new shades of lipstick. The commercial includes an original musical score by Morris Mamorsky and choreography by Zachary Solow of the Metropolitan Opera.

"This is Color Unlimited by Revlon," a voice proclaims as the models demonstrate each lipstick shade. "A new name for the new look in lipstick. Snow-kissed pastels like 'Honey Vanilla.' Shocking violets like 'Violet Icing.' Tawny shades like 'Orange Float.' So remember . . . for the most exciting inviting lips in the world . . . Color Unlimited . . . by Revlon . . . for you."

The commercial was produced by Robert Lawrence Productions, New York, on direct order from Revlon International (no agency was involved). The director was Jerry Schnitzer of Lawrence Productions and the script was by Sandy Klein, a free-lance writer. Other Lawrence personnel involved in the production were Jean Steinberg, editor; Mel Bourne, art director; Doris Reichbart, production supervisor. Francois of Revlon served as beauty and color consultant.
Fargo is the **SPENDINGEST** city in the U.S.A.

And WDAY gets by far the biggest audience in this 54-county area!

The Consumer Markets pages of “Radio Rates” show that Fargo is the No. 1 city in the U.S.A., for Retail Sales Per Family!

*Also* — the Jan. 19-Feb. 13, 1959 Pulse Area Survey shows that WDAY is *by far* the top station among 37 that compete for audience in our 54-county area.

All this confirms the wisdom of you advertisers who have been choosing WDAY *since 1922*! There just ain’t no station anywhere else in the U.S. that does so much — for so many — for so little! Ask PGW!

**PULSE AREA REPORT (54 COUNTIES)**
**JAN. 19 - FEB. 13, 1959**
**SHARE OF AUDIENCE — IN-HOME & OUT-OF-HOME**

<table>
<thead>
<tr>
<th></th>
<th>6 A.M.-12 N.</th>
<th>12 N.-6 P.M.</th>
<th>6 P.M.-Mid.</th>
</tr>
</thead>
<tbody>
<tr>
<td>WDAY</td>
<td>24</td>
<td>23</td>
<td>24</td>
</tr>
<tr>
<td>STA. B</td>
<td>12</td>
<td>15</td>
<td>16</td>
</tr>
<tr>
<td>STA. C</td>
<td>9</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>STA. D</td>
<td>8</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>STA. E</td>
<td>6</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>STA. F</td>
<td>3</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>32 Others</td>
<td>38</td>
<td>34</td>
<td>33</td>
</tr>
</tbody>
</table>

**WDAY**
**FARGO, N. D.**
**NBC • 5000 WATTS**
**970 KILOCYCLES**

PETERS, GRIFFIN, WOODWARD, INC.,
Exclusive National Representatives
For full information contact

RICHARD CARLTON, Vice-President in Charge of Sales

TRANS-LUX TELEVISION CORP.
625 Madison Avenue, New York 22, N.Y.
Plaza 1-3110

1314 So. Wabash Avenue
Chicago 5, Illinois
WEBster 9-0628

1966 So. Vermont Avenue
Los Angeles 7, California
REpublic 1-2309
An astonishing statement by a HOT cat!

"I have just learned that in the first sixty days since they let this cat out of the bag—a cool million and a half is on the line—thanks to some mighty far-sighted gents at Westinghouse, Metropolitan, Triangle, Transcontinent and a number of stations coast-to-coast.

"While this is an unprecedented state of affairs for a cartoon series—I would like to point out that I was the HOTTEST of HOT CATS long before Liz played Maggie—so it is no surprise to me that everyone is doing catnips over the new films.

"Of course, they’re great—the best ever created for TV, that’s for sure! But don’t take my word for it—I’m inclined to be modest. Get some audition prints from Trans-Lux.

"You’ll buy. They all do!"

—Felix, The Cat
receive a substantial portion of the Dart account.

Trade reports indicate that the Dart will be smaller than the Dodge but larger than Chrysler's new economy car, the Valiant. It will be sold by Dodge dealers.

McCann's Buick shift

New lineup in McCann-Erickson's Detroit account group handling Buick Div. of General Motors Corp. divides print and broadcast. R. Thomas Brogan, who joined the agency in 1954 and at one time was on Chrysler in New York when that account was at M-E, and who has been handling both print and broadcast on Buick in Detroit, will now handle print only. Charles P. Flynn, TV and radio account executive, assigned from New York to the Detroit office. Myron C. McDonald is the McCann-Erickson vice president and Buick account service group head in Detroit.

NBC-TV rotating buys

To give evening advertisers greater reach and audience stability next season, NBC-TV last week announced a new sponsorship pattern involving three programs: Riverboat (Sun. 7-8 p.m.), Laramie (Tues. 7:30-8:30 p.m.) and Bonanza (Sat. 7:30-8:30 p.m.). All may be bought on a rotation basis in which the advertiser's half-hour moves from program to program over the weeks. The minimum purchase is six half-hours, all to be scheduled in the last four months of 1959. (Also see fall network story, page 38.)

According to the network, the pattern has the merit of diversification safety—and a better chance to be with a big rating winner—and also gets the advertiser into more homes sooner. Normal half-hour time and program costs are applicable, less any discounts earned by the advertiser, it was reported.

Business briefly

Time Sales

- American Tobacco Co., N.Y., has bought Ziv Television's new half-hour adventure series Lock-up, in 60 markets on an alternate week basis. Agency is BBDO, N.Y. Ziv TV reports that the series now has been sold in a total of 112 markets.

- Bell System, N.Y., will sponsor 12 musical specials during 1959-60 season over NBC-TV, starting Oct. 9, with 11 programs scheduled on alternate Fridays (8:30-9:30 p.m.) and the other tentatively scheduled for Easter Sunday evening. Agency: N.W. Ayer & Son, Philadelphia.

- The Rextall Drug Co., L.A., on Aug. 16 will sponsor the summer's only re-ported network TV special, a dramatization of the O. Henry short story classic "The Ransom of Red Chief." NBC-TV will present the Rextall TV special from 10 to 11 p.m. EDT, the network reported last week. William Bendix has been cast for one of the three principal roles in the hilarious account of the kidnapping of a red-haired 10-year-old boy who dubs himself "Red Chief." The show is a Talent Associates production, with David Susskind as executive producer. BBDO is Rextall's agency.

- Pharmaceuticals Inc., N.Y., has signed for full sponsorship of It Could Be You (NBC-TV Sat., 10:30-11 p.m.), starting in September; alternate-week sponsorship Groucho Marx—You Bet Your Life (NBC-TV Thurs., 10-10:30 p.m.), starting in the fall, and has renewed The Arthur Murray Party for the summer, starting June 29 (NBC-TV Mon., 10-11 p.m.). Agency: Parkson Adv., N.Y.

- CBS Radio reported the following new business last week, totaling $1.5 million: Chevrolet Div. of General Motors, Detroit, renewed 12 five-minute newscasts each weekend, with CBS newsmen Robert Trout, for 52 weeks effective June 27. Campbell-Ewald, Detroit, is agency. Ex-Lax Inc., through Warwick & Legler, N.Y., purchases 11 weekly units of daytime dramatic series for 47 weeks, beginning June 15. Telly Tea Co. bought five 5-minute units per week for 52 weeks, starting May 18, via Ogilvy, Benson & Mather, N.Y. Oldsmobile Div. of General Motors, Lansing, ordered the Monday-Friday Doug Edwards Business News for 13 weeks starting June 1, through D.P. Brother & Co., Detroit. Hastings Mfg., for Casite, bought five program segments each week for 13 weeks starting June 14, through Keeling & Co., Indianapolis. Hudson Vitamin Products Corp. contracted for five program segments during the week of June 4 through Pace Adv. Agency Inc., N.Y.

- The Toni Co., Chicago, and Philip Morris, N.Y., will co-sponsor next season's Loretta Young Show on NBC-TV (Sun. 10:10-10:30 p.m.). The signings were announced by Walter D. Scott, executive vice president of NBC-TV. Agency for Toni is North Adv. Inc., Chicago, and Leo Burnett Co., N.Y., for Philip Morris' Marlboro cigarettes.

- D.B. Lewis Food Co., L.A. (Pet Food), has signed to sponsor Dan Smoot Reports over 38 of Mutual's 40 Pacific Div. radio stations, starting June 21 (Sun., 6:45-7 p.m.). Agency: Rockett-Lauritzen Adv., L.A.

- A.S.R. Products Corp., (razor blades, other cutlery, etc.), N.Y., will sponsor NBC-TV hour-long, prime evening time program about St. Lawrence Seaway (Fri., June 26, 8-9 p.m.). Agency: Kenyon & Eckhardt, N.Y.

- NBC-TV has confirmed sponsorship for next season of eight Art Carney specials by General Motors' AC Spark Plug and United Motors Service Divs. Four are to be hour-long variety shows appearing the first Friday in October, December, March and May at 8:30-9:30 p.m. The others are 90-minute dramatic presentations, one at an undetermined date in November, the rest 8:30-10 p.m. on the first Friday in January, February and April. Agencies are BBDO, for AC Spark Plug and Campbell-Ewald for United Motors, both Detroit.

- The Kellogg Co., Battle Creek, Mich., will sponsor Dennis the Menace (CBS-TV Fri. 8:30-9 p.m.). Based on the Hank Ketcham cartoon character, the new comedy series has its debut Oct. 2. Agency: Leo Burnett, Chicago.

- The American Tobacco Co., N.Y., through BBDO will sponsor a new CBS-TV science fiction series, Space (Wed. 8:30-9 p.m.) beginning Sept. 2. It stars William Lundigan as an Air Force spaceship pilot. The series is produced for Ziv Television Programs by Lewis Rachmili, a longtime student of rocketry and space technology.

- Kleen King Home Products Co., through Charles A. Mottl Inc., Beverly Hills, Calif., has started a six-station spot radio drive in Southern California for its metal cleaners, using KCQB San Diego, KPRO Riverside, KRNO San Bernardino, KIGIN San Fernando, KPOL Los Angeles and KFOX Long Beach.

- AMF Pinspotters Inc., division of American Machine & Foundry Co., N.Y., on June 28 is sponsoring a live, hour-long musical special on ABC-TV featuring Dick Clark. Known as "The Record Years", the show (9:30-10:30 p.m.) will have guest stars with golden records (million or more sold) to their credit over the past decade. AMF is supplementing this summer bowling promotion with six one-minute participations on Dick Clark's daily American Bandstand over ABC-TV beginning June 30. Agency: Cunningham & Walsh.

- The Kellogg Co., Battle Creek, Mich., will be an alternate-week sponsor of The Deputy (NBC-TV Sat. 9:30-10 p.m.). The new western, starring Henry Fonda, has its start next fall. It was created by Roland Kibbee and Norman Lear. Michael Kraike will produce the series, with filming done by Revue Productions, Hollywood. Kellogg Agency: Leo Burnett, Chicago.

BROADCASTING, June 8, 1959
For outstanding television journalism:

Atlanta’s WSB-TV Scores
Clean Sweep in AP News Awards

General news, editorials and news features were the categories in which WSB-TV received top ratings in the Georgia Associated Press broadcasters competition. Five WSB-TV news staffers were given individual recognition. This was a clean-sweep of all awards made in the television journalism field.

The excellence of WSB-TV’s local news service contributes greatly to this station’s dominant position with Georgia viewers. Certainly your advertising in Atlanta belongs on WSB-TV.
FM MEETING: CIRCLE OF CONFUSION

Fm broadcasters tell each other troubles at 2-day session

Fm broadcasting, mid-1959 model, is all mixed up.

The problems of this broadcast band and its related musical services are involved in court delays, federal bureaucracy, legal sparring, engineering hassles, stereo, overlapping taxes, agency indifference, shortage of sponsors and internal feuding.

A review of this confusion marked a two-day fm multiplexing seminar held Thursday-Friday (June 4-5) under the auspices of WGH-FM Newport News, Va. Meetings were held at the Hotel Chamberlin, Old Point Comfort, Va.

With all its troubles, fm's circulation, service and popularity are at an all time peak.

Fm's basic money problems were ascribed by several speakers to the fact that agencies either don't understand or completely misunderstand fm's coverage, quality and circulation. These benefits are not appreciated despite what was called an unprecedented demand for new fm station permits in the last year. (See timebuying story this page).

The Virginia meeting drew an attendance of more than 125 broadcasters. It had been billed in advance as a joint multiplex seminar and meeting of the new National Assn. of FM Broadcasters, formed last March prior to the NAB convention at Chicago.

This advance billing was mixed up, too, according to Larry Gordon, WBUF (FM) Buffalo, president of NAFMB. The name was recently approved by the membership of the association, replacing the tentative name FM Assn. of Broadcasters which in turn was successor to FM Development Assn. The last-named was formed several years ago to fight an increase in fees demanded by ASCAP.

Mr. Gordon said he was appearing on his own behalf and that no NAFMB meeting had been formally scheduled by the association. He offered to consult with any seminar delegates interested in discussing fm problems of NAFMB's activities.

Those engaged in fm broadcasting and multiplex services disagree on which service is the dog and which is the tail. They are divided into four groups—those who want to sell sideband music and utility services; those who simplex and want no part of multiplexing; those who just want to operate fm broadcasting stations, and/or those who sell transmitting and receiving apparatus.

The discussions of multiplexing's problems moved Mr. Gordon to observe, "Remember, you must have an fm broadcasting service first. The special services such as background music and storecasting are secondary though important and often profitable. This meeting is half engineers and manufacturers. We want emphasis on fm."

Confusion reached a peak when a "beware" notice was circulated around the meeting. It urged that big equipment and set manufacturers may destroy multiplexed station services by setting standards for stereo (see below). The point made was that multiplexed stereo would lead to wide sale of multiplex adapters to the public, making it easy to pirate background music services. The adapters would be added to normal fm receivers.

Seymour Krieger, Washington attorney, reviewed the tax situation, explaining that an unfortunate inquiry by a station had led Internal Revenue Service to apply an 8% wire service tax to radio music transmission services. The IRS instructed collectors to collect the tax, holding that a tax on wire services applied to radio transmissions of background music because there were some wires in the radio equipment and transmitter connections.

This tax has been appealed by WGH-FM. The government has threatened to levy the tax directly on music subscribers, Mr. Krieger said, adding, "I don't know of a better way to destroy business than for the government to visit each one of your customers to collect a tax."

But there's another tax lurking in the background, he added, a 10% wire mileage tax passed in 1958. If the 8% case is won, you may have to pay to the 10% tax instead, he said.

Finally, he noted, the city of Norfolk and State of Virginia are each contemplanting the revenue potential of taxes on background music services.

Sigmund Timberg, Washington attorney, charted the history of the campaign to get lower ASCAP rates. Originally ASCAP asked for a big boost in background rates, he said, calling it "a complicated pay formula that would take several Philadelphia lawyers a generation to apply." He said a final agreement is near, with a new and much lower rate scale based on $20 annual minimum for entertainment places and $26 for bars, restaurants and other places, with alternate percentage bases.

Broadcast Music Inc. fees, with a $5 annual minimum, are no problem, he said, and SESAC is not important to background music "because it is mostly foreign selections and gospel music."

Douglas Anello, NAB chief attorney, cited multiplexing history, starting with the 1955 order requiring eventual shift of all background radio service from simplex to multiplex. He said FCC has granted Electronic Industries Assn. a six-month extension to file comments on stereo standards pending a depth study of stereo engineering systems and equipment.

At present 140 stations are multiplexing background music with 15 still using simplex. FCC has asked the U.S. Supreme Court to review an appellate court ruling that held simplex transmissions of fm music are broadcast rather than private communication services.

Mr. Gordon said NAFMB wants everyone interested in fm to join NAFMB.

"Unless we have organized action fm can go down the hatch," he said, recalling the ASCAP negotiations. He said NAFMB should include broadcasters, background music interests, storecasters, manufacturers, publishers—"Everyone interested in fm."

The "beware" notice was circulated by Gardiner Greene, of Browning Labs., multiplex equipment manufacturer. He charged that large set and hi-fi components manufacturers would have the entire multiplex spectrum, or part of it, become a broadcast service instead of non-broadcast. If this happens," he said, "multiplex may fall into the hands of sponsors (national advertisers), and you know what help they have been to fm during the last many years."

Fm void created by agencies and stations

The fm broadcast medium has one main trouble—hardly anyone is trying to sell it.

This conclusion was drawn from a national survey among members of Affiliated Advertising Agencies Network. It was conducted by Ed Acree, partner in Cargill, Wilson & Acree.
... and when he owns 200 “horses” will he still buy your gasoline? Chances are “yes,” if you are a WKY-TV advertiser. Today's—and tomorrow's customers are sold on WKY-TV. In fact, 70% of Oklahoma's gasoline sales are made in the WKY-TV coverage area.
Network tv billing in 9.2% climb

The continuing climb of network TV gross billing brought in 9.2% more in time charges in April over the mark reached for the month a year ago.

The networks grossed more than $52 million last April compared to over $47.6 million in April 1958. For the January-April period the total billing came to $208.5 million plus, or 9% above the same months of last year.

Each of the networks scored gains for both the April and January-April periods; CBS-TV and NBC-TV both chalked up increases at about the same rates in April and for the four months. ABC-TV strode ahead with a 16.6% pickup in April and 18.7% in the four-month period.

The compilation by Leading National Advertisers and Broadcast Advertisers reports was reported today (June 8) by Television Bureau of Advertising.

The full report:

<table>
<thead>
<tr>
<th>Network TV Gross Time Billings</th>
<th>April</th>
<th>January-April</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1958</td>
<td>1959 %</td>
</tr>
<tr>
<td>ABC</td>
<td>$8,739,456</td>
<td>$10,193,663</td>
</tr>
<tr>
<td>CBS</td>
<td>20,628,511</td>
<td>22,093,785</td>
</tr>
<tr>
<td>NBC</td>
<td>328,379</td>
<td>393,172</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$47,651,346</td>
<td>$52,040,620</td>
</tr>
</tbody>
</table>

Month by Month—1959

ABC

<table>
<thead>
<tr>
<th></th>
<th>January</th>
<th>February</th>
<th>March</th>
<th>April</th>
</tr>
</thead>
<tbody>
<tr>
<td>CBS</td>
<td>$10,647,078</td>
<td>$22,129,248</td>
<td>$19,299,853</td>
<td>$21,434,179</td>
</tr>
<tr>
<td>NBC</td>
<td>10,024,460</td>
<td>20,206,220</td>
<td>18,053,826</td>
<td>19,753,172</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$20,671,538</td>
<td>$42,335,468</td>
<td>$37,353,679</td>
<td>$41,187,351</td>
</tr>
</tbody>
</table>

Gross Time Costs Only

Richmond, Va. The results were reviewed at the FM Multiplexing Seminar held June 4-5 at Old Point Comfort, Va. (see main story this page).

"We operate in an fm void," Mr. Acree said Friday at a panel session.

The survey revealed that only nine of the 35 agencies returning questionnaires were using fm for clients; 26 aren't using fm.

Asked what would make fm more valuable to their clients, seven agencies said more spots were needed in their markets; 12 needed more station promotion and more program information. One objected to the practice of charging listeners for station program logs; six thought programs needed improvement; ten desired audience studies.

"Some agencies reported they had never contacted by fm stations," Mr. Acree said. "I have been at Car-gill, Wilson & Acree four years and have been approached only once; one fm station for one client. We need a steady flow of information of the type other media provide.

High Potential • "Fm has a terrific potential for a quality audience. It should provide availability, success stories and sets-in-use information similar to the Pulse survey in San Diego. Fm should sell test schedules, with mail-in and similar devices to show audience response."

The survey covered large and small cities in all parts of the country. Car-gill, Wilson & Acree places business nationally, principally in the Northeast and Southeast.

Many agencies don't understand fm broadcasting, Esther Rauch, midwest sales development director of John Blair & Co., agreed, quoting from an agency's presentation to a client that defined fm as "classical music without commercials."

Miss Rauch told fm broadcasters they must create an fm demand by the public. "We have a media child 19 years old that hasn't learned how to walk" she said. Emphasizing the quality of fm transmission, she said, "sound is worth a thousand pictures."

The Blair firm has 15 radio stations broadcasting am-fm stereo, she said, adding, "stereo will bring radio back to the living room." She added, "Radio lost more listeners to hi-fi than to television."

Nafi buys KPTV (TV) in $3.75 million deal

Sale of KPTV (TV) Portland, Ore., by George Haggarty to Nafi Corp. for $3,750,000 was announced last week jointly by Mr. Haggarty and Kenyon Brown, broadcast industry executive, who handled the negotiations for Nafi. Transfer is subject to FCC approval.

It also was announced that Mr. Brown has been appointed head of the newly-formed broadcast division of Nafi. Mr. Brown continues as president of KCP (TV) Los Angeles, which he owns jointly with Bing Crosse., by, George L. Coleman and Joseph A. Thomas.

Nafi (pronounced naf-fee) Corp., whose principal offices are in Oakland, Calif., was formerly National Automotive Fibers Inc., the name adopted in 1928 when the company's only business was the manufacture of automotive interior trims. Today, Nafi also produces foam rubber and wool and synthetic carpeting and is embarking on a program of diversification.

The company's annual report for 1958 shows that Nafi suffered a net loss of $382,951, compared to a profit of $1,018,052 in 1957. Gross revenues fell from $47,375,065 in 1957 to $21,555,243 in 1958 as a result of the sharp drop in automotive production and sales last year.

The Nafi balance sheet as of Dec. 31, 1958 shows total assets of $25,931,642, including nearly $6 million in cash and negotiable securities plus another $5 million set aside for "the acquisition of other companies and diversification."

The Nafi annual report shows 108,105 shares of stock in the company treasury valued at $23,481,231, a book value per share considerably in excess of the market quotation of 171/2 closing price on the New York Exchange last Tuesday (June 2).

Board chairman of Nafi is Paul V. Shields, head of the Wall St. firm of Shields & Co. and, incidentally, Gary Cooper's father-in-law. John G. Banister is the firm's president and KCP principal Coleman is a director.

Mr. Haggarty bought what was then ch. 27 KPTV from Storer Broadcasting Co. in 1957, paying $18.9 million. He also, in the same year, bought ch. 12 KLOR-TV Portland from Henry A. White and associates for $1.8 million, changing KPTV to the vhf channel and dropping KLOR-TV.

ABC plans $65 million facilities expansion

ABC will spend $65 million "in the next few years" in expanded facilities in New York and Hollywood as well as in other cities in which the network owns and operates stations.

So said Leonard H. Goldenson, ABP president, last Thursday in dedicating the new $4 million facilities of WXYZ-AM-FM-TV in Detroit.

Mr. Goldenson told Broadcasting that the additional funds will be spent, probably in the next five years, in expanding existing headquarters in New York where adjacent property has been purchased. Two new color tv studios will be included for live production. In Los Angeles, another $1 million similarly will be spent in expanding considerably the network's present lot—the old Vita-graph movie lot.

BROADCASTING, June 8, 1959
McClatchy's Reno station, KOH, covers one of the nation's most diversified recreational areas. Superb hunting and fishing begin practically at the city limits. Water sports? Lake Tahoe is just one of the nearby lakes. Winter sports? The 1960 Winter Olympic site, Squaw Valley, is just one of the excellent areas nearby. All these attract and hold people with a surprisingly large amount of money to spend. And you can sell them on Beeline radio.

Purchased as a group, Beeline stations give you more radio homes at a lower cost per thousand than any combination of competitive stations... lower by far. (SR&D and Nielsen)
Crowell-Collier plans full am-tv quota; believes broadcasting 'healthy' business

With its policy of maintaining top management and top personnel at its stations, Crowell-Collier is interested only in stations in major markets, Mr. Cole said. The company has no negotiations for any tv property as yet, he reported, but he predicted that it will be in television by the time it has its full quota of seven am stations. He passed a question about f.m. on to Mr. Purcell, who said that C-C might get into this field of broadcasting if it develops a favorable economic atmosphere.

Contemporary Listening • The "contemporary programming" policy inaugurated at KFWB will be instituted at the other C-C stations, Mr. Cole said. It goes into effect today (June 8) at KEWB San Francisco, which also assumes these call letters today and drops the KLX call by which it was formerly known. "Contemporary programming" was defined as "local programming," in tune with the public taste and serving the public interest of the community served by the station. None of the three C-C stations is a network affiliate, Mr. Purcell said, commenting that future acquisitions will probably also be non-affiliated, unless some network adopts a program policy in line with that of Crowell-Collier.

The "WB" call change was made to San Francisco principally because KFWB has found the "B" so effective for use in station on-the-air promotion and to enable KEWB to make use of the same jingles that have worked so well for the Los Angeles station, Mr. Purcell said. He noted that "W" is the only three-syllable letter in the alphabet. Whether the letters, which once stood for Warner Brothers, original owner of the station, will also be used in Minneapolis-St. Paul has not been decided, he said.

On Tuesday, Mr. Cole addressed a news breakfast in San Francisco and at noon was guest of honor at a luncheon for civic and business leaders hosted by William Knowland, former U.S. senator from California and owner of KLX until its sale to Crowell-Collier earlier this year.

McGannon says WBC network label wrong

Donald McGannon, Westinghouse Broadcasting Co. president, last week took issue with a remark by Matthew J. Culligan, NBC executive vice president in charge of radio, that Westinghouse was now a network.

Mr. Culligan had said, in a speech to the second annual disc jockey convention, that Westinghouse in effect "is

3 STATIONS IN BAG; 9 TO GO

Crowell-Collier Publishing Co., which last week acquired its third radio station, WISK Minneapolis-St. Paul, for $750,000, subject to FCC approval (see story, page 76), plans to expand in the broadcast field until it has its full quota of seven am and five vhf television stations, Wilton D. Cole, C-C board chairman, said Wednesday (June 3).

Speaking at a news conference in Hollywood, Mr. Cole reported that KFWB Los Angeles, which the publishing firm bought in 1956 for $2.2 million, grossed $1.7 million last year and is expected to gross more than $2 million in 1959. He did not reveal the station's net profit at the insistence of Robert M. Purcell, director of the broadcast division of Crowell-Collier, who counselled that "as long as there are union problems, profit figures should be consolidated." Mr. Cole said he feels the company's stockholders are entitled to get full information about each division of the business, but he bowed to Mr. Purcell's desire. (The C-C annual report for 1958 was also in accord with Mr. Purcell, showing a consolidated net income of $4,320,729 for the year, but not giving a detailed breakdown of that amount by divisions of the company.)

At the first of the year, Mr. Cole said, Crowell-Collier had a tax loss carry-forward of $10 million. Most of all of this sum will go for the purchase of broadcast properties, he stated.

There are three principal reasons for the publishing firm's planned expansion of its broadcast operations, Mr. Cole said. "We have the primary requirement for expansion in any field, a highly competent management team under Mr. Purcell," he said, noting that KFWB has moved from fourth to first place in share of audience among the more than 20 radio stations serving the Los Angeles area (34% according to Hooper) and estimated that this means KFWB has a larger audience than any other station in the country.

Broadcasting Monopoly? • Second reason for broadcast expansion is that broadcasting stations in a particular market have a virtual monopoly, with no more stations permitted to come into the market because of a lack of frequencies, so that the supply of broadcasting time in the market is fixed. But, with a growing population and an expanding economy, the demand for time by advertisers is bound to grow, the combination of a fixed supply and a growing demand will inevitably result in increased prices for time, he stated.

Third, Mr. Cole said, station operating costs are for the most part constant. After a station recovers its fixed operating costs, increased sales bring increased operating profits. "Thus," he concluded, "with competent management and in an industry of growing demand and fixed supply, and with increasing sales, after fixed costs, funneling directly into operating profits, this industry, in our opinion, is a healthy one to be in."

McGannon says WBC network label wrong

Donald McGannon, Westinghouse Broadcasting Co. president, last week took issue with a remark by Matthew J. Culligan, NBC executive vice president in charge of radio, that Westinghouse was now a network.

Mr. Culligan had said, in a speech to the second annual disc jockey convention, that Westinghouse in effect "is
Q: Which of the following words describes each of these radio stations: Modern? Old-fashioned?

A: Four out of five Washington, D.C. area residents polled by PULSE found WWDC modern—a greater percentage than any other radio station. Less than one in twenty figured us for fuddy-duddies. And just as significantly, we received fewest “don’t know” votes. Proof that Washington does know a “live wire” when it hears one. Let us cut you in on the current!

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Modern</td>
<td>79.3</td>
<td>77.0</td>
<td>31.8</td>
<td>37.1</td>
<td>24.8</td>
<td>30.8</td>
<td>59.6</td>
<td>72.7</td>
</tr>
<tr>
<td>Old-fashioned</td>
<td>4.6</td>
<td>1.7</td>
<td>5.1</td>
<td>10.0</td>
<td>6.6</td>
<td>2.8</td>
<td>8.7</td>
<td>5.8</td>
</tr>
<tr>
<td>Don’t Know</td>
<td>16.1</td>
<td>21.3</td>
<td>63.1</td>
<td>52.9</td>
<td>68.6</td>
<td>66.4</td>
<td>31.7</td>
<td>21.5</td>
</tr>
</tbody>
</table>

All figures indicate percentages.

Radio Washington

WWDC

REPRESENTED NATIONALLY BY JOHN BLAIR & CO.
WCKY IS CINCINNATI'S NUMBER 1 NEWS STATION
a small radio network and its stations are really affiliates of this small network" (Broadcasting, June 1).

In a letter to Mr. Culligan made public last week, Mr. McGannon asserted that all Western stations enjoy programming autonomy. The company’s headquarters operations in news and special programs are designed to supplement the programming of individual stations.

"Obviously," said Mr. McGannon, "the WBC radio stations are independent!"

Harvard management development seminar

Sixty broadcasters at the ownership-management level will go to school for two weeks starting July 5-17, enrolling as students in the first broadcast management development seminar at the Harvard Graduate School of Business Administration. All industry categories will be represented, covering four market sizes.

The course was developed under direction of Charles H. Tower, NAB economics-broadcast personnel manager. Students will live on the campus, paying $525 for tuition, room, board and teaching materials. The case system of teaching will be used, with no final examinations, grading or flunking.

Dr. Sterling Livingston, senior professor of the school and president of Harbridge House Inc., Boston, is academic director. William P. Gormbley, assistant dean and director of advanced management promotion, is administrative director. On the teaching staff will be Prof. C. Roland and Prof. Alva F. Kindall, of the school.

Frank Stanton, CBS president, and John Kenneth Galbraith, author and Harvard economics professor, will lead lecture-discussion periods.

Those enrolled in the course:


Lynch letter returned

WMCA New York, which offered a $5,000 reward for information leading to the arrest and conviction of the abductors and murderers of Mack Charles Parker from the Poplarville, Miss., jail (At Deadline, May 4) has received an anonymous letter from Mississippi which accused specific persons of participation in the lynching. The writer said he would not accept a reward.

WMCA turned the letter over to the Federal Bureau of Investigation, but when the FBI withdrew from the case, the station requested the letter be returned to the station with only relevant information sent to Mississippi authorities. WMCA feared reprisal against the sender if the letter itself were sent to that state. FBI Director J. Edgar Hoover wired WMCA that the FBI would comply with the request. Until the anonymous letter was received, WMCA had aired hourly announcements to urge listeners to boost its reward fund. WOV New York joined the campaign and approximately $400 was solicited. Two Mississippi newspapers accepted paid advertising of WMCA’s reward offer.

Speakers for RTNDA

FCC Chairman John C. Doerfer and Rep. John E. Moss (D-Calif.) have been set as key speakers at the opening sessions of the Radio Television News Directors Assn.’s annual convention in New Orleans next fall.

Sheldon Peterson, news director of WTCN-AM-TV Minneapolis-St. Paul and RTNDA vice president-programmers, announced the initial speaking commit-
ments for the convention, at the St. Charles Hotel, Oct. 14-17.

Chairman Doerfer will address the opening banquet session Oct. 14, discussing "The FCC and Broadcast News." Rep. Moss, chairman of the House Government Information Subcommittee, will argue "The Case Against Secrecy in Government" as it affects freedom of information. His appearance has been set for the Oct. 15 agenda.

Broadcast moves trial

A two-minute WSFC Somerset, Ky., interview with an accused murderer has resulted in a change of venue for his trial.

Commonwealth Attorney Russell Jones contends that the station's broadcast of the accused's statement prevents an impartial hearing. Mr. Jones said: "WSFC's local news broadcasts have a very wide audience in this county and, from my investigation, it's my opinion that at least 90% of all persons eligible for jury service have heard ... this interview."

RAB PLANS RADIO SALES PUSH

Seven projects on agenda to aid stations

Radio sales in the fall of 1959 can emerge as "the biggest in radio's history" if the industry exploits the medium properly, particularly at the national level. Kevin B. Sweeney, president of the Radio Advertising Bureau, told a semi-annual meeting of the RAB Plans Committee.

The prediction followed discussion by the committee of seven research, promotion and sales projects that are on the RAB operational agenda for the next six months. These include:

- Listening habit studies which will describe the habits of various categories of people, including housewives, working wives, teen-agers, working men, white collar employees and others. Data to be included in this research, it was said, will permit, for the first time, the calculation of radio's cumulative audience among various categories in given time periods or in a combination of time periods.
- Print media studies, which will analyze the weaknesses of the various kinds of print media, including an examination of the readership of newspaper ads and the extent to which people pay attention to circulars and "throw-aways."
- An effort to quadruple the output of tapes containing commercials representative of all kinds of local, regional and national advertisers. These will be used by the RAB force as well as members in making presentations.
- A drive by the bureau to expand the number of dollars going into co-op radio. RAB has placed on full-time assignment two members of the national sales department, who will try to persuade advertisers to include radio in company co-op plans. The bureau also will update, expand and put into printed form a new version of its Co-Op Book, which currently contains the co-op

Tornado Warner becomes twister victim

The May 29 tornado that clipped 420 feet from the 750-foot tower of KAYS Hays, Kan., ironically silenced a station that had just completed an elaborate weather warning system designed to lessen damage to the area from such outbursts of nature.

In fact, at the time the tornado struck (7:05 p.m.) the station's weather staff was keeping tabs on six confirmed tornadoes in the area, airing alert announcements and reporting to the U.S. Weather Bureau on winds of more than 100 mph outside the studio. The 420-foot portion of the tower was blown 600 feet away and KAYS-TV went off for nearly 47 hours.

Despite the Memorial Day holiday weekend and bad flying weather, standby equipment and technical help was procured from Boston, Newark and Wichita so that KAYS-TV resumed operation with reduced power late Sunday afternoon (May 31). A station spokesman reported that a spot check indicated the station's signal was still reaching all parts of its normal coverage area.

Located in the tornado "freeway" of Northwest Kansas, where an inordinate number of such storms originate, KAYS-TV for some time now has been perfecting its warning center. This includes a weather advisory structure for official information from the U.S. Weather Bureau in Goodland and Dodge City, Kans., from the state police and state highway departments, and from county and city police (in a 20-county area). In addition, unofficial sources have been established with 18 firms that use radio communications systems and a selected lists of approximately 30 ham radio operators.

At the station, KAYS-TV has set up specific visual slides to be used, according to the gravity of the weather announcements. During the time KAYS-TV was off the air, KAYS continued its usual weather service without interruption.

One other station had a close call with a tornado. WNAX Yankton, S.D., was hit at its transmitter site. Lines to its downtown studio were knocked out. However, service was carried on from the transmitter with less than a minute of lost air time.
WFLA-TV dominates an area of almost incredible growth! In the big eight years, 1950-1958, population in this 26-county sales area has zoomed upward 61%! Retail Sales are up 131% and Food Sales an amazing 146%!

You can cash in on this exciting profit opportunity by spotting your product on WFLA-TV—your best buy in the Land of Profitunity!

Write us or call your nearest Blair-TV man for more facts.

Figures from Sales Management 1959 Survey of Buying Power.
schedules of more than 500 national advertisers.
- A new basic presentation for retailers, which is being prepared to spotlight radio's strong points but nevertheless point out the strength and the weaknesses of other media.
- Local advertiser clinics designed to advise these clients on ways to increase the effectiveness of radio advertising.

Mr. Sweeney presided over the meeting of the plans committee. Those in attendance included John Box, the Balaban Stations, St. Louis; F. H. Brinkley, WENE Endicott, N.Y.; Dee Coe, WWCA Gary, Ind.; Robert E. Eastman, Robert E. Eastman & Co., New York; Bert Ferguson, WDIA Memphis; Benedict Gimbel Jr., WIP Philadelphia; Tom Harrell, WSTP Salisbury, N.C.; Robert B. Jones, Jr., WFBR Baltimore; Russell Woodward, Peters, Griffin, Woodward, New York, and Frank Gaither, WSB Atlanta. RAB officials there were Vice Presidents Miles David and Warren Boorum.

**Changing hands**

**ANNOUNCED** • The following sales of station interests were announced last week, subject to FCC approval:
- KPTV(TV) Portland, Ore.: Sold by George Haggerty to Nafi Corp. for $334 million. KPTV(TV) is on ch. 12 and is affiliated with NBC-TV. See separate story p. 68.
- WISK Minneapolis, Minn.: Sold to Crowell-Collier by the Tedesco Brothers for $750,000 ($500,000 cash). Book publishing Crowell-Collier also owns KFWB Los Angeles and KEWB Oakland, both California. Robert Purcell, president and general manager of KFWB Broadcasting Corp. has sold his interest in KEVE Minneapolis (see below). WISK is on 1590 kc with 5 kw, day, and is affiliated with MBS.
- KROY Sacramento, Calif.: Sold by Robert W. Dunn, veteran West Coast broadcaster and former manager of KXOA Sacramento, to John T. Carey Inc. former part owner and sales manager of WIND Chicago, for $420,000 in cash. The sale was handled by Lincoln Dellar & Co. in association with R. C. Crisler & Co. KROY is on 1240 kc with 250 w and is affiliated with CBS.
- WELY Ely, Minn.: Sold to V. T. Hallett and associates by Charles B. Persons for $37,500 plus $137,500 for the Ely TV Cable Co. community antenna tv system. Mr. Hallett is sales manager of KTRI Sioux City, Iowa. The sale was handled by Blackburn & Co. WELY is on 1450 kc with 250 w.
- KALE Richland, Wash.: Sold to Harold Deutsch, account executive at WINS New York, and L. G. (Sparky) Dix, general manager of KALE, who will continue in that capacity, by KALE Inc. (J. Elroy McCaw, Bob McCaw and Tom Olson) for $150,000. KALE is on 960 kc with 1 kw.
- WLEU Erie, Pa.: Sold to Thomas Bromley and others by J.E.U. Broadcasting Co. (J. Patt Wardlaw, pres.) for $145,500. Mr. Bromley is the managing partner of WESB Bradford, Pa. The sale was handled by Jack Stoll. WLEU is on 1450 kc with 250 w.
- KEVE Minneapolis, Minn.: 50% sold by Robert Purcell, president and general manager of KFWB Los Angeles, to already 50% owner James McKenna of station, D.C. attorney, for in excess of $100,000. Sale had to be made as part of Crowell-Collier (KFWB) purchase of WISK Minneapolis (see above). KEVE is on 1440 kc with 5kw, day.
- KBBB Borger, Tex.: Sold to radio-tv personality Robert M. (Pappy) Watson and his wife Dixie Dice Watson by R.L. McAlister for $70,000. The sale was handled by Hamilton-Landis & Assoc. KBBB is on 1600 kc with 500 w day.
- KTFS Texarkana, Tex.: Sold to Aircrest Radio Stations Inc. (William McDaniel and Mel Lewis, 50% each) by Robert Bieloh for $67,500. The sale was handled by Hamilton-Landis & Assoc. KTFS is on 1400 kc with 250 w.
- KSFA Nacogdoches, Tex.: Sold to Texas Broadcasting Co. (B.M. Raborn, president) by Nacogdoches Broadcasting Co. (W.C. Fouts, president) for $45,000. The sale was handled by Patt McDonald. KSFA is on 860 kc with 1 kw, day.

**APPROVED** • The following transfers of station interests were approved by the FCC last week (for other Commission activities see For The Record, page 111).
- KABQ Albuquerque, N.M.: Sold to Sandia Broadcasting Corp. (Iasor L. Dodek, president) by Duke City Broadcasting Corp. (Edward M. Steigbel) for $275,000 and real estate agreements as well as a consulting deal with Mr. Steigbel for six years for $50,000 gross. KABQ is on 1350 kc with 5 kw, day, 500 w, night, directional night.
- WKAB Mobile, Ala.: Sold to Radio Mo'sile Inc. (John C. Smith, president) by Pursley Broadcasting Service Inc. for $220,000 plus agreement that the assignor will not engage in the radio business for five years within 25 miles. WKAB is on 840 kc with 1 kw, day.

---

**CALIFORNIA**

Full time operation in extremely attractive market. Best climate, high income level, diversified economy. Earning good cash flow and growing steadily. Ideal for owner-operator. 29% down, balance over 7 years.

**SOUTH**

Profitable fulltimer in a progressive Southern market. Excellent real estate. 29% down.

**NORTHWEST**

Profitable kilowatt daytimer on excellent frequency in extremely prosperous and desirable market. Manager will stay. 29% down and balance over 7 years.

**PENNSYLVANIA**

Daytimer in single station industrial market. A good owner operator can easily pay this out and can earn a profit. 29% down and up to eight years for payout.

**NEGOTIATIONS • FINANCING • APPRAISALS**

**Blackburn & Company**

**RADIO - TV - NEWSPAPER BROKERS**

**WASHINGTON, D.C. OFFICE**

James W. Blackburn
Jack V. Harvey
Washington Building
Sterling 3-4341

**MIDWEST OFFICE**

H. W. Contill
William B. Ryan
333 N. Halsted Avenue
Chicago, Illinois
Financial 6-6460

**SOUTHERN OFFICE**

Stanley Whitaker
Melton T. Dean
127 North Peachtree Blvd.
Atlanta, Georgia
Jackson 5-1316

**WEST COAST OFFICE**

Colin M. Dallin
California Bank Bldg.
Beverly Hills, Calif.
Crestview 4-2770

76 (THE MEDIA)

BROADCASTING, June 8, 1959
That's WBAL-Radio and WBAL-TV All Over! Just as Flying Carpets were the talk of the mystic and magic Eastern countries of olden days, WBAL-Radio and WBAL-TV are the talk of the wealthy and modern Eastern States of the U.S.A.

With more magic than a flying carpet ever boasted, WBAL-Radio and WBAL-TV zooms off in all directions at once—being heard and seen by millions of folks who have the money and desire to purchase products and services offered by WBAL-Radio and WBAL-TV sponsors.

To be sure your client's message gets to people faster than a flying carpet, place that message on WBAL-Radio and WBAL-TV . . . Maryland's Best Salesmen, whose magic words for getting results are Perfection, Production and Promotion! Always the best show in town; always the best buy in town!

**WBAL-RADIO**
**BALTIMORE** 50,000 Watts NBC Affiliate
Nationally represented by H. I. Christal Co., Inc.

**WBAL-TV**
**BALTIMORE** Channel 11 NBC Affiliate
Nationally represented by Edward Petry & Co.
WHEN DOES EQUAL TIME END?
CBS seeks FCC ruling on cross-filing

If a political candidate cross-files for nomination in the primaries of both political parties, may he use his dual status to obtain equal time, under Sec. 315 of the Communications Act, to that given his opponents seeking separate Democratic and GOP nominations?

CBS last week asked the FCC to issue a ruling to make it "abundantly clear that Sec. 315 was not designed as a gimmick" to enable a cross-filing candidate to obtain, ad infinitum, rights to air time.

CBS made that point in answering a request for an FCC ruling, made by Lar Daly, perennial also-ran candidate for various offices ranking up to the Presidency. CBS said Mayor Richard Daley of Chicago, a candidate for renomination in the Democratic primary last Feb. 24, was given a half hour on CBS' WBBM-TV Chicago to make his annual report to the people of Chicago. Lar Daly, a candidate for nomination on the Democratic ticket, was given equal time to that given Mayor Daley; whereupon, since Lar Daly was also a candidate for nomination on the GOP ticket, Timothy P. Sheehan (who won the GOP nomination in the Feb. 24 GOP primary), asked for and was given equal time to that given his opponent, Lar Daly.

Lar Daly then requested WBBM-TV to give him equal time to that given Mr. Sheehan and asked for an FCC ruling to this effect.

CBS held last week that under such a ruling, if Mr. Daly were given another half-hour, Mayor Daley could then demand time equal to that given Mr. Daly, Mr. Daly could demand time equal to that given Mayor Daley, and so on, ad infinitum.

CBS said this would be a "mockery" of Sec. 315 and that WBBM-TV's action (giving all three a half-hour each) is all the act requires. The interpretation asked by Mr. Daly, CBS said, would increase the uncertainties as to Sec. 315's reach, unduly enlarge the hazards broadcasters face in offering time to candidates for nomination and thus discourage broadcasters from making appropriate use of their facilities.

It would lead to such absurd results that broadcasters would find it impossible to afford time when cross-filings are likely, or even possible, CBS said.

Equal time hearings moved to June 18

Senate hearings on four bills which would amend the political equal time provisions of the Communications Act, originally scheduled to begin Friday (June 12), have been rescheduled for June 18, Sen. John Pastore (D-R.I.), chairman of the Communications Subcommittee of the Senate Commerce Committee, announced last week.

The hearings were moved back one week at the request of the FCC to give it more time to reconsider its February ruling that perennial candidate Lar Daly is entitled to equal time as a result of his opponents for mayor of Chicago having appeared on regularly-scheduled newscasts (Broadcasting, June 1).

Witnesses on the opening day will be the FCC, Justice Dept. and CBS Inc. President Frank Stanton. The hearings are scheduled tentatively to continue through June 19-25. Additional witnesses expected to testify include Donald McGannnon, president of Westinghouse Broadcasting Co.; Harold Fellows, president of NAB; Rep. Glenn Cunningham (R-Nebr.), author of an equal time bill in the House; Mr. Daly; Ralph Renick, WTIV (TV) Miami, president of the Radio-TV News Directors Assn., and James A. Byron, WBAP-AM-TV Ft. Worth, president of Sigma Delta Chi.

The hearing begins 10 a.m. in Room 5110, New Senate Office Bldg.

Justice on Sec. 315:
Rogers gives reasons

Attorney General William P. Rogers has justified the Justice Dept.'s intervention in the FCC Lar Daly case—and politely expressed the hope that Rep. Oren Harris (D-Ark.), chairman of the House Commerce Committee, didn't intend to imply that he or his committee were in favor of the FCC's Sec. 315 decision in the matter.

The Attorney General's letter, released May 30, was in response to a May 25 inquiry from Mr. Harris asking the basis on which the Justice Dept. felt it should recommend that the FCC reverse itself.

The Commission earlier this year, by a 4-3 vote, maintained that Chicago Mayorality candidate independent Lar Daly must be granted equal time on the air because his Democratic and Republican opponents had been shown in TV newscasts in that city. This decision was appealed by CBS and others. It was termed "ridiculous" by President Eisenhower, who asked the Attorney General to study the matter.

Mr. Rogers, repeating the essence

FCC, Congress, and the 600-yard dash

The next time Congress censures the FCC for its large backlog of unprocessed applications, the Commission needs only to point to June 1959 and Congress itself as principal deterrents.

Between today (Monday) and the first week of July, members of the Commission are scheduled to appear before the two congressional Commerce Committees on over 15 work days. On several of the dates, the FCC is scheduled to be in both places at the same time, which leaves Chairman John Doerfer with something of a dilemma.

Also to be considered is that for each hour the Commission spends on the witness stand, several hours of preparation by the staff are required. The June schedule of communications hearings reads like this:

June 8-9: Before the House Commerce Subcommittee's spectrum panel (Comrs. Doerfer and Robert Bartley are scheduled).
June 9: Before the Communications Subcommittee of the Senate Commerce Committee.
June 11: Back to the Senate again before the same subcommittee.
June 16, 23, 24: On the House side again, this time at the beck of the Legislative Oversight Subcommittee (Comrs. Doerfer, Rosel Hyde and several division heads).

June 18-24: Back to the Senate for equal time hearings.

June 30 and into July: In the Senate Office Bldg. again for CATV and vhf booster hearings.

Date undetermined: An "informal" session with members of the Senate Commerce Committee.

Adding to the difficulties on the dual appearance dates are the long 600 yards which separate the Senate and House Office Buildings. Messrs. Doerfer and colleagues, at latest report, had not placed an order for powered roller skates.
this is
strength

THE TAFT STATIONS . . . have their greatest strength in listener and viewer confidence. It is this confidence in Taft Radio and Television Stations—and in Taft-advertised products by the consumer—that is resulting in an ever increasing volume of sales for advertisers using the facilities of The Taft Stations. If you are interested in having your advertising dollars earn more . . . now is the time to invest them in growing Taft Stations.

the TAFT radio and television stations


BROADCASTING, June 8, 1959 79
of the Justice Dept.'s brief to the FCC (filed May 7), termed the decision a "disregard of legal precedents and decisions permitting this move.

Rep. Harris made a similar inquiry on the subject of the Justice Dept. intervention to FCC Chairman John C. Doerfer. Mr. Doerfer's reply was understood to be in preparation at week's end.

**Prosecution maintains barrage in Mack trial**

Government attorneys continued their case last week against former FCC Comr. Richard A. Mack and his friend, Miami attorney Thurman A. Whiteside. It was the ninth week of the criminal conspiracy trial in which the two are charged with conspiring to obtain the FCC's 1957 grant of ch. 10 in Miami for Public Service TV Inc., a subsidiary of National Airlines.

A. Harry Becker, attorney for North Dade Video Inc., one of three losing applicants for ch. 10, testified that Mr. Mack told him before the award that his vote was committed to PST.

Milton Singman, agent-accountant with the FBI, presented charts showing financial transactions between Mr. Whiteside and Mr. Mack while the latter was a member of the FCC.

Government prosecutor J. Frank Cunningham said Thursday (June 4) he intends to call a "few more" witnesses before resting the government's case against the pair.

Federal District Judge Burnita S. Matthews overruled defense objections against entering testimony into the court record which had been made by Mr. Mack before the House Legislative Oversight Subcommittee in 1958. Mr. Mack had testified he had two talks with Mr. Whiteside in August 1955—a month before he became an FCC member—and in early 1956 in which Mr. Whiteside recommended PST for the ch. 10 award. Mr. Mack had also testified that Mr. Whiteside emphasized he had not been retained by PST, that he had not asked Mr. Mack for a pledge of his vote and that he (Mr. Mack) had made no commitments in the case. This testimony was re-enacted by government prosecutors.

Defense counsel Nicholas J. Chase (Mack) and Arthur J. Hilland (Whiteside) also protested against evidence on a $5,000 payment made to Stembler-Shelden Insurance Agency, Miami firm controlled by Mr. Whiteside, by Parker & Co., a New York firm which handles National Airlines insurance. But Judge Matthews ruled in favor of entering this transaction. Evidence indicated Stembler-Shelden 10 days later drew a check for $2,250 to Andar Inc., in which Mr. Mack owned all the stock. Defense counsel held this payment represented Mr. Mack's share of commissions from Stembler-Shelden for business with Pan American Construction Co. and was not connected with the Miami ch. 10 case.

The government holds Mr. Whiteside arranged financial payments to Mr. Mack in return for his vote in the ch. 10 case. The defense holds the financial relationship between the two defendants existed a long time prior to Mr. Mack's tenure on the FCC and was merely a continuation of the same relationship.

**Senate okays Hyde in unanimous vote**

By a unanimous voice vote the Senate last Thursday (June 4) confirmed the reappointment of government career official Rosel H. Hyde for a third straight seven-year term as an FCC commissioner.

Mr. Hyde's nomination was reported favorably last Tuesday by the Senate Commerce Committee following brief hearings 10 days ago (Broadcasting, June 1).

The Idaho Republican, whose presidential term expires June 30, has been a member of the FCC since 1946. He entered government service in 1924 as a clerk in the Civil Service Commission. In 1928 he moved over to the Federal Radio Commission, first as a clerk, then as an attorney. When the FCC was created in 1934, Mr. Hyde remained as an attorney, became assistant general counsel, then general counsel. He was named a commissioner in 1946, and reappointed in 1953.

Mr. Hyde was chairman of the FCC from April 18, 1953 to Oct. 4, 1954.

**FCC visits oversight subcommittee June 16**

The FCC will make its next appearance before the Legislative Oversight Subcommittee June 16 to discuss four designated problems of the Commission. Also participating will be several industry figures and practicing attorneys.

The five other major regulatory agencies also will appear individually before the subcommittee the same week with general round-up discussions involving all six agencies to be held June 23 and 24. Appearing for the FCC will be Chairman John Doerfer, Comr. Rosel Hyde, Chief Counsel John Fitzgerald, Chief Engineer Ed Allen, and Chief Hearing Examiner James Cunningham.

At the request of the subcommittee, the FCC has recommended that the following persons be invited to participate in the panels: William Koplovitz, Percy Russell, Ralph Walker, Leonard Marks, Jeremiah Courtney and Charles Ryne, all Washington attorneys; John Patt, president of WJR Detroit; James Kennedy, executive vice president and general counsel of American Cable & Radio; William Wendi, general counsel, and William Seward, both Western Union; Vincent Wasilewski, NAB; Ward Quall, vice president and general manager of WGN-AM-TV Chicago; and E. B. Crosland.

Hugh Hall, Duke U. political science professor, joined the subcommittee staff last week as the 15th man of a planned 16-member staff. Richard Goodwin, aide to U.S. Supreme Court Justice Felix Frankfurter, will move to the subcommittee July 1.

Other professional members of the Oversight Subcommittee staff are Chief Counsel Robert Lishman, Oliver Eastland, Jules Eanet, Stewart Ross, Mary Ramsey and Herman Beasley, all holdovers from 1958; minority counsel John Marshall Stark, Beverly M. Coleman and Charles Howze.
Johnson to speak for Repeater Assn.

VHF tv booster operators and allied tv broadcasters from seven western states have named Edwin C. Johnson, past governor of Colorado and former chairman of the Senate Commerce Committee, to head their delegation which will testify before a subcommittee of that Senate group starting June 30 on a number of bills on vhf boosters, community antenna tv systems and related matters.

The National VHF Repeater Assn., meeting in Denver May 29, elected Jess Slusser, former chief engineer of KOA-TV Denver, as president. Jim Beamer, secretary of the Tri-State VHF Repeater Assn. (Montana, Wyoming, Idaho), was elected secretary-treasurer of the national group (BROADCASTING, May 25).

Colorado Gov. Steve McNichols told the booster-broadcaster group they had won battles but not the war when the FCC in April rescinded its order which outlawed vhf boosters and later asked Congress for legislation to authorize regulation of boosters, but the governor expressed the opinion the legislation is not really necessary for the FCC to set up vhf booster regulations.

Mr. Johnson said he does not believe the FCC is opposed to vhf boosters (the FCC had recanted its anti-booster order after heavy criticism from Capitol Hill); that "our real opposition is the well-financed CATV organization, fighting us for selfish reasons."

Rex Howell, KREX-TV Grand Junction and satellite KREY-TV Montrose, both Colorado, emphasized the common interest between broadcasters and booster operators. The Senate Commerce Committee's Communications Subcommittee, under Sen. John O. Pastore (D-R.I.), has scheduled hearings beginning June 30 on various vhf booster-CATV bills.

Subcommittee to hear FCC requested bills

The FCC is the only scheduled witness at a hearing tomorrow (Tuesday) by the Communications Subcommittee of the Senate Commerce Committee on five bills amending the Communications Act. All five measures were introduced by Sen. Warren Magnuson (D-Wash.), chairman of the full committee, at the request of the Commission.

On Thursday (June 11), the subcommittee will conduct hearings on three additional bills, two of which also
were recommended by the FCC and introduced by Sen. Magnuson. Tuesday's session will consider the following bills:

S 1734—would prohibit any person from directly or indirectly making any presentation outside the record to any commissioner or member of FCC staff after case has been set for hearing (current rules limit such presentations by participants in case before hearing examiner only).

S 1735—Would prohibit commissioners from accepting honorariums.

S 1736—Would eliminate the requirement of an oath for certain applications and filings with the Commission.

S 1738—Would redefine duties and functions of the FCC review staff.

S 1740—Would give Commission authority to regulate charges of common carriers for microwave and other point-to-point services, plus the use of wires in chain broadcasting (present authority now covers use of wires only). Bills to be taken up Thursday:

S 1733—Would eliminate requirement that FCC must send prehearing notice before application is designated for hearing.

S 1737—Would authorize Commission to impose fines for violations of rules in common carrier safety and special service fields.

S 1898 (recommended by the Federal Communications Bar Assn.)—Would amend protest provision of Communications Act to eliminate present procedures that result when grant is made without hearing.

The subcommittee, headed by Sen. John Pastore (D-R.I.), will hold additional hearings beginning June 30 on four bills having to do with CATV and VHF boosters.

Etv subsidy dead for this session

The Communications Subcommittee of the House Commerce Committee last week effectively killed, for the present session of Congress, any chance for passage of several measures allocating $1 million to each state for educational tv.

Action on S 12, already passed by the Senate, and seven similar House bills was deferred until the committee could conduct its own etv field study sometime this fall. Some of the eight subcommittee members were in favor of reporting an etv bill to the full committee but no record vote was taken and the tabling action came on a voice vote.

Rep. Oren Harris (D-Ark.), chairman, said the subcommittee felt that it needs more information on the feasibility of providing federal funds for etv. He said the field study, with congressmen visiting various operating etv stations, would not be conducted until after schools are back in session this fall.

ANTI-TRUST SUIT
Poller dealt setback in case against CBS

CBS Inc. and other defendants won a round last week in a $4.35 million anti-trust suit against them by Lou Poller, permittee of WCAN-TV Milwaukee on ch. 25, when a federal judge ruled favorably on a motion by the defendants for summary judgment, holding Mr. Poller has not made a case that warrants hearing before a jury.

Judge Alexander Holtzoff of the Federal District Court in Washington issued the ruling Wednesday (June 3). Mr. Poller's attorneys said the judge's ruling for CBS will be taken to the U.S. Court of Appeals for the District of Columbia.

Mr. Poller filed the $4.35 million triple damage suit (based on claimed damages of $1.45 million) in September 1956, charging CBS drove him out of business when it bought WOKY-TV (TV) Milwaukee (ch. 19) in 1954, changed its call letters to WXIX (TV) and moved CBS-TV programs to ch. 19. WCAN-TV has left the air but Mr. Poller retains his permit for ch. 25.

He charged that CBS dissuaded Storer Broadcasting Co. from negotiating for a $2 million purchase of WCAN-TV, that CBS assured Mr. Poller WCAN-TV would continue as the CBS Milwaukee outlet, that WCAN-TV on the basis of this assurance contracted to lease new quarters for $500,000 and bought new equipment, that CBS secured an option to buy WOKY and that as a result of CBS's $350,000 purchase of the ch. 19 station, WCAN-TV had to close down.

The Descendants — Mr. Poller's suit was brought against CBS Inc., Bartell Broadcasters Inc. (former owner of the ch. 19 station), CBS-TV, J.L. Van Volkenburg (then president of CBS-TV), H.V. Akerman (then CBS-TV station relations vice president) and Thad Holt, former owner of WAPI, WAFM and WAFM-TV Birmingham, Ala., and now board chairman of WATV Birmingham. Mr. Holt had been charged with acting as a "front" for the CBS purchase of the ch. 19 station.

Mr. Poller arrived at the $1.45 million damage figure by placing a value of $2 million on WCAN-TV and subtracting $500,000 paid to him by CBS for his equipment and studio-transmitter quarters leases. Mr. Poller had in turn received the WOKY equipment, which he valued at $50,000, also subtracted from the damage figure.

When he filed his suit in 1956, Mr. Poller told Broadcasting that the full impact of the Milwaukee transactions, made in 1954, did not "hit" him until almost a year afterward, and that preliminary work with attorneys took several more months.

CBS and the other defendants moved for summary judgment in September 1957.

CBS closed down WXIX (TV) last March 31, moving its affiliation to WITI-TV Milwaukee, ch. 6 outlet which had been bought some time before by Storer Broadcasting Co. CBS afterward sold the ch. 19 outlet, which has a modified permit for ch. 18, to a firm headed by Gene Posner, also president of WMIL Milwaukee, for $50,000. WXIX is expected to return to the air shortly under its new ownership (CLOSED CIRCUIT, June 1).

KAKJ (TV) revoked

In a rare move, the FCC last week revoked the construction permit of ch. 4 KAKJ (TV) Reno, Nev.

The construction permit for the Reno facility was granted to Nevada Telecasting Corp. in the spring of 1955 but construction has never been completed. The application for the channel showed Robert Fish as the sole owner of Nevada Telecasting although he actually advanced no money at the time for the proposed station and went to Canada prior to the grant. In an initial decision early last year recommending revocation of the KAKJ (TV) permit (BROADCASTING, March 17), FCC Hearing Examiner Herbert Sharfman concluded that "misrepresentation and false statements to the Commission about the ownership, financing and proposed construction" of the station had been made.

Senate okays Kintner

Earl W. Kintner was confirmed by the Senate last Thursday as a member of the Federal Trade Commission, replacing resigned Chairman John W. Gunther. Mr. Kintner had been general counsel of the FTC. His appointment was favorably reported last Tuesday by the Senate Commerce Committee following brief hearings 10 days ago (BROADCASTING, June 1).
Once you have your CP, Collins' new Broadcast Trailer puts you on the air with a fully equipped radio station in minimum time. Collins' Broadcast Trailer saves you delay, earns revenue sooner — you start broadcasting and billing instead of waiting for construction. Save on initial installation, have a mobile studio when you move to permanent buildings.

This compact 8 x 40 foot radio station is factory wired and tested — reduces your installation time and cost. It sets up immediately on your site, has a studio, control room, transmitter room, manager's office and rest room facilities. Each station comes complete with Collins equipment, including microphones, control desk and studio console, monitors, two 16 inch turntables, 250, 500 watt or 1 kw transmitter, heating and air conditioning.

Eliminate building delays, get on the air fast and economically with a Collins Broadcast Trailer.

For delivery information, price and technical specifications, write your nearest Collins Broadcast representative or Collins Radio Company, Broadcast Sales Division, Cedar Rapids, Iowa.
Dec. launching target for voice satellites

The first of perhaps a dozen experimental communications satellites will be launched in December, it was announced last week by the National Aeronautics & Space Agency. And, Leonard Jaffe, NASA communications expert, said that the communications satellite—a 100-ft. aluminumized balloon—would be used to reflect radio signals between a west coast government installation and a "private" installation on the East Coast. The non-government east coast facility is Bell Telephone Labs.

Mr. Jaffe made his observations at a panel on space communications at the Washington convention of the Armed Forces Communications & Electronics Assn.

In answer to a question regarding cost, Mr. Jaffe foresaw in 1970 a space system handling 21 million telephone calls. If each call were three minutes long, he pointed out, and the present overseas $12 rate for three minutes were applied, the system would earn $252 million for the year—enough he said to justify it.

He also stated that 30 satellites would provide global coverage.

The NASA passive reflectors would be put into orbit after ejection from a rocket, about 1,000 miles above the earth. This would mean, it was pointed out, that a single balloon would be "visible" over the U.S. only some 10-20 minutes a day when its orbit is correct for coast to coast relaying.

Later, it was stated, it is planned to put a passive reflector into orbit at the 22,000 mile point. At this height, the satellite orbits around the earth at the same speed that the earth turns—once every 24 hours. This gives it a "stationary" position over a single point on earth.

Once the balloon is in orbit, it was emphasized, anyone can use its surface as a radio reflector.

**WKIS restates its stand on Orlando ch. 9**

WKIS Orlando, Fla., last week reiterated its position that the Orlando ch. 9 case should be determined by the U.S. Court of Appeals in Washington—not remanded by that court to the FCC for rehearing.

WKIS asked the full nine-member court to hear arguments, instead of the three members, Judges Charles Fahy, George T. Washington and John A. Daniher. This three-judge panel had remanded the case to the FCC to hold hearings on allegations that WLOF Orlando, which was awarded ch. 9 in 1957, had engaged in ex parte activities during adjudication.

The appeals court originally had upheld the grant in May 1958. WKIS appealed to the U.S. Supreme Court, which remanded the case to the appeals court to look into the ex parte allegations. (The FCC also asked for return of the case for the same reasons.)

WKIS had countered the FCC request to the court by asking that the court take jurisdiction away from the FCC and refer the case to a "special master" answerable only to the court. Noting this request was turned down by the court, WKIS last week said in its petition for rehearing ex parte that the Administrative Procedures Act requires the appeals court itself, in remanding a case, to find whether the FCC grant was improper, not let the FCC make such a determination. The Supreme Court itself is not required to make a determination of whether the grant is proper since the law governs only the procedure in setting aside decisions of a government agency, WKIS said.

WKIS charged the appeals court has "taken the line of least resistance and merely remanded the case for the Commission to determine the propriety of its own decision," adding that this procedure is "manifestly inappropriate under the act"; that the fact it has been followed in other cases does not make it proper.

In earlier action, WKIS had indicated it felt the FCC was likely to be prejudiced in favor of its original award of ch. 9 to WLOF. WKIS also charged the FCC refused to give it an opportunity to take part in a preliminary inquiry as to whether a full-scale investigation and rehearing should be held.

**Philco asks action on WRCV-AM-TV case**

Philco Corp. last week called on the FCC to expedite a court-mandated hearing on Philco's protest of license renewals for RCA-NBC's WRCV-AM-TV Philadelphia. Philco noted its original protest was filed in August 1957, the FCC denied it, the U.S. Court of Appeals reversed the FCC, the U.S. Supreme Court denied certiorari and the appeals court issued its mandate for hearing last Feb. 2. Philco, which had charged RCA and NBC with a course toward monopoly, added that since the protest was filed (1) RCA has been indicted, convicted and fined for violating the criminal provisions of the antitrust laws (2) RCA has recently paid the plaintiff in a private antitrust action against RCA a "very substantial sum" of money; (3) a consent decree has
been entered in a civil suit brought by the government against RCA, directed against patent abuses in the communications field, and (4) RCA has been named as a co-conspirator (but not a defendant) in a government suit charging restraint of trade in radio and tv sets between the U.S. and Canada.

- **Government notes**
  - Hearing on the Beaumont, Tex., ch. 6 case—in and out of courts and FCC hearing rooms for the last five years—is scheduled to begin Thursday (June 11), following denial by the U.S. Court of Appeals, Washington, of a request for *mandamus* by the Enterprise Co. (KRIC Beaumont). KRIC had asked the court to order the FCC to make a finding on the present record of the disputed $55,000 payment by KFDM Beaumont to withdrawing applicant KTRM Beaumont (*Broadcasting*, May 25). The ch. 6 grant was made to KFDM in 1954, but KRIC has fought the decision in the FCC and in the courts. The latest round is the result of a remand by the Court of Appeals ordering the FCC to make a finding on the payment to KTRM (*Broadcasting*, Feb. 2). The money was loaned to KFDM by W. P. Hobby (Houston *Post*-KPRL-AM-FM-TV Houston) who holds an option to buy 32.5% of KFDM-TV if the grant is made final.
  - Suit for $1 million in damages was filed last week by Miami restaurateur Wolfe Cohen against newspaper-radio columnist Drew Pearson, NBC, WCKR Miami and the Federal Savings & Loan Assn. of Miami Beach. Mr. Cohen charged that Mr. Pearson libeled him in a broadcast May 31 by identifying him erroneously as an attorney for alleged underworld figures and the Teamsters Union. The savings & loan bank sponsored the Pearson program on the local station.
  - M&M Specialties Inc., New York, which distributes a paint-sprayed sheet of plastic that gives color effects to black and white tv when attached over the screen of a tv set, has signed a consent order with the Federal Trade Commission in which it agrees to stop claiming the product will produce "real-life" color tv. The FTC held the plastic sheet does not give the same visual effect as color tv because objects on the screen are a different color from those on color tv. The agreement does not constitute an admission by M&M that it has violated the law.
  - The FCC last week dismissed the application of Western Nebraska Television Inc., for a new tv outlet on ch. 13 in Alliance, Neb. Western Nebraska had petitioned for the dismissal.

---

Another thriller-diller from WJRT—

```
"Did I goof, Chief?"

"Afraid so, Ponsonby. Next time someone wants the most efficient way to reach Lansing, Flint, Bay City and Saginaw, send 'em via WJRT."
```

**Whooosh!** On the wings of a Grade "A" or better signal, WJRT messages are beamed to four big metropolitan areas: Flint, Lansing, Saginaw and Bay City. It's the most efficient way there is to reach this rich mid-Michigan market and its nearly half a million TV households. Here, in a single-station buy, is the heart of Michigan's other big market. And here is your chance to buy it all in one swoop. But hurry; we're selling the spots off it.

---

**WJRT**

**CHANNEL 12 FLINT**

ABC Primary Affiliate

*Represented by HARRINGTON, RIGHTER & PARSONS, INC.*

*New York • Chicago • Detroit • Boston • San Francisco • Atlanta*
Balaban sees start next year, says he'll announce details soon

Paramount Pictures Corp. expects to have a wired pay TV system in operation next year.

The prediction was made last week by Paramount President Barney Balaban at an annual stockholders meeting in New York. International Telemeter Co. (a metered cash box toll TV system) is a Paramount division.

Mr. Balaban told stockholders that announcements on the wired system would be made "at appropriate times," adding that they would be forthcoming in "a matter of weeks, I think."

He explained to newsmen after the meeting that Telemeter would be in about 10,000 homes but refused to specify in which areas of the U.S.

Pay TV Inevitable • Said Mr. Balaban: "I hardly need to reemphasize my oft-repeated conviction that some form of pay television is inevitable. The opposition can delay it only temporarily. It cannot be stopped. We plan to move ahead in an orderly fashion establishing pay TV on a sound basis."

Mr. Balaban also got off a few words about Paramount's disposition of its post-1948 feature library. In any such consideration, he warned, "there is the ever-alluring potential of pay television" and in the next two years "we should know a great deal more about pay television."

At that time, he said, Paramount would have a "much better basis upon which to evaluate" the post-1948 library.

Mr. Balaban said he thought the supply of pre-1948 film on TV will last for another two or three years "or possibly longer" and thus it's "premature" for Paramount to seriously consider disposing of the post-1948 product to TV at this time. He also qualified the rate of feature film consumption on TV by noting that in a few multiple-station markets "the play-off is necessarily much faster."

Return on Library • And, he observed, as the supply of pre-1948 product diminishes, the higher the value of the post-1948 library. Paramount, which was the last of the majors to dispose of its pre-1948 inventory, already has realized a return. MCA, which is distributing the Paramount pre-1948 library to TV, has grossed some $50 million in sales from which Paramount by May 25 had been able to cover the $35 million guaranteed and payable by MCA over a period of years beginning in 1960. It was hinted also that MCA will reach the $75 million payable over several years in "phase two" of the initial Paramount-MCA agreement.

A stockholder question during the meeting as to the current value of the post-1948 library drew a blank from Mr. Balaban, who indicated there was no known method for determining it.

Just a few weeks before the stockholders meeting, Mr. Balaban in Paramount's annual report (Broadcasting, May 4) had indicated that more commercial TV draws fire from its critics, the easier the Path would become toward public acceptance of pay television.

Telemeter officials questioned after the meeting acknowledged that the firm had access to program sources but would not identify them. Headquarters of Telemeter will be moved from Los Angeles to New York within two months.

Barter comes out of hiding at SG

Barter, which is a practice that many TV film companies and agencies would not discuss openly in the past, apparently is gaining acceptance and going above board. Screen Gems Inc., New York, one of the leading TV film producers-distributors, last week announced the formation of a subsidiary, Telescreen Advertising Inc., New York, which will acquire time from stations by the exchange of various TV film properties out of the Screen Gems catalogue.

Though SG's announcement did not use the term "barter," this is precisely the type of operations that Tele-screen Advertising will handle. Though many companies operated with barter in the past, few made public announcements. A noteworthy exception: Matty Fox's various distribution companies.

Directing the activities of Tele-screen Advertising will be Charles Weigert and Sidney Barbet, both of whom have had experience in trading film for time. Since Sept. 1957, they have been the hands of Regal Adv., New York, an organization set up to handle barter transactions largely for Exquisite Form Brassieres Inc., New York. Previously, Mr. Weigert had been associated with Paul Venze Assoc., Baltimore, house agency for Charles Antell & Co., and Mr. Barbet with Antell. At that time, both were active in arranging barter agreements for Antell.

Screen Gems did not announce the specific properties that will be made available to stations on an exchange basis. It is expected to consist mainly of re-run products, both half-hour series and feature films. These properties will no longer be for sale on a straight cash basis, according to SG President Ralph M. Cohn, but will be available only for a line of credit, exchangeable for spot time. These time periods subsequently will be made available to advertisers by SG's subsidiary.

Durgin outlines NBC-TV color plans

Coincident with Admiral Corp.'s announcement that it's headed for color TV production (see page 104), NBC-TV gave renewed evidence of its determination to give the viewer color programs to watch. Don Durgin, vice president for network sales, told the RCA distributors convention in Chicago Friday (June 5) that the network's 1959-60 season would continue its policy of offering "seven-days-a-week programming of unprecedented depth and diversity."

In the fourth quarter of 1959, for example, Mr. Durgin said NBC-TV will have 250 hours of color pro-
Now tires of Butyl “hush” your ride

Screech-free, quiet as a kitten on the sharpest turn. That’s the new Butyl tire. Developed by Esso Research, this miracle rubber outperforms other tire materials. Tires of Butyl stop faster on wet roads than others do on dry. They age better — won’t crack — absorb thumps and bumps, cushioning the road as nothing else will. Available now, they’re another example of how ESSO RESEARCH works wonders with oil.
Record plug films establish new fees

Tele-Records Services, Hollywood, has completed negotiations with Screen Actors Guild and American Federation of Musicians for payment of fees covering 16mm film clips in which popular recording stars are shown singing their latest releases (lip-sync to original records) (BROADCASTING, Feb. 16). TRS is paid by the record firms, distributes the clips to tv stations at no charge.

Arrangement with SAG calls for a single payment of $130 to each artist, who probably works from two to four hours in making the film, TRS President Alan Lane said Tuesday (June 1). Musicians, who do not perform any extra service for the films but whose original performance is re-recorded on the films, will receive the following fees: leader, $20; contractor, $20; arranger, $25; orchestrator, $20; copyist, $10, and_TEM_. $10. These fees represent approximately 20% of the base rate for a recording session.

The AFM agreement was announced jointly by Mr. Lane and Herman Tranchitella, president, AFM Local 47 (Hollywood), in a statement that estimated that over $50,000 will be paid to musicians during the first year of Tele-Records operations and substantially larger sums in subsequent years.

TRS offers its films to tv stations without charge, chiefly for use on afternoon disc jockey programs which a check shows are telecast by some 250 tv stations, Mr. Lane said. The service is offered to the producers of phonograph records as a promotional service for their new discs at a flat price of $1,200 for 100 stations, $1,800 for 200 stations, TRS to make the films and the prints and handle the distribution. The record companies also pay the fees to the singers and musicians. The tv stations receive the films without cost, but in exchange for the service they agree not to use them before the release date set by the record company, nor to use them after the cut-off date, to return them to TRS and to provide proof of performance on request.

New news service opens in Washington

Deadline Washington Inc. has been formed as successor to Laurence News Service with Joseph Phips as president of the new organization. Laurence has provided approximately 30 stations clients with direct news reports from Washington, D.C. An announcement stated that Mr. Phips has resigned as news and editorial director of WWDC Washington to assume the new duties. WWDC won a 1959 National Headliners Club award for its editorials. Jock Lawrence, head of Laurence News Service, will remain with the new organization.

WTMJ wins AP award

First place in the Associated Press Radio & Tv Assn.'s 1958 awards for cooperation in news exchange was won by WTMJ Milwaukee. It was announced Thursday (May 28) by Daniel W. Kops, president of APRTA. Second and third place awards went to KAKC Tulsa, Okla., and KVOE Emporia, Kan., respectively.

WTMJ was cited for both quality and quantity (380) of news reports it filed last year, while KAKC took second for supplying the most stories (453). KVOE won for its coverage of the El Dorado, Kan., tornado, which AP said gave it a 44-minute beat over other services.

CBS gets Sid Caesar

Veteran tv entertainer Sid Caesar has been signed to a long-term exclusive contract with CBS-TV, it was announced Friday (June 5) by Louis G. Cowan, president of CBS-TV. Mr. Caesar has not previously appeared on that network.

Under terms of the contract Mr. Caesar will star in a series of one-hour comedy specials, the first to be on the Oct. 21 U.S. Steel Hour. The Caesar specials will be produced by his own company, Shellrick Corp., with Hal Janis as executive producer. Mr. Caesar reported that Audrey Meadows has been signed as a regular performer in the series.

It's back to 'School'

Ding Dong School with Dr. Frances Horwich as teacher will return to the air in September in some 75 markets as a result of a contract signed last week between the production firm of H. G. Saperstein & Assoc., Hollywood, and Paramount Television Productions-KTLA(TV) Los Angeles. The contract, which calls for 130 half-hour programs for nationwide fall release, comprises the largest single video tape deal ever signed, according to Independent Television Corp., New York, distributor of the series (CLOSED CIRCUIT, May 18).

Ding Dong production is slated to start this month at Paramount studios in Hollywood. The award-winning series originally started locally in Chicago in 1952. ITC reports the new contract involves the largest amount of tape in footage to be used, the largest number of productions involved in a single contract and the most time on the air when the series is launched in September. KTLA will present the series Monday through Friday for a 52-week period starting in September, according to ITC.

* Program notes

* Elliot-Unger-Elliot, commercial production division of Screen Gems Inc., New York, announces the installation of a second Ampex Videotape unit. With the addition also of new 35 mm kinescope recording equipment, EUE reports that commercials produced on tape can be recorded on kine in order to supply film prints as well as tape of the same commercial.

* In its first tv sports syndication venture, United Press International will distribute taped telecasts of Notre Dame's 10 football games this fall. The package will be produced by Newspix Inc., subsidiary of Bert L. Coleman Assoc., New York. Sports Network Inc. New York, will provide transmission and network facilities for the telecasts which are to be carried over a minimum of 115 stations.

* Veronica Lake will narrate News in Fashion, film series coming from Monarch Productions Corp., New York, in the fall. In what is said to be the actress' first major tv project, plans call for filming just before air date of each installment in order to keep up with new fashion developments.

* Felix the Cat will be on view at the
American National Exhibit in Moscow starting July 25. The episodes to be telecast continuously over RCA-NBC facilities at the exhibition are part of a new Felix series being produced by Trans-Lux Television Corp., New York.

- ABC Films Inc., New York, will distribute Congressional Investigator, to be produced by Howard-Wolper Productions Inc., Hollywood. The 39 half hours are to be based on material from a number of congressional investigations, which are under research by associate producer Harvey Bernhard. This is the first joint venture of Sandy Howard and Dave Wolper, longtime tv producers and packagers.

- California National Productions, New York, reports the following new sales of its Danger Is My Business tv series in color and in black and white: WSB-TV Atlanta, WTVU (TV) San Francisco and to the Kroger Co., via Campbell-Mithun for KSD-TV St. Louis, all in color. Others are WOTC-TV Savannah, Ga.; KTVE (TV) El Dorado, Ark.; WLBZ-TV Bangor, Me.; KRBC-TV Abilene, Tex.; KFBB-TV Great Falls, Mont.; WGR-TV Buffalo, N.Y.; KEYT (TV) Santa Barbara, Calif., and WHYN-TV Springfield, Mass.

- Jay Emmett Assoc. New York, has been signed by General Artists Corp. there as exclusive merchandising representative for The Many Loves of Dobie Gillis, which debuts on CBS-TV in September.

- Trans-Lux Television Corp., New York, announces the release for syndication of Animal Parade, 26 quarter-hour wild life films. Trans-Lux’s Encyclopedia Britannica library of short subject films is now in some 60 markets, latest buyer being WNEW-TV New York. Renewing Britannica is WKBT-TV La Crosse, Wis.

- MCA-TV, New York, reports sale of the Paramount pre-1948 features to KTVH (TV) Hutchinson, Kan.; WAPI-TV Birmingham, Ala., and WTPA-TV Harrisburg, Pa., bringing total number of markets covered to 54.

- Banner Films, New York, has obtained distribution rights from radio & tv packagers there for Cartoon Classics and Jungle. Classics consists of 208 five-and-one-quarter-minute animated cliff hanger episodes, 104 of which are going into distribution for the first time. Jungle, which has had prior circulation, is composed of 52 15-minute episodes.


anyone For Statistics?

Let’s face it—we’re in a business where statistics flow like . . . or, water.

Since this is the case, here are a few for your consideration:

In the morning, WBT’s audience lead over its nearest competitor is 92%. *

In the afternoon, WBT’s audience lead over its nearest competitor is 69%. *

At night, WBT’s audience lead over its nearest competitor is 123%. *

Three mighty good reasons for placing your next schedule on WBT—the station that creates the nation’s 24th largest radio market. Call CBS Radio Spot Sales for availabilities.

*Pulse 25 county area March 1959

WBT CHARLOTTE

REPRESENTED NATIONALLY BY CBS RADIO SPOT SALES
JEFFERSON STANDARD BROADCASTING COMPANY
"Saved cost..."

WIIC, Ch. 11, Pittsburgh
"Our transmitter dumps 100 KW into the antenna... this input power is no problem for our VHF helical and our signal blankets the Tri-State Area right up to the base of our tower."

Robert Mortensen,
General Manager

WQED, Ch. 13, Pittsburgh
"Simple power division of our sectionalized VHF helical antenna puts our signal in close to out downtown antenna site too... a G-E UHF helical antenna for our second educational channel (WQEX) rides piggyback atop the VHF helical--saved cost of another tower."

Edward Horstman,
Director of Engineering

WTEN, Ch. 10, Albany, N. Y.
"Charlie Heisler, our chief engineer, and I are delighted with the performance of the VHF helical. We went on air Dec. 1, 1957, and the only complaint I have heard to date is from the poor fellow who has to climb 1400 feet to change the beacon light."

Tom Murphy,
General Manager

WAST, Ch. 13, Albany, N. Y.
"Extensive field strength tests (and our mail) show that we're putting a good signal where we want it, and that we're meeting FCC requirements to a tee."

W. G. Riple, General Manager
Elmer Snow, Chief Engineer

WJMR-TV, New Orleans, La.
"We've been simulcasting on experimental station KK2XFW, Ch. 12, since September, 1957. Our VHF helical has performed perfectly, both directionally and non-directionally. We've had no pattern variations caused by weather, and no maintenance problems."

George Mayorall,
General Manager & Chief Engineer
ELECTRIC VHF HELICAL ANTENNA

"Delighted... "Good signal... "No problems"

STRONGER, SIMPLER, GIVES BETTER RECEPTION IN DIFFICULT AREAS

90% Fewer Components, Easier to Maintain The helical antenna is simpler in design than any other type. Gain for gain, it has 90 percent fewer junctions, feed points and other connections. Transmission lines are inside the mast, completely protected from weather and shielded from the RF field. The helical antenna withstands winds up to 112 miles per hour, while its superior rigidity prevents pattern fluctuations. The radiating helix doubles as its own de-icer.

Greater gain, custom coverage General Electric helicals are available with power gains of up to 25. Horizontal field patterns can be directionalyzed by means of simple tuning stubs on the helix. Power division and phasing between sections provide desired null fill-in. Antenna experts at Electronics Park will work with your consultant for the best coverage patterns.

The helical antenna has been proved in use by TV stations in every section of the country. For further information, contact your nearest G-E Broadcast Equipment representative, or write Broadcasting Equipment, General Electric Company, Electronics Park, Syracuse, N.Y. In Canada: Canadian General Electric Co., Ltd., Broadcast Equipment Sales, 830 Lansdowne Ave., Toronto, Ontario. Outside the U. S. A. and Canada: International General Electric Co., Inc., 150 E. 42nd St., New York, N. Y.

Outstanding Advantages of the G-E VHF Helical
- Fewer feed points and feed lines greatly reduce air leak and coupling problems.
- Another antenna can be “piggy-backed” on the helical, permitting two or more stations to use the same tower.
- Feed lines inside mast protected from weather and shielded from RF field.
- Helical can be readily sectionalized for emergency operation.
- Choice of self-diplexing dual-line feed or diplexed single-line feed.
- Has no separate heating elements for de-icing; using helix as own de-icer takes less power.
- No feed lines smaller than 3/16” diameter — rugged, durable with high load capacity.
- Structurally rigid; resists shifting of feed lines, eliminates pattern fluctuations in winds.

NEW—VHF LOW-CHANNEL WRAP AROUND HELICAL All the advantages of standard helicals but utilizes tower structure as mast. Stations now using include WKTV, Ch. 2, Utica, N. Y., and KVIE, Ch. 6, Sacramento.
“Last-minute check between Executive V. P. Bretherton (left) and Chief Engineer Holmes (standing on elevator landing) before a technician starts his ride up the tower.

“This Dresser-Ideco tower elevator helps WTOL-TV assure advertisers of uninterrupted service” reports Thomas S. Bretherton, WTOL-TV General Manager and Executive Vice-President.

“We wanted this Dresser-Ideco tower elevator for the same reason we insisted on top quality equipment at the transmitter,” says Tom Bretherton of Toledo’s WTOL-TV. “It’s the best way to assure our advertisers uninterrupted service.”

Chief Engineer Hal Holmes adds, “The elevator makes routine maintenance easier and faster. It simplifies repair work and speeds it up. A technician would need at least 1 1/2 hours to climb our 1046’ tower. The elevator gets him up to the antenna in a matter of minutes — fresh, ready for work. It saves time and labor, makes it much safer for technicians to keep the tower and its equipment in top condition.”

The electronically-controlled elevator is Dresser-Ideco’s latest significant advancement in television transmitting towers. Bretherton emphasizes, “The elevator was one of the features which impressed us when we discussed the tower with Dresser-Ideco. It’s certainly an important and useful accessory for any tall tower.”

Complete safe, Dresser-Ideco elevators are easy to operate and maintain. Just one switch moves the car up and down, stops it anywhere on the tower. The system is fully protected by automatic safety devices. And Dresser-Ideco’s radio control system eliminates tower wiring circuits, simplifies installation and maintenance.

When you start planning a new tall tower, plan the tower and its elevator with Dresser-Ideco. And send now for Elevator Bulletin T-2.

Patents are pending on the Dresser-Ideco tower elevator.

Chief Engineer Holmes explains tower switch box to the boss. Frazier Reams (left), President, Community Broadcasting Co., says, “When we received the go-ahead to put WTOL-TV on the air, we chose Dresser-Ideco to build TNT... Toledo's New Tower. We are most happy with that decision. For one thing, there’s no need to worry about our men climbing 1046' hand over hand. They’ll take the elevator... Toledo’s most spectacular ride, and one of the safest.”
Compelling distraction for d.j.s was Americana pool and terrace, of which tiny part is shown above. Carlton Records kept bar open at poolside.

FUN IN THE MIAMI SUN

D.j.s live it up but do some business too

Some 3,000 disc jockeys, station executives, record company salesmen and talent sunned, swam, swizzle-sticked and business-sessioned their way through the Second Annual Radio Programming Seminar and Pop Music Disc Jockey Convention at the Americana Hotel in Miami Beach May 29-31. They learned just how much they are under the public microscope—especially when reporters and photographers also were on hand from print media which have been losing ad dollars to radio-tv (see page 96).

Sixty experts on 18 major panels, discussing topics of concern to radio during two full days of business sessions (for details, see BROADCASTING, June 1), constituted a serious balance to the convention. But by first impressions the panels were obscured by the natural lures of the environment, aided by record companies' hospitality suites which seldom closed.

A collective tab of more than $600,000 was estimated to have been spent for the weekend by delegates, stations and record companies. The Storz Stations, once again the convention host, expects a $55,000 bill. The record firms spent an estimated $200,000, covering in part such big events as the poolside cocktail parties by Mercury Records and Liberty Records, breakfasts by United Artists Records and Atlantic Records, lunches by RCA Victor and Columbia, a stereo recording party by Capitol, a banquet by Dot and an all-night breakfast-dance by Roulette. One record firm (not a major label) flew a reported 80 disc jockeys to Havana for a day, helping to lessen attendance at some of the business sessions.

If there is a third annual disc jockey meeting next year—and if Todd Storz has anything to do with it—"it will be a very austere meeting, held in some relatively small midwestern city which is easily reached." Not that there wouldn't be "a reasonable amount of fun," he added, "but the emphasis would be on the business meetings."
WHAT MAKES RECORDS SPIN

Disc jockeys at the Miami convention saw in the flesh a vast collection of the stars whose hit records they had been playing. It was the biggest, longest, gaudiest show ever staged at a broadcasting meeting. It began at 7:30 Saturday night, ended at 6:30 Sunday morning. Guests were fed a banquet, a barbecue and breakfast, washed down by bourbon and scotch. At 1:30 a.m. floor space was cleared, and the 26-piece Count Basie band played for dancing, with occasional breaks for more name acts. Several stars never did get on; time ran out on them. At the banquet Martin Block, WABC New York, 25 years a d.j., presented the first annual Martin Block award to Dick Martin, WWL New Orleans. Mitch Miller (lower right) was not on Saturday show; he led “sing-along” at poolside party for d.j.s Friday night.
DOT'S PAT BOONE

COLUMBIA'S VIC DAMONE

COLUMBIA'S JOHN HORTON

COLUMBIA'S KIRBY STONE FOUR

ROULETTE'S COUNT BASIE

MERCURY'S PATTI PAGE
A MOVE TO ORGANIZE

Renewed attempts were made during the convention to organize a national disc jockey association. At the close of the first day's business sessions, more than 10 hours after delegates first had been seated for a breakfast meeting, open discussion found the few surviving disc jockeys were somewhat skeptical. They recalled past failures in that direction. Record representatives at the session offered cooperation in the form of loans, gifts or assessments, but wanted the d.j.'s to act on their own. Some of the jockeys favoring eventual organization in some cases felt the time premature. Strong proponent of organization was Bill Gavin, San Francisco, an independent radio programming consultant serving such clients as McCann-Erickson and Lucky Lager.

The shuddering thud of negative publicity was heard early Sunday morning when an edition of the the Miami Daily News arrived at the all-night dance. There were cries for an emergency meeting that same morning to organize in defense of attacks on the public image of the disc jockey. The emergency meeting later was called off.

National publicity of the same tenor as the local story was carried in the June 8 edition of Time under the headline, "Disc jockeys, the big payola." Time said: "If the pampered jades of Asia had turned up in Miami Beach last week, they might have melted with envy. One of the most pampered trades in the U.S.—the disc jockeys—had come to town...and Big Daddy, in the shape of the U.S. record companies, was there to take care of them...Squads of local beach girls in Bikinis were relieved of company-strength detachments flown in from New York...the lordly jocks drifted from back-slapper to back-slapper, snacked up booze...and everywhere a d.j. went, record company promoters kept telling him: 'Without you we're dead, boy.'"

Record interests pushing for a one-minute record, which could bring the nickel slot back to the jukebox, found their cause was not well received at the convention. At a panel session on the one-minute record, disc jockeys in the room by a hand vote showed 10-to-1 that they opposed the idea on grounds it would promote more commercialism and provide no entertainment, Panelists were Sol Taishoff, editor and publisher of Broadcasting, who opposed the plan, and Norman Orleck of Cash Box, who favored it.

As the last strains of music wafted down lanai suite hallways and weary delegates packed to catch Sunday planes and trains, Bill Stewart too made news. As the Storz Stations national program director, he had spent six months fulltime as convention planner and coordinator. Then the word leaked out: he had resigned.
Advertisers

- Reynolds Girdler, pr and advertising director, Sinclair Oil Corp., N.Y., elected vp.
- Theodore Braude, formerly advertising and sales promotion manager of Hazel Bishop Co., N.Y., to advertising manager of Llanolin Plus (cosmetics), Chicago.
- Jack D. Behr, news editor of Spotlight News, commercial tv newsreel company, appointed director of advertising and public relations, technical products division, Packard Bell Electronics Corp., L.A. He succeeds David M. Knox, promoted to director of public relations for corporation.
- Jack D. Ewan, midwest regional public relations manager of General Electric Co. in Chicago, joins Motorola Inc., that city, as public relations director. He had been associated with GE in public relations, advertising and sales promotion activities since 1948.
- Larry Smith is not joining Hoffman Electronics Corp., L.A., as advertising director for its Consumer Products Div. as announced last week (Broadcasting, June 1). Mr. Smith, who resigned as general manager of KDUO (FM) Riverside, Calif., to accept Hoffman post, said his future plans are undetermined.
- Leonard C. Truesdell, executive vp, marketing, of Zenith Radio Corp., chosen “sales executive of the year” by National Sales Executives-International. He was cited for “unusual ability in selling quality over price” with tv receivers and for helping Zenith in 1958 increase its “share of the total industry radio receiver business almost 25% over 1957.”

Agencies

- James G. Lamb, board chairman of Arndt, Preston, Chapin, Lamb & Ween, Phila., to become chairman of newly-created executive committee, effective July 1. John F. Arndt, president, succeeds Mr. Lamb as board chairman while Kennard G. Keen Jr. becomes president.
- Louis A. Tilden, vp and radio-tv director of Wherry, Baker & Tilden, Chicago, becomes board chairman of re-organized agency, Baker, Tilden, Bolgard & Barger. Bruce A. Baker, vp and creative director of WB&T, becomes president of BT&B. Clifford E. Bolgard, vp-media director, and Harry Bargar, vp-account supervisor, both of old agency, are new principals. Larry Wherry resigns as president of WB&T, selling his interests. All changes are effective July 15.
- Reg W. Triggs named vp and general manager of Los Angeles office of Cunningham & Walsh. He held same title previously with Los Angeles office of McCann-Erickson, and before was account supervisor with Erwin Wasey, L.A., and Meldrum-Fewsmith, Cleveland. William J. Peterson, C&W vp, named creative director of Los Angeles office and creative television coordinator in Los Angeles for all six of agency’s offices.
- Allen H. Center, public relations director of Motorola Inc., Chicago, resigns June 15 to join Leo Burnett, that city, as vp in charge of public relations, July 6. In effect, he succeeds Bill Treadwell, formerly vp and manager of agency’s department in New York, who joined Grey Adv., that city, as vp in charge of special assignments June 1. Mr. Center will headquarter in Chicago, coordinating activities of Burnett’s New York.
York, Hollywood and other offices.

- Neil Quinn, formerly associate copy group supervisor, Kenyon & Eckhardt, N.Y., to Geyer, Morey, Madden & Ballard, that city, as vp in creative department.

- Cleo W. Hovel, tv creative supervisor, Kenneth R. Oelschager and Frank Walsh, creative supervisors, all of Campbell-Mithun, Minneapolis, elected vps. Mr. Walsh works in Chicago office of C-M.


- Philip M. White, formerly vp and director of Reach, McClintock & Per- shall, Chicago, appointed vp and account supervisor at The Buchen Co., that city.


- August A. Nelson resigns as vp, headquarters' staff, American Assn. of Advertising Agencies, N.Y. Lawrence D. Ready, appointed acting head of Mr. Nelson's former section.


- Thomas D'Arcy Brophy, formerly chairman of Kenyon & Eckhardt, N.Y., and Samuel C. Gale, formerly vp in charge of advertising, home service, public services and marketing research of General Mills Inc., Minneapolis, have received first annual Advertising Federation of America awards for "distinguished service."

- Paul Moroz, elected vp in charge of research of C. J. Laroche & Co., N.Y. Other Laroche appointments: Chester R. Laroche, vp, charge of media, and Humboldt Greig, vp, charge of radio-tv time buying.

- A. F. Guckenberger, formerly advertising vp, Ward Baking Co., N.Y., to McCann-Erickson, that city, as vp and account director.

- Joseph D. Nelson, director, account management division, Cunningham & Walsh, N.Y., and Laurence W. Scott, senior vp and account supervisor, agency's Chicago office, elected to board of directors.


- Walter W. Stumpe, director of marketing department of Needham, Louis & Brophy, Chicago, elected vp.

- Elliott Johnson, formerly midwest account representative of American Research Bureau, Chicago, appointed director of media and research of R. Jack Scott, Chicago agency.

- Ruth Babick, head timebuyer of Earle Ludgin & Co., Chicago, for over ten years, announces resignation.

- Wolf Magnus, formerly marketing analyst of McCann-Erickson, appointed senior merchandising analyst in marketing research department of Tatham-Laird, Chicago.

- Edmund (Rody) Rogers, radio-tv program supervision head, N. W. Ayer & Son, N.Y., named head of agency's Hollywood office.

- Harry Soghigian, formerly southern sales manager of Tv Digest magazine, to Promotion Assoc., Washington advertising-pr firm, as executive vp in charge of sales.


- Charles D. Bell, formerly advertising manager, Pepperell Mfg. Co., Bos-ton, to Badger and Browning & Parcher, that city, in executive staff capacity.

- Keith Shaffer, formerly network buyer with Fletcher D. Richards, N.Y., named media buyer in Chicago office of Young & Rubicam. Betty Myers, formerly with Tatham-Laird, Chicago, to assistant media buyer with Y&R's office, that city.

- Cave Christian, formerly advertising director of Neiman-Marcus, Dallas and Houston stores, named copy director of Lavenson Bureau of Advertising, Phila.


- Ed Johnson named account supervisor of Los Angeles and San Francisco offices of Barnes Chase.

- John R. Burke, formerly with Mar-steller, Rickard, Gebhardt & Reed, joins Ketchum, MacLeod & Grove, both Pittsburgh, as account executive.

- Ray A. Herman, formerly with Dancer-Fitzgerald-Sample, to Street & Finney, both New York, as account executive.

- Michael Donovan, formerly vp and associate media director of Benton & Bowles, N.Y., to media department, BBDO, that city.

- Tom Wood, formerly senior copywriter, BBDO, Chicago, to creative staff of Charles W. Hoyt Co., N.Y.

- John McNamara, formerly copywriter with McCann-Erickson, Detroit, to copywriting staff of Fuller & Smith & Ross, N.Y.

 Networks

- Thomas H. Ryan, general executive in CBS-TV program department since January, has resigned to become vp of Hubbell Robinson Productions Inc., Hollywood. Formation of that firm was announced week ago by Mr. Robinson, former programming executive vp of CBS-TV (Broadcasting, June 1). At CBS-TV Mr. Ryan had been closely as-sociated with both Mr. Robinson and Harry G. Ommerle, who resigned as network program vp last week.
WHAT GIVES YOU A WHOLE STRING OF COMMERCIALS IN ONE DAY?

VIDEO TAPE MADE ONLY BY 3M

Rehearsal's over. The talent's ready.
The one-minute commercial goes on tape.
Then—in instants—the commercial's on the monitor, ready for approval. No time lost for processing. And no money wasted on expensive editing. Should a re-take be needed, another taping's done in just one minute.

Best of all, the taped commercial has "live" quality . . . you get a wider, truer contrast range and signal detail than has been possible by photographic recording . . . involving tolerances of three ten-thousandths of an inch.

Amazing video tape is made only by 3M . . . a product of the 3M Research that pioneered magnetic tape. You can rely on erasable, re-usable "SCOTCH" BRAND Video Tape.

MINNESOTA MINING AND MANUFACTURING COMPANY
...WHERE RESEARCH IS THE KEY TO TOMORROW

named director, station technical facilities.

- HUGH HOLE, formerly tv producer of Maxon Inc., Detroit-based agency, named co-ordinator of ABC-TV, western division.

**Stations**

- CHARLES T. (Red) DONLEY, sports director of WSTV-TV Steubenville, Ohio, promoted to vp, public relations and special events.

- BERT WEST, general sales manager of KSFO San Francisco, promoted to vp.

- HUGH E. BADER, formerly of WHB Kansas City, to KUEQ Phoenix, Ariz., as general manager.

- JAMES K. WHITAKER, formerly director of radio of WIS Columbia, S.C., to WCSC-AM-FM Charleston, S.C., as national sales manager.

- DAN BELLUS, sales development and promotion director of KFMB-AM-TV San Diego, promoted to sales manager of KFMB Radio. Mr. Bellus’ assistant, PARKER H. JACKSON, succeeds him as sales development and promotion director for San Diego stations.

- FRANK OXARART JR., sales promotion assistant of KNX Los Angeles and Columbia Radio Pacific Network, has resigned to join Kenneth E. Wilson, Newport, Calif., distributor for Chris-Craft Corp., as office manager.

- JIM SILMAN, director of WTOP-TV Washington, appointed director of programs, succeeding THOMAS B. JONES, moving to WJIM-TV Lansing, Mich., as director of programs.

- BILL TAYLOR resigns as sales and operations manager of KWIZ-AM-FM Santa Ana, Calif.

- GENE ADAMS, salesman of KIMA-TV Yakima, to KEPR-TV Pasco, both Washington, as sales manager.

- THOMAS C. BOSTIC, general manager of KIMA-AM-TV Yakima, Wash., and part owner of Cascade Broadcasting Co., assumed office as mayor of Yakima on June 1. Mr. Bostic led field of 36 candidates last month for Yakima City Council and was elected mayor by his fellow councilmen. He is member of NAB Radio Board.

- MARVIN KATZ, sales promotion assistant of KNX Los Angeles and CBS Radio Pacific Network, appointed program promotion and merchandising manager of KNX-CRPN.

- BOB PARKER, farm service director of WBAY-AM-TV Green Bay, Wis., appointed director of sales promotion and merchandising. ORION SAMUELSON promoted from farm service editor to farm director and JIM DENSMOOR, formerly program-farm director of WCWC Ripon, Wis., named farm service editor.

- LESTER C. RAU, sales manager of KOLN-TV Lincoln, Neb., elected president of Lincoln Advertising Club.


- ARTHUR H. SIMMERS, formerly sales manager of WFAR Farrell, Pa., named station manager of WOHI East Liverpool, Ohio.

- EUGENE J. HOGAN, with KLOK San Jose, Calif., past three years, and presently air personality, adds duties of sales manager.

- EARL A. MERRYMAN, 58, formerly radio engineer of WJSV (now WTOP) Washington and retired electronic engineer of Naval Gun Factory, died May 31 of cancer in Bethesda Naval Hospital, Bethesda, Md. In 1930's, Mr. Merryman engineered for Arthur Godfrey's old morning show, *The Sundial*, and hosted disc jockey show of his own, called *The Eye Opener*.

- FRANK COSTA, formerly program director of WKIT Mineola, N.Y., to WVOX (formerly WNRC) New Rochelle, N.Y., in similar position. VIC RAYNER, formerly on news staff of WFIL Philadelphia, joins WVOX as news editor.

- JACK LYNCH, formerly program manager, WNTA-TV Newark, N.J., to WNEW-TV New York in similar capacity.

- DINO IANNI, account executive of KQUE Albuquerque, N.M., named commercial manager.

- WALTER N. LINTHICUM, program director of WBAL-AM-TV Baltimore, retires after 31 years of service with Hearst-owned stations.

- ROBERT WHITNEY, program director of KALL Salt Lake City, to KBOX Dallas as assistant to general manager in charge of production. Other KBOX appointments: CHUCK BENSON, formerly of KALL, and JOHN BORDERS, formerly of WACO Waco, Tex., as announcers; D. MYLO BEAM, formerly group sales representative of Barrett Family stations, as account executive.

- ED MARVIN, formerly of WOCB W. Yarmouth, to WPLM Plymouth, both Massachusetts, as manager of its Cape Cod branch. FRED LANG, formerly of WNAC Boston-Lawrence, named WPLM's news director for Cape Cod.

- HAL DURHAM, formerly announcer-newswoman of WSB-AM-FM Atlanta, to WBMC McMinnville, Tenn., as program director. CHARLES MULCIC, formerly announcer with WCDT Winchester, Tenn., joins WBMC in similar capacity.

- DOUGLAS G. BELL, formerly assistant program director-production super-
Ladies' first • Roy V. Whisnant, vice president of WCOP-AM-FM Boston, outgoing president of the Broadcasting Executives Club of New England, presents the gavel to new President Kay Chille, vice president and treasurer of Nona Kirby, Boston station representative, and reportedly first woman president of this type of broadcasting club in the country.

visor of WBT Charlotte, N.C., named program director-production supervisor of WIST, that city.

• Thomas J. Goswick, sales service supervisor of WAVY-TV Norfolk-Portsmouth, Va., promoted to sales coordinator. Norman Holve, former director of photography, WEAT W. Palm Beach, Fla., succeeds Mr. Goswick as sales service supervisor. Other WAVY-TV appointments: Sylvia Weaver, formerly promotion writer of WTAR Norfolk, Va., as continuity director; Russ Porterfield, former director of WRVA-TV Richmond, Va., as production manager, and Bill Kelley, film director, to operations manager. Judy Hundley to WAVY as continuity director. Catherine Polizos to licensee Tidewater Teleradio Inc. as art director.

• Robert E. Robinson, manager of news operations, WWDC-AM-FM Washington, D.C., named director, news and editorial operations. Other WWDC appointments: Tom Slinkard, manager, news operations; Gerald W. Clarke, news production manager; Edward Pawlick and Ed Taishoff, news editors.

• Walter R. Kraemer appointed public relations director of WDWN Wheaton, Md., and WASH (FM) Washington, D.C., and editor of WASH Program Guide.

• William A. Gartheuaitte, producer-director of WAVY-TV Norfolk-Portsmouth, to WTAR-TV Norfolk, both Virginia, in similar capacity.

• Bill Laws, with KEWB (formerly KLX) Oakland, Calif., since 1948, named public relations-promotion director.

• Jack Hurst, formerly news-sports director of WLEE Richmond, Va., to WOST Atlanta, Ga., as news director. Lou Morton named WGST chief announcer.

• Patrick Fay, formerly producer-director of DuMont Network, to KPLR-TV St. Louis in similar capacity.

• Dick Dunne, formerly announcer of KXGN-AM-TV Glendale, Mont., to KXAB-TV Aberdeen, S.D., as news director.

• Larry Beckerman, executive producer of WTOP-AM-FM Washington news staff, appointed Washington area news editor. Steve Cushing, senior member of WTOP news staff, joins Mr. Beckerman on Washington area news desk.

• Jonathan Schiller to KABL San Francisco as music director for nightly classical program.

• Rod Lea, formerly air personality and newsman of WAMS Wilmington, Del., to operations staff of KTTV (TV) Los Angeles.

• Ed Yallowitz, promotion manager of WFIE-TV Evansville, Ind., to promotion department of WBBM-TV Chicago.

• David P. Evans, formerly tv-radio account executive, Ogilvy, Benson & Mather, N.Y., to sales department of WHLI Hempstead, N.Y. Phil Cecchini, formerly with engineering staff at WXEX-TV Petersburg, Va., to WHLI, in similar capacity.

• B. J. (Jack) Palanza joins WCSP-TV Portland, Me., as account executive.

• George L. Griesbauer, formerly in regional sales office of WITV (TV) Jackson, Miss., to WRC-AM-FM-TV Washington as account executive.

• Heyward Siddles, program director of KOA-TV Denver, to account executive in sales department. St Palmer, production supervisor, named program director. Dick True promoted from director to assistant program director and chief director.

• James J. Dunham, formerly with WXIX-TV Milwaukee, joins sales staff of WTCN-TV Minneapolis-St. Paul. Frank Hunt joins radio sales staff of WTCN.

• Cecil Webb, director of sales promotion and advertising of KRON-TV San Francisco, appointed full-time sales representative.

• Pat Norman, formerly assistant ad-

Daytimer in midwestern city possessing genuine growth potential. Can be had for $110,000.00, with $55,000.00 down. For further details contact office nearest you.

Fulltimer located in southwestern section of U.S. Total consideration $90,000.00, $25,000.00 down will handle. Terms subject to negotiation. ABC network affiliation.

HAMPTON-LANDIS & ASSOCIATES, Inc.

Brokers • Radio and Television Stations • Newspapers

WASHINGTON, D.C. • CHICAGO • DALLAS • SAN FRANCISCO

Ray V. Hamilton Richard A. Shaheen DeWitt 'Judge' Landis John F. Hardesty

W. 1737 DeSales St. N.W. 1714 Tribuna Tower 111 Sutter Street

Executive 3-3456 Delaware 7-2734 Exbrook 2-5671

1511 Bryan St. Riverside 8-1175

NATIONWIDE • NEGOTIATIONS • FINANCING • APPRAISALS
vertising manager of Rawlings Sporting Goods Co., St. Louis, to KTVI (TV), that city, on local sales force.

- RICHARD GASSAWAY, salesman of KEPR-TV Pasco, to KIMA-TV Yakima, both Washington, in similar capacity.

- BILL CHASE, formerly with KING-AM-FM, to KTIX, both Seattle, as air personality.


- GALEN DRAKE, long-time radio personality of CBS, signed to exclusive contract with WOR New York for twice-daily, Monday thru Friday program, beginning July 20.

- BILL STICKLER to news staff of WEOL-AM-FM Elyria-Lorain, Ohio.

- Bob DAYTON, formerly air personality of KTBC Austin, to KIXZ Amarillo, both Texas, in similar capacity.

- WILLIAM R. ROLLINS, with WAYS Charlotte, N.C., as an announcer before joining Air Force, joins sales-announcing staff of WGCC Belmont, N.C.

- RICHARD CALCAGNO, graduate of Northwest Schools, Portland, Ore., to KBCH Oceanside, Ore., as announcer. Other appointments of Northwest graduates: ROBERT KNODELL to WTVB Coldwater, Mich., as air personality; MORGAN GODWIN to WTAP (TV) Parkersburg, W. Va., as floor manager, and DONALD BOYD to KWIQ Moses Lake, Wash., as air personality.

- Russ Moore, formerly air personality of WLAL-AM-FM Minneapolis, to WERE-AM-FM Cleveland in similar capacity. Bob HAGEN, formerly of WHK-AM-FM Cleveland, to WERE news staff.

- JOHNNEE RAYBURN, formerly sports announcer of WEEK-AM-TV Peoria, Ill., to KOA-TV Denver, Colo., as announcer.

- WILLIAM FYYFE, formerly night news editor of WIRT (TV) Flint, Mich., to news staff of WWJ-AM-FM Detroit.

- BILL JENKINS, announcer of KBOX Dallas, to WIL St. Louis in similar capacity.

- DON HERMAN, formerly of WBAL Baltimore, and HANS ANDERSON, formerly of WLWA (TV) Atlanta, to announcing staff of WVIP Mt. Kisco, N.Y.

Representatives

- WILBUR M. FROMM, manager of advertising and promotion, NBC Spot Sales, N.Y., appointed manager, sales development and promotion. ANTHONY LIOTTI, supervisor of research, named manager of research.

- JACK MURRAY, formerly production director of WICE Providence, R.I. joins Richard H. Ullman, Buffalo, N.Y., as account executive.

- FRANK REED, vp and account executive of John E. Pearson Television, Chicago, resigns.

Programming

- CHARLES BOLLE, formerly of MGM Studios, Hollywood, named vp in charge of business affairs of Four Star Films, that city. Mr. Bolle will also serve as member of board of directors.

- WILLIAM SHELTON, formerly vp, Times Film Corp., and head of own film company, joins National Telefilm Assoc. International, as sales manager for continental Europe.

- WILLIAM E. FINESHRIBER reported last week to be leaving his post as director of international operations of Screen Gems, N.Y., within next two months. Mr. Fineshibrer previously was sales vp at Television Programs of America, vp in charge of radio-tv for NBC and executive vp of Mutual.

- JACK SONNATAG, assistant production manager of Four Star Films, promoted to production manager. He succeeds FRANK BAUR, who resigned to resume directing.

- HERBERT EISEMAN, west coast vp of H-E Management & Production Assoc., has joined business affairs staff of Desilu Productions, Hollywood.

- BEN BRADY elected president of new Television Producers Guild. Other officers: RALPH LEVY, first vp; EVERETT FREEMAN, second vp; JULES BRICKEN, secretary; WINSTON O'KEEFE, treasurer.

- HERSHEL PEARSON, formerly assistant to president, Guild Films, N.Y., to Official Films, that city, as assistant director of sales.

- CLIFF ROBERTS, award-winning designer of animated tv commercials (three merit awards, Art Directors Club of New York, Golden Reel and Christopher Award), named designer and director, Robert Lawrence Animation, N.Y.

- MURRAY OKEN, midwest sales manager, Trans-Lux Television Corp., named western division manager, Los Angeles office.

- ROSS M. SUTHERLAND, formerly executive vp, sales and service, John Sutherland Productions, N.Y., and midwest sales manager of MPO Productions, Detroit, to midwest sales division of Wilting Inc., Chicago, as account executive.

- Hoby WOLF, sales manager of Miller-Fenwick Inc., Baltimore film producer, appointed vp of sales. EDWARD HOOPER, with M-F since 1958, named district manager of Washington office. GARY HUGHES, film designer, named art director.

- SHERRIE BARISH, formerly special sales representative of Official Films, N.Y., to Bernard L. Schubert, that city, as account executive.

- PHIL SHARP, formerly comedy writer for Phil Silvers, Sid Caesar and I Married Joan tv series, named associate producer of ABC-TV's series, The Donna Reed Show.

- MEL EPSTEIN, formerly of Para-
mount Pictures as producer, joins Ziv Television Programs, N.Y., as associate producer for Space, new science adventure series. Bob Leach, free lance writer who contributed scripts to Perry Mason and other tv series, joins Space staff as story editor.

- Herb Stewart signed as executive producer, Bernard L. Schubert, N.Y., for forthcoming Counterspy series, which starts California filming this month.

- Bob Wells resigns as co-producer of NBC-TV's Dinah Shore Chevy Show to return to Broadway.


- David Victor signed by Goodson-Todman as associate producer and story editor for The Rebel, Nick Adams tele-series produced by Andrew Fenady and directed by Irving Kershner, to start on ABC-TV Oct. 4, Sun., 9-9:30 p.m.

- Dan Lounsbery signed to produce Pat Boone Chevy Showroom for 1959-60 season. Other tv shows to his credit are Hit Parade series and Bell Telephone specials.

- Herbert Baker, award winning tv writer ('58 Emmy for "An Evening with Fred Astaire") and movie scenarist, to head writing staff for new Perry Como show, which debuts Sept. 30.

**Equipment & Engineering**

- Dr. Herbert Trotter Jr., formerly executive vp, Sharples Co., Phila., (manufacturer of process and centrifugal equipment for chemical, food and other industries) to Sylvania Electric Products Inc., New York office, as senior vp, engineering and research.

- Hal Weatherly, sales coordinator of instrumentation, Midwestern Instruments (electronic recording instruments, audio tape instruments), Tulsa, Okla., named director of advertising.

- Norman Gladney, formerly head of own New York marketing firm, appointed general sales manager, Golden Shield Corp., Great Neck, N.Y., national distributors of "Golden Shield by Sylvan" (transistor, table and clock radios).

- B.T. Setchell, president of Setchell-Carlson, St. Paul, Minn., makers of tv-electronic equipment, adds post of general sales manager. W. C. McNight, advertising manager, named assistant sales manager of S-C.

- Martin Sheridan, information and publications director of New England Council past 14 months, rejoins Admiral Corp., Chicago, as public relations director in which capacity he served from 1951 to 1957.


- William M. Webster, manager of advanced development, RCA Semiconductor & Materials Div., Somerville, N.J., appointed administrative engineer on staff of vp, RCA Labs, headquarters at David Sarnoff Research Center in Princeton, N.J.

**Allied Fields**

- Warren E. Abrams, formerly account executive of N. W. Ayer & Son, appointed manager of general advertising of Louisville (Ky.) Courier-Journal & Times (WHAS-AM-TV).

- Joseph W. Kutchin, account executive of Harshie-Rotman, Chicago-based pr firm, promoted to account group supervisor. Mrs. Sue Leven Sager, formerly head of her own PR firm, to H-R as account executive.

- Seymour D. Hesse, formerly vp, Schenley Industries, N.Y., resigns effective July 1, to go into business as marketing and advertising consultant. He will continue to serve Schenley in consultative capacity.

- Mrs. Lenore G. Ehrig, attorney associated with Harry J. Daly communications law firm, elected president of Women's Bar Assn. of District of Columbia.

- William C. Gordon Jr. resigns (effective July 1) as executive director of American Marketing Assoc., N.Y., to open own market and management counseling service in Chicago.


- Clifford Gorsuch, Region III director of National Assn. of Broadcast Employees & Technicians, temporarily appointed director of network affairs, replacing G. Tyler Byrne, unassigned to any other NABET position.

- Bud Fari, Hollywood columnist for Television Radio Daily, has resigned to join Media Communications, Hollywood merchandising, tv packaging and public relations firm, as vp.

- Robert M. Light, managing director, Southern California Broadcasters Assn., Ed Leavitt of Wright-O Inc. and Harry White, Western Airlines, elected to three-year terms as directors of Hollywood Ad Club. They will be installed at final meeting of 1958-59 season, June 15, along with officers for coming year, to be elected by board.

**International**

- W. C. Thornton Cran named president of CFRB Toronto, Ont., succeeding J. Ellsworth Rogers, retired, who remains director and consultant of both Standard Radio Ltd. and Rogers Broadcasting Co., Toronto, which owns CFRB.

- T. Ralph Hart, formerly vp of Spitzer & Mills Ltd., Toronto advertising agency, to vp in charge of broadcasting of McConnell, Eastman & Co., Toronto. Austin G. Moran to vp and director of radio-television commercial production of same agency.

- Pat McGhee, sales manager of CKCK-TV Regina, Sask., to sales manager CFRN Edmonton, Alta. Tom Shandro to promotion manager of CFRN.

- Gerry Ferrer, program director of CHWO Oakville, Ont., to CHUM Toronto, Ont.
ADMIRAL UNZIPS COLOR TV PLANS

Siragusa radiant in pep talk to sales meeting as he unfolds firm's plans to make color sets;
RCA welcomes new push for polychrome TV

A break-through in color television set manufacture was hailed last week when Admiral Corp. announced plans for a major marketing campaign this fall in support of a complete new line of color tv receivers.

Admiral would thus join RCA in the forefront of color set producers other radio-tv manufacturers indicated no present plans to burst into color.

The Admiral plans were made known at a 25th anniversary national sales meeting in Chicago on June 1. Ross D. Siragusa, president, said the company's new "aluminized, 110-degree tube" represented the first big change in six years. He said it provides a picture almost 10% larger than the usual 21-inch picture tube.

"Color programs," Mr. Siragusa said, "are increasing in number and popularity. The new color sets are easy to operate and are virtually as trouble-free as black-and-white receivers."

Mr. Siragusa's announcement said Admiral was moving into color tv "all the way," and was doing so once again "side by side with RCA."

RCA has been the only major producer of color tv sets and NBC, a division of RCA, has been the principal producer of color shows. Mr. Siragusa estimated that half a million color sets are now in use.

Welcome Aboard • Admiral's decision was welcomed by RCA. Charles M. Odorizzi, group executive vice president, issued this statement: "RCA welcomes the entry into the color television field of another major manufacturer like Admiral. This move is bound to be beneficial to the entire television industry. It is the latest in a series of developments that point to sharply rising interest in color tv."

Schwerin Research Corp., however, said in one of its monthly bulletins that a study showed that viewer anticipation of color was falling off. "The high levels of anticipation which marked the first stages of color television have subsided," the bulletin said, "and without a prod from advertisers and networks could settle into a serious slump."

The report continued: "Two-fifths of the viewers questioned had never even seen color television, and only 2% claimed to own sets.

. . . It appears, then, that there has not been a great deal of exposure to color television. And what there has been does not seem to have produced an especially enthusiastic response . . . ."

The June 1 "Value Line Investment Survey" published by Arnold Bernhard & Co., investment advisors, took a more optimistic approach. It said: "There are some indications that the long-awaited break-through to mass market for color tv is in the offing. . . . If upwards of 300,000 sets could be sold this year (almost twice as in 1958), production might well reach half a million and a real mass market could be achieved in 1961."

A Flip-Flop • Admiral's decision was a turnabout, in a way. Last year at this time Mr. Siragusa blamed the three tv networks for the lack of public acceptance of color television. He scored ABC-TV and CBS-TV primarily—and NBC-TV to a lesser degree—for network attitudes he described as "selfish," "public-be-damned," "money-hungry" and "profit-hungry." Mr. Siragusa promised Admiral's re-entry into new model production by June 1959 (Broadcasting, June 9, 1959).

Admiral's color line will include table, console and lowboy models in a variety of finishes, incorporating the RCA 21-inch picture tube. Admiral will offer an unconditional one-year warranty on all parts, including the tube, with suggested prices still to be set. Nor was there any indication last week how many units would be delivered to distributors, though more than 4,000 dealers are expected to have the sets on display by early fall.

Mr. Siragusa pointed out that "in the early days of black and white television, we visualized the tremendous possibilities of that medium and worked with RCA, contracting for a large percentage of its picture tube output. Now I am happy to announce that once again side by side with RCA, Admiral has moved into color tv all the way."

Color-consciousness • The reason for a major marketing effort, he continued, is to help make the American consumer more conscious of color tv's technical perfection. About 500,000 color units already are in use and the figure will increase steadily in the months ahead, he said. The step-up in color sales started last December, Mr. Siragusa noted, and has shown continued strength since then.

"This means that more and more persons are being exposed to color. This increased exposure, combined with easy-operate, decorator-styled sets and additional color programming, will help to make the public more aware of color tv than heretofore," Mr. Siragusa explained.

Previously (in June 1958), Mr. Siragusa had complained that manufacturers had spent "huge sums" on sets and made "serious marketing efforts" to push tint tv but that the networks lagged in programming.

Advertising-marketing-merchandising strategy was discussed last week at a meeting with Admiral's agency, Henri, Hurst & McDonald, Chicago. True to its advertising tradition, the electronics manufacturer will pour most of its advertising moneys into print media, primarily magazines, although some dol-
Among reasons he cited the possible desirability of a one-gun tube, simplified circuitry and other refinements, plus a price reduction from the present $495 to a maximum $300 or $350. Meanwhile, Motorola is continuing to produce a token quantity of tint models as demand dictates.

The last official statement by a Zenith official on prospects was that delivered by Hugh Robertson, its president, in the company's annual report to stockholders March 6. Along with toll tv, he observed that "improved and increased programming would also be a stimulant to the future public acceptance of color television if it is combined with a more realistic pricing approach which would make the public understand that color will have to be a deluxe supplemental service for many years in the future rather than an immediate replacement for monochrome television."

Progress on the single-tube color set—still a gleam in the eyes of electronic engineers working on a prototype that can be mass produced at a cost close to the monochrome price—was reported by Paramount Pictures President Barney Balaban at last week's stockholders meeting (also see story, page 86).

Paramount's chromatic labs is developer of the Lawrence tube with work proceeding on a prototype receiver by Allen B. DuMont Labs.

Mr. Balaban said Paramount had been "pressing" the experts to solve existing problems at mass production costs of not more than 25% greater than black and white, and that they were "near" the goal. For enthusiastic acceptance, he said, color tv must have brightness qualities (under all viewing conditions), reliability (so wife and child could tune the set at all times) and color purity (accurate, "brilliant" reproduction of the original scene).

**Ampex sales up 45%**

Sales of Ampex Corp. for the fiscal year ended April 30, 1959, totaled $43,691,000, up 45% from the $30 million reported for the previous year, George J. Long Jr., Ampex president, said last week in his annual report. The audit for fiscal 1958 won't be completed for several weeks, he said, but preliminary figures indicate the net after taxes will exceed a previous estimate of $2.5 million. Net for fiscal 1957 was $1,540,000. The outlook for fiscal 1959 is excellent, Mr. Long said.
Researcher Schwerin conducts conference in London on improving TV commercials

What makes a TV commercial effective? Why does one commercial not well remembered actually sell more goods than another commercial which had high recall?

These were typical questions explored last Wednesday (June 3) by Horace Schwerin, president of Schwerin Research Corp., during a seven-hour presentation before 1,000 British television and advertising representatives in London. They were guests of Associated Television Ltd., a major program contractor in England, which sponsored the all-day conference conducted by Mr. Schwerin on the subject of “Increasing the Selling Power of TV Commercials.”

Mr. Schwerin’s observations were based on his firm’s 13 years of experience in the U.S., Canada and England testing more than 10,000 TV commercials with consumer panels of more than 1.5 million people. The Schwerin measure of effectiveness, he explained, is whether the commercial’s “vital promise” of consumer benefits is communicated to the viewer and he is persuaded to shift his allegiance from one competitive brand to another after seeing the commercial.

Noting that three-fourths of all British TV commercials today—an increase of 200% over two years ago—are 15 seconds long, Mr. Schwerin said “the advertiser who announces his wares in 15 seconds must carve cameos, he cannot make even one mistake.” He warned that these spots had become “too prevalent, too dangerous and may become too expensive because they are ineffective.”

Not Needed • Research has found that some commercials should never have been put on the air, he said. They actually lost sales for the advertiser. He cited a case where “Brand A” sought to discredit “Brand B” by re-creating Brand B’s claims and charging that they were false. Brand A not only failed to win new customers but disenchanted 10% of the audience who originally preferred Brand A.

In another commercial, for a shaver, the copy line involved a nagging wife. Apparently she was so real and so disliking that 12% of the men who had preferred that brand of shaver changed their minds after seeing the spot.

Mr. Schwerin also warned advertisers against centering the vital promise “around your own ego instead of the viewer’s interests.” He discussed two forms of this, wish-fulfillment and narcissism, both of which make ineffective commercials.

Wish-fulfillment “often involves an egocentric inflation of the ‘bandwagon’ approach,” he said. Statements such as “more people drink it,” “largest selling brand” or “three out of four people use it” are impotent, he said. A variation of the theme was a grocery product commercial showing a line of shoppers’ carts in a supermarket. “Improbably, every basket was loaded to the gunwales with the advertised brand,” he recalled.

World Famous • In another, a food product spot showed an animated globe eating the brand happily. “The thought that the whole world loved his brand was undoubtedly gratifying to the sponsor,” he said, “but its influence on the viewer was negligible.”

Ineffective narcissistic commercials he cited included one of a beverage bottle admiring itself in front of a mirror, a cereal commercial in which a girl package admired a boy package who sang about himself and a beverage spot with a chorus of bottles singing their gratitude because they contained such fine ingredients.

Mr. Schwerin recited five elements necessary to enhance the effectiveness of the non-integrated commercial: (1) It must present one unified impression with all necessary elements. Incongruous elements will not combine; the number of ideas does not determine a commercial’s success. (2) It must be either dominantly logical or “emotive.” It is extremely difficult and dangerous to mix the “mood” commercial with the factual approach.

Flattery Pays • (3) It must involve the viewers favorably. “Choose the characters and the settings which will be most flattering to the audience you wish to impress.” (4) The commercial must be consumer-oriented, not product-oriented. The “vital promise” is best communicated in terms of benefits the viewer will derive. (5) It must employ the visual actively. “Ideally, the pictorial elements of your commercial will convey the story and establish the vital promise even if the audio is not heard.”

The announcer or “presenter” used in the commercial, whether an entertainment star or a regular announcer, must have a personality compatible with the product and he must be believable in his recommendation of it, Mr. Schwerin said. Sometimes the unknown announcer is more effective, he said, because those well known may already have image associations with other products.

He cited the case where the commercial with a little girl using a ready-mix cake mix was more effective than a spot showing a chef doing the same thing. In another, an office worker talk-
ing about “clean shaves” impressed more reviewers with his endorsement of
a razor than did a steel worker. An
athlete wasn’t convincing until scenes
showing him performing were included.

Forward Backward
• Other com-
cmercial forms discussed by Mr. Schwer-
in included romantic involvement
(“women won’t buy the image of a
woman acting too forward”); before-
and-after situations (most effective is
simple sequence of unhappy before fol-
lowed by happy after scene; taste (can
be demonstrated but not merely by
claiming it; best ways are showing foods
in enticing settings or in combinations
with other foods); animation (slightly
less effective than the average non-car-
toon commercial, but often necessary;
should always mix in some live, even
if only of product itself), and humor
(“don’t get carried away”). In a spot
where a character was doing compli-
cated tricks, he came to grief near the
end right in front of a poster advertising
a brand. Viewer reaction: negative.

Tomorrow’s successful advertiser Mr.
Schwerin told his London audience,
“must assume television is an important
medium. He must realize that it re-
quires special knowledge to make it pay
off.

“One of your own advertising au-
thorities, Brian MacCabe, said that too
many British manufacturers still con-
tinue to satisfy themselves that they
have a good product and ‘the public
damn well ought to like it.’ No, an ad-
vertiser must develop his effective com-
cmercial or campaign and continue to
test its effectiveness. Television is too
important and too costly to be ignored
or missed.”

Canadians plan
can pay-tv test in August

Latest Canadian development in pay-
tv is expected to see a test of the medi-
ium in August in a Toronto suburb. E.E.
Fitzgibbons, executive director of
CKCO-TV Kitchener, Ont., and an ex-
ecutive of Famous Players Canadian
Corp., announced at Toronto that an
experiment in pay-tv will take place this
autumn in an unnamed Toronto suburb.
Toronto was chosen as the starting city
for the test as viewers have access to
three Buffalo, N.Y., stations, one To-
ronto and one Hamilton, Ont., station.
If pay-tv succeeds in such a highly com-
petitive area, Mr. Fitzgibbons explained,
it would certainly succeed in a one-
channel Canadian city. The pay-tv equip-
ment will utilize one channel posi-
tion on a subscriber’s set and viewers
can see the show several times in an
evening if they desire, but they will have
to pay again if they switch to another
dial setting.

International meet
at So. California U.

Broadcasters from 17 countries will
meet June 27-Oct. 24 at the U. of
Southern California, Los Angeles, in a
seminar sponsored by the U.S. Dept. of
State. The seminar is designed to de-
velop an understanding of American
broadcasting and way of life.

The visitors will study and travel
under individualized plans coordinated
by Dr. Robert E. Summers, associate
professor of the school’s Dept. of
Communications. The broadcasters are from
Argentina, Brazil, Burma, Ceylon, Co-
lombia, Ethiopia, Finland, India, Iran,
Malaya, Mexico, Morocco, Nepal, Ni-
ergia, Pakistan, Rhodesia and Taiwan.

Abroad in brief

• Radiotelevisione Italiana (RAI), Ita-
lian government-controlled broadcasting
organization, announces a 7% dividend
for 1958. Registered radio-tv receivers
in Italy increased 455,578 last year. The
figure was 447,093 in 1957.

There were 7,130,000 licensed radio-
tv sets in the country on Jan. 1 (1,096-
185 licenses are for tv sets). RAI esti-
mates there will be 8 million radios and
2 million registered tv sets in Italy by
1963.

• Philips, Dutch electronic manufac-
turer, has signed a 10-year agreement
with Indian government-owned Bharat
Electronic Co., Bangalore, India, to
help develop the country’s tv tube pro-
duction. The Indian company is ex-
pected to be producing 1,800,000 tubes
annually in 1961.

• West German electronic manufac-
turers are the largest suppliers of com-
ponents to East Bloc countries, official
Bonn data shows. The country exported
about $240 million worth of electronic
equipment to Mainland China last year.

• Switzerland had 62,075 registered
television receivers on May 1.

• Austria has 70,000 licensed tv sets
plus about 15,000 unlicensed sets.

• CKKW Kitchener, Ont., new 1 kw
station on 1320 kc, will start operations
on Aug. 1. Alan Hodge is manager of
the station, owned by Twin City Broad-
casting Co. Ltd., at 251 King St. West,
Kitchener, Ont. Station will be re-
presented by All-Canada Radio & Tele-
vision Lt., Toronto.

• CKCO-TV Kitchener, Ont., is the
second independent Canadian station to
buy a video tape recorder at a cost of
about $70,000.
WXYZ giving away stock—in 7 years

Every one of the 1,700 guests at the dedication ceremonies of WXYZ-AM-FM-TV Detroit’s new Broadcast House held last Thursday received a souvenir with more than sentimental value. (Also see story, page 68.)

Imbedded in a plastallion desk piece clear plastic paper weight is a card with a combination number which could bring the owner one hundred shares of American Broadcasting-Paramount Theatre stock (AB-PT) operates WXYZ.

The stock was locked in a strong box which can only be opened by a combination picked from a list of 1,700 before the numbers were registered in the names of WXYZ guests last week. On May 1, 1966, a local bank will open two sealed envelopes.

One will contain the combination to the strong box in which the stock has been placed, and the other will contain a master list of WXYZ guests and the combination numbers assigned them. A registered letter will be sent to the winner who must appear in person at the bank on June 4, 1966 (seven years to the day from the opening of Broadcast House) to claim the stock.

At that time and place the winner must open the strong box himself from the combination number he was assigned. It’ll be worth his while to be there for AB-PT stock right now is 261¼, and the stock market tends to rise.

Making No. 18 pay off

To mark its 18th anniversary, WNNY Watertown, N.Y., sold packages of 18 spots to local merchants in the downtown area. Announcements promoted individual stores with a tag line urging listeners to shop in downtown Watertown on WNNY’s birthday. On that day (April 29), most merchants used special sale prices with the 18 unit price tied in as much as possible (a local cab company featured 18-cent cab rides to shop downtown).

Among other promotions on its birthday, WNNY gave away 18 silver dollars every 12 minutes in different merchants’ stores; devoted each hour of its 18-hour schedule to the music of a particular year between 1941 and 1949; cleared its schedule of all commercial commitments except for news-casts; set up a special temporary studio on the marquee of the Hotel Woodruff (its studio location) where it also made the 18 silver dollar giveaways every 18 minutes to people in the town square.

The payoff: downtown merchants re-

Despite Georgia’s sunshine... Agencies in New York and Chicago last week were visited by representatives of WMAZ Macon, Ga., and Avery-Knodel whose mission was to explain the station’s “umbrella” coverage. So, it was natural for the guests to arrive in this headgear as well as to present like reminders to the agency men. Here’s Don DeCarlo (left) and Phil Morrow, timebuyers at Needham, Louis & Brorby, Chicago, during a session with Smokey Simmons, national sales manager of WMAZ, and Roger O’Sullivan, of Avery-Knodel.

ported their biggest sale day in a long time after buying over 700 commercials for the WWNY birthday event. The sponsors also bought 50 newspaper ads and 50 tv spots to promote the day.

Showing tvAR’s salesmen

Brief biographies of the salesmen for the new representation firm for Westinghouse Broadcasting Co.’s tv stations, Television Advertising Representatives Inc., New York, are featured in a 10-day contest that started last Monday.

IF YOU'RE CHARGED WITH

LIBEL—SLANDER

PIRACY—PLAGIARISM

INFRINGEMENT OF PRIVACY

COPYRIGHT VIOLATION

Be ready with our unique

EXCESS INSURANCE

Adequate protection against embarrassing loss at amazingly moderate cost. Write

EMPLOYERS REINSURANCE CORPORATION

20 W. 39th St., New York 1, N.Y.

BROADCASTING, June 8, 1959
(June 1) for New York agency timebuyers. In addition to familiarizing timebuyers with the firm's personnel, the contest offers a 17-inch Westinghouse portable tv set to each of the 10 winners. Every weekday morning on the same page of the New York Herald Tribune, TV runs a picture, biography and a jingle about one of the salesmen. Timebuyers have been invited to enter their names to the company and each day one of them is called to answer a question regarding one fact mentioned in that day's ad. If answered correctly, a tv set is won.

WBC stations to be represented by the firm (starting July 1) are: WBZ-TV Boston, WJZ-TV Baltimore, KDKA-TV Pittsburgh, KYW-TV Cleveland and KPIX TV San Francisco.

WJZM scholarship

WJZM Clarksville, Tenn., has awarded its fourth annual $1,400 scholarship for a boy to attend the U. of Tennessee for a scholastic year.

To select each year's winner the station first sends the area's high school principals a list of conditions a boy has to pass to be eligible. These include the candidate's school marks and an opinion of his character. The financial resources of each candidate also are taken into consideration. Final choice of a WJZM scholarship winner is by a committee of four local businessmen who interview the boys.

The $1,400 pays all expenses including about $18 a month spending money. The businessmen help the winner obtain summer employment and the university helps him get a job during school. Money from this employment is banked to help him pay for subsequent years' schooling.

Kfabs in-store plugs

KFab Omaha is giving its advertisers bonus announcements in a chain of 16 supermarkets. Advertisers that spend $138 a week on KFab receive two announcements a day in each Hinky-Dinky store via a Muzak service the station operates in the supermarkets. Advertisers spending $228 or $300 a week receive 192 or 576 in-store plugs, respectively. The announcements are pitched 6 decibels above the stores' noise levels.

King-size contest by CFCF

A royal welcome was given the entry of King Size Coke into the Montreal, Que., area by CFCF-AM-FM which conducted a two-week long "King Size Contest." Listeners were invited to send in king size objects "of little or no personal, sentimental or monetary value" and promised a king size prize for every entry. The prize: a 24-bottle case of King Size Coke.

Among the 110 objects received were a king size toothbrush, a check for $1 million (signed by John Beresford Tip- tion, tv's Millionaire) and several empty bottles of King Size Coke.

Farming out city kids

Calvin Pigg, farm editor of WBAP-AM-FM-TV Ft. Worth, Tex., is sponsoring a plan to get city kids out to the farm for their vacations. Mr. Pigg has asked farm families who want to take city youngsters as well as city families with children with a yen for the country to write him. He is acting as a clearing house to bring the two groups together to work out dates, payments, etc.

KYW teaching safety

KYW-TV Cleveland sent a camera crew to the Indianapolis 500 auto race to get material for its summer safety campaign. The staffers filmed interviews with former winners of the race and drivers in this year's event. They gave tips on how to avoid traffic accidents.

KYW-AM-TV's "Summer's Fun With Safety" campaign was kicked-off with a luncheon attended by 20 mayors and other civic leaders from surrounding counties. KYW-TV taped the main speakers and performers at the luncheon and telecast it in prime time the following day. In cooperation with the Cleveland Safety Council the stations have an extensive summer-long program of spots and shows on safety education.

Hawaii salutes Flint

An "Hawaiian June Jubilee" in Flint, Mich., conceived, planned and produced by WBBC there, has resulted in a salute to Flint by Hawaii, to be broadcast from the beach at Waikiki this Saturday (June 13) over the Mutual Broadcasting System.

Pointed for praise will be two shopping centers, the North and South Flint Plazas, locales of the "Jubilees." The Plazas are decorated with tropical settings and Hawaiian musicians and dancers perform daily. General Manager Joseph R. Fife of WBBC estimates that more than a million people will visit the Plazas during the "Jubilee."

Fitting contest for WAPI

WAPI Birmingham, Ala., celebrated its present increase to 50 kw by holding a "50,000 Watt Key Contest." A brand-new Chevrolet was wrapped in chains and padlocked. The station informed its listeners, via 30 daily spots, that up to 50,000 keys would be mailed out to anyone writing in, the person with the fitting key driving home the car.

A total of 16,000 keys were mailed out prior to May 24 when the unlocking began at 1 p.m. Some 24 hours later people were still trying keys and it was not until key number 18,751 (many people tried twice) that the tum-
The station broadcast live from the scene from noon to midnight on May 24 with all station personalities on hand to assist and entertain in the promotion.

**Pitch with Schlitz**

The familiar "move up to quality, move up to Schlitz" radio jingles are taking on a new guise and a new function this summer as a result of a tie-in between the Joseph Schlitz Brewing Co. through J. Walter Thompson Co., and Capitol Records. Henceforth, the musical spots will promote new albums of the performer as well as Schlitz beer.

First performer to get in on the arrangement is Mavis Rivers, whose voice will be heard 20 to 30 times a week over some 900 radio stations giving this message: "Hi! This is Mavis Rivers. I want you to be sure to hear my latest Capitol album "Take a Number." But first, here's a song you'll enjoy." Then comes the Schlitz jingle.

**Drumbeats**

- *When the World Champion New York Yankees raised eyes in the base ball world by sliding into the American League cellar, WCCC Hartford, Conn., raised the question to its listeners, 'What's the matter with the Yankee?' A "Yankee" silver dollar was paid for explanations read on the air. WCCC reported an overwhelming amount of mail until the Yankees returned to the normacy of winning ways.*

- *WRCV Philadelphia personalities Joe Grady and Ed Hurst garnered a 2,000 membership for their two-week "Take a Bath Club," part of the station's participation in the Philadelphia "Clean Up, Fix Up, Paint Up Month." For each listener's postcard attesting that he or she had taken a bath during the week, the WRCV pair sent a membership card and a cake of soap. RCA transistor radios were also awarded, based on a drawing of membership cards from WRCV's "bath tub."*

- *WOWO Fort Wayne, Ind., has "adopted" a service radio station for U.S. naval personnel in Turkey. Last year, at the request of the servicemen, WOWO had provided jingles for use with weather and time announcements over there. More recently, a report that the overseas station lacked recent record releases, prompted the Fort Wayne station to take steps to assure such a supply.*

- *As part of its merchandising WPEN Philadelphia offers to sponsors (who qualify) a seal with the legend "Radio Advertised and Quality Approved by WPEN."

- *WNBF-AM-TV Binghamton, N.Y., reported that more than 10,000 visitors toured the new radio and television facilities in the Sheraton Inn during the open house that followed dedication ceremonies May 22.*

- *WTAR-TV Norfolk, Va., invited agencymen in the area to attend a briefing session on the uses of the latest A. C. Nielsen Co. county-by-county tv homes tabulation (Broadcasting, May 18) when the service was introduced there. Dave Traylor of Nicken addressed the group, explaining the background and applications of the rating company's figures.*

- *To vary the pattern of its regular Record Hop, which features teenagers at a studio dance, KNTV (TV) San Jose, Calif., arranged a special father-daughter night with 50 dads turning out with their offspring for a combined rock-and-roll and old time music session. Success of the event has prompted host Frank Darien to schedule a mother-son sequel on June 16.*

- *The 96 high school students who earned an A average in English, American Government, Mathematics and Advanced Science received WQAM Miami's first annual "Gold Key" awards last week. In addition, names of the students were announced on the air every hour in a special salute. Along with the engraved gold key, recipients received an album for autographs and pictures with the particular student's name embossed on the cover.*

- *Since the last week of May was National Transportation Week, WAVY...*
Norfolk-Portsmouth, Va., originated its daily live Digest each afternoon of that week from the inside of a Trail-Aire.

To kickoff its coverage of 30 Little League baseball games, KXGI Fort Madison, Iowa, presented beeper phone interviews with National League President Warren Giles, Cub star Ernie Banks, Chicago White Sox executive Bill Veeck and other baseball names.

KXOK St. Louis has inaugurated Business Profiles, 8-9 a.m. and 7-8 p.m., Monday through Friday, based on material compiled by the local chamber of commerce. Each profile contains a brief resume of a particular company's operations, products, founding date and information on its personnel.

As part of its promotion "Summertime is Family Fun Time With WJZ-TV," the Baltimore station is conducting a "Win a Dodge for Dad" contest. Participants must state in 25 words why they'd like their father to have the 1959 Dodge first prize for the summer. Winner will be announced on WJZ at 11:50 p.m., June 21, the precise minute summer starts.

- Rochester Mayor Peter Barry has proclaimed the week of June 8 as "WROC-TV Ch. 5 10th Anniversary Week." And, in addition to its plans for many promotional and program- ming activities, the Rochester station has set its annual staff picnic for the exact anniversary date, June 11.

KOLN-TV Lincoln, Neb., has been awarded an expense-paid trip for two to Rio de Janeiro and $500 for getting the best return on a Butter-Nut flower seed offer. The campaign, also carried by 64 other stations, was handled on KOLN-TV by weatherman Bob Taylor.

WSJM St. Joseph-Benton Harbor, Mich., gave the local "Miss Blossom Time 1959" a one-year scholarship at Western Michigan U. The winner was chosen over 28 competitors at Southwestern Michigan's Blossom Festival.

For the Record
Station Authorizations, Applications
As Compiled by Broadcasting

May 27 through June 3. Includes data on new stations, changes in existing stations, ownership changes, hearings cases, rules & standards changes and routine roundup.

Abbreviations:
DA—directional antenna, cp—construction permit, ERP—effective radiated power, vhf—very high frequency, uhf—ultra high frequency, ant.—antenna, aur.—auroral, viz.—visual, kw—kilowatts, watts, mw—megacycles. D—day, N—night, LS—local sunset, mod.—modification, trans.—transmitter, unl.—unlimited hours, kc—kilocycles. SCA—subsidary communications authorization, SSA—special service authorization, STA—special temporary authorization, *—educational. Ann.—Announced.

New TV Stations
APPLICATIONS
Flagstaff Arizona Greeneau Communications Enterprises Inc. vhf ch. 9 (186-188 mc); ERP 0.195 kw vis., 0.97 kw aur., ant. height above average terrain 197 ft., above ground 168 ft. Estimated construction cost $123,452, first year operating cost $10,000, revenue $145,000. P.O. address Box 8, Box 8, Tucson, Ariz. Studio-trans. location 1 mile east of Flagstaff on U.S. 60, Geographic coordinates N 43° 15' W 122° 14' Trans-ant. RCA. Legal counsel none. Consulting engineer none. Principals include (164½% each): Stanley N. Schultz, Arthur V. Dudley Jr., J. D. McCullough, Louis Hirsch, L. P. Graham and Claude A. Van Slyke. Mr. Schultz is former manager KOLD Tucson. Messrs. Dudley and Hirsch are medical doctors. Mr. Graham owns p.e. hospital. Mr. Graham is Air Force veterinarian for Juns. May 27.

Louisville, Ky.—United Electronics Lab- oratories Inc., vhf ch. 65 (480-498 mc); ERP 23.19 kw vis., 11.4 kw aur., ant. height above average terrain 333 ft., above ground 354 ft. Estimated construction cost $80,881, first year operating cost $16,000, revenue $65,000. P.O. address 3159 Park Drive, Louisville, Ky. Studio-trans. location 3159 Park Drive, Louisville, Ky. Geographic coordinates N 38° 35' W 85° 49' Trans-ant. RCA. Legal counsel Spearman & Roberson Washington, D.C. Sole owner is Worthy L. Rector, owner United Electronic Lab., technical training school. Ann. May 27.

Encanada, Mich.—Northeastern Fellers vhf ch. 3 (68-72 mc); ERP 100 kw vis., 60 kw aur., ant. height above average terrain 33 ft., above ground 354 ft. Estimated construction cost $297,000, first year operating cost $88,000. P.O. address 115 S. Jefferson St., Green Bay, Wis. Studio location to be satellite of WBAY-TV Green Bay, Wis.


Medford, Ore.—Tid Industries Inc. vhf ch. 16 (162-168 mc); ERP 11.3 kw vis., 3.6 kw aur., ant. height above average terrain 232 ft., above ground 247 ft. Estimated construction cost $119,000, first year operating cost $150,000, revenue $180,000. P.O. address 1017 Reddy Ave., Medford, Studio-trans. location East Bilcrest Rd., Medford, Geographic coordinates N 42° 19' W 122° 49' Trans-ant. RCA. Legal counsel Heine & Spillane, San Francisco, Half Consol. Trans. Robert L. Hammet, San Francisco, Calif. Principals include John F. Williams Jr., Grace L. Barlow, Dwight A. Robbins, Franklin S. Pinnoak (12% each) and Mr. Williams owns Medford background music service. Mr. Barlow is auto salesman. Ann. June 1.

Existing TV Stations

District of Columbia Federal Broadcasting System Inc., vs. FCC (No. 15,000). COM. Granted, set for hearing. May 27.

KDSJ-TV Deadwood, S.D.—Grant 27 applications for (1) modification to change main studio and trans. site to Lead, increasing ERP to 25.1 kw, with aur. ERP 12.6 kw and ant. height to 430 ft. (2) extension of six months to complete construction. By letter, denied petition by Dunham Enterprises Inc. (KOTA-AM-TV Rapid City) to

The Morning After...

YOUR SALES MESSAGE HITS THE 50,000 TV HOMES covered by KMSO-channel 13

THINGS BEGIN TO HAPPEN IN WESTERN MONTANA

BECAUSE...

KMSO programs the best of all 3 networks... plus VIP treatment for all commercials.

and that goes for KGVO RADIO TOO

CBS — ABC — NBC

ASK FOR JOE or KMSO-KGVO — MISSOULA, MONT.
Boise, Idaho—Boise Best. Assoc. Granted 799 kc, 1 kw D. P. O. address Box 9, Minidoka Park, Calif. Estimated construction cost $7,218, first year operating cost $7,000, revenue $45,000. Owners are realtor Carl Hansen and his family.

Watertown, N.Y.—Thousand Islands Bestc. Co. Inc. Granted 1110 kc, 3 kw D. P. O. address 560 W. Main St. Watertown. Estimated construction cost $16,500, first year operating cost $45,000, revenue $80,000. Two-thirds owner, Francis Johnston, is housewife.

Eugene, Ore.—W. Gordon Allen 1200 kc, 1 kw D. P. O. address 260 Hansen Ave., Salem, Ore. Estimated construction cost $10,000, first year operating cost $11,500, revenue $25,000. Mr. Allen has interests in KGAL Lebanon, KGAV Salem, KSGA Redmond, all Oregon, and KMAR Winnaboso, La. Ann. May 27.

APPLICATION

Applications will be heard June 28.

Existing Am Stations

Fresno, Calif.—Ebert H. Dean & Richard B. Newman, Granted 1570 kc, 5 kw D. P. O. address 226 N. Telman Ave. Estimated construction cost $16,500, first year operating cost $15,000, revenue $30,000. Equal partners, Mr. Newman is engineer for KFRO Fresno and Mr. Mr. Newman is engineer Video Communications Inc. San Diego.

Fresno, Calif.—Edward W. Stokes Sr. Granted 1770 kc, 2 kw D. P. O. address 2000 S. Alhambra Ave., Apt. B. Estimated construction cost $15,000, first year operating cost $15,000, revenue $30,000. Mr. Stokes is employed in the advertising agencies and Mr. Newman is in real estate.

Miami, Fla.—Bai-astr Bestc. Corp. Granted 198.1 mc, 3 kw D. P. O. address 30 Terrace. Estimated construction cost $2,330, first year operating cost $2,200, revenue $4,500. Principals are Richard L. Lapto, C. Russell Lea, Clinton C. Wells (16.6%) and nine others, with less than 6% interest each. Lea and Wells are employees of advertising agencies and Mr. Lapto is a minority owner and manager of drive-in restaurant.

San Diego, Calif.—Moody Bible Institute of Chicago. Granted 90.1 mc, 47 kw D. P. O. address 440 W. 18th St., Chicago. Estimated construction cost $32,000, first year operating cost $25,000, revenue $50,000. WMBC Chicago, WCRF-FM Cleveland and WMYT New York has a co-ordinated program in Moody Bible Institute's commercial announcements.


Duluth, Minn.—U. of Minnesota Granted 92.1 mc, 10 kw D. P. O. address 2528 W. 13th Ave., Duluth. Estimated construction cost $1,500, first year operating cost $1,300, revenue $2,600. U. of Minnesota, Inc.

Kansas City, Mo.—National-Texas T V Inc. Granted 92.9 mc, 2 kw D. P. O. address 1837 S. Vermont Ave., Los Angeles 54, Calif. Estimated construction cost $1,900,000, first year operating cost $1,300,000, revenue $2,600,000. WDAF-TV Kansas City.

Kearney- Holdredge, Neb.—Bi-States Co. Granted 89.7 mc, 1 kw D. P. O. address 707 418 East Ave., Holdridge. Estimated construction cost $8,000, first year operating cost $1,000, revenue $2,000. Bi-States owns KTV Kearney.

Omaha, Neb.—Council Bluffs, Iowa—Non-Paralegal Co. Granted 87.7 mc, 1 kw D. P. O. address 1837 S. Vermont Ave., Los Angeles 54, Calif. Estimated construction cost $8,000, first year operating cost $1,000, revenue $2,000. Bi-States owns KTV Kearney.

Wildwood, N.J.—Francis J. Matrangola, Granted 150.7 mc, 3 kw D. P. O. address 1102 New Jersey Ave. Wildwood. Estimated construction cost $9,600, first year operating cost $5,000, revenue $5,000. Sole owner, Mr. Matrangola, is owner WILD Wood. Ann. June 3.

Atlanta, N.M.—I. E. Shahan, Granted 94.9 mc, 3 kw D. P. O. address 407 W. Broadway, Farmington, N. M. Estimated construction cost $3,215, first year operating cost $8,000, revenue $5,000. Sole owner, Mr. Shahan, is permittee KXDE Attec. Ann. May 27.

Tulsa, Okla.—Grayhill Inc. Granted 97.3 mc, 1.5 kw D. P. O. address 122 D. P. O. address. Estimated construction cost $19,700, first year operating cost $8,000, revenue $8,000. Mr. Grayhill is engineer, owner and sole owner.

Memphis, Tenn.—Quality Music of Amer- ica Inc. Granted 85.5 mc, 1 kw D. P. O. address Suite 1601, 81 Madison Bldg. Estimated construction cost $25,000, first year operating cost $7,500, revenue $8,000. Mr. and Mrs. Flathum and Mr. and Mrs. Dean.

Nashville, Tenn.—VXAY Inc. Granted 97.3 mc, 1.5 kw, D. P. O. address 122 D. P. O. address. Estimated construction cost $3,204, 112 (FOR THE RECORD) BROADCASTING, June 8, 1959

NEW FM STATIONS

San Mateo, Calif.—R. R. Widmer, Granted 90.7 mc, 1 kw D. P. O. address 2224 Avenue "P," San Mateo. Estimated construction cost $10,000, first year operating cost $8,000, revenue $8,000. Sole owner.

San Mateo, Calif.—R. R. Widmer, Granted 90.7 mc, 1 kw D. P. O. address 2224 Avenue "P," San Mateo. Estimated construction cost $10,000, first year operating cost $8,000, revenue $8,000. Sole owner.

San Mateo, Calif.—R. R. Widmer, Granted 90.7 mc, 1 kw D. P. O. address 2224 Avenue "P," San Mateo. Estimated construction cost $10,000, first year operating cost $8,000, revenue $8,000. Sole owner.
first year operating cost $3,400, revenue $2,500. Wash., June 27.

Opportunity, Wash.—KZUN Inc. Granted 96.1 kc, 3.3 kw. F.O. address Box 123. Esti-
mated construction cost $11,500, first year operating cost $5,000, revenue $1,000. Ap-
plier owns property in Elk City. June 27.

APPLICATIONS
Hayward, Calif.—Bay Shore Bestg. Co. 101.7 mc, $125,000. Owner-operator. April 27. 
Saratoga, Calif.—E. F. Weerts 101.7 mc, 0.9 kw. F.O. address 301 Orpheum Bldg. 
San Diego, Calif. Estimated construction cost $11,500, first year operating cost $6,000, 
revenue $3,000. Mr. Weerts owns San Diego, Calif. dining room. June 27.

存在的FM电台

file:///C:/Users/UserName/Documents/Document.html

EXISTING FM STATIONS

WBCN (FM) Boston, Mass.—Granted SCA to engage in functional music operation on 
multiplex basis. June 27.

APPLICATION

KTOP-FM Topanga, Calif.—Mod. of cp to change from 96.3 mc to 100.3 mc. Increase ESP from 0.76 kw to 3 kw. Transmitter on same location. Increase and height above average terrain from 1000 ft. to 2000 ft. Attractive trans. by remote control from studio location. June 29.

Ownership Changes

ACCTIONS BY FCC

WEDB Richmond, Va.—Granted transfer of control from Edwin B. Bates to Radio Birmingham, Inc. (James M. Taylorson president); consideration $25,000. June 27.

WKAB Mobile, Ala.—Granted assignment of license to Radio Mobile, Inc. (John W. Smith, president); consideration $250,000 and agreement that assignee will not engage in radio business for five years within 25 miles. June 3.

KOMP Tucson, Ariz.—Granted assignment of license to Fima Bestg. Co. (R. R. Clayton, president); consideration $40,000. June 2.

WERK (FM) Oakland, Calif.—Granted assign-

KXME Austin, Tex.—Seeks assignment of license of KXME-AM to Mutual Broadcasting System. June 3.

END WESTFIELD, Mass.—Granted assignment of license to Capital Westfield Bestg., Inc. (Robert J. Martin, president); consideration $900,000. June 3.

KRMZ Osage Beach, Mo.—Granted assignment of license to James E. Baxer Jr. and Ella Mae Baxer, 0/0 Central Missouri Bestg. (Charles Baxer, president); consideration $40,000. May 27.

KABG Albuquerque, N.M.—Granted assignment of license to KABG Bestg., Corp. (Oscar B. Dodek, president); consideration $40,000. June 3.

The assignment of license to SCA in Springfield, Ill., June 27, was modified so that SCA is now required to transfer the license of SRA to a third party, and SCA will not own more than 10 percent of the new station.

First year operating cost $3,400, revenue $2,500. Wash., June 27.

Opportunity, Wash.—KZUN Inc. Granted 96.1 kc, 3.3 kw. F.O. address Box 123. Esti-
mated construction cost $11,500, first year operating cost $5,000, revenue $1,000. Ap-
plier owns property in Elk City. June 27.

APPLICATIONS
Hayward, Calif.—Bay Shore Bestg. Co. 101.7 mc, $125,000. Owner-operator. April 27. 
Saratoga, Calif.—E. F. Weerts 101.7 mc, 0.9 kw. F.O. address 301 Orpheum Bldg. 
San Diego, Calif. Estimated construction cost $11,500, first year operating cost $6,000, 
revenue $3,000. Mr. Weerts owns San Diego, Calif. dining room. June 27.

-existing FM stations

WBCN (FM) Boston, Mass.—Granted SCA to engage in functional music operation on 
multiplex basis. June 27.

APPLICATION

KTOP-FM Topanga, Calif.—Mod. of cp to change from 96.3 mc to 100.3 mc. Increase ESP from 0.76 kw to 3 kw. Transmitter on same location. Increase and height above average terrain from 1000 ft. to 2000 ft. Attractive trans. by remote control from studio location. June 29.

Ownership Changes

ACCTIONS BY FCC

WEDB Richmond, Va.—Granted transfer of control from Edwin B. Bates to Radio Birmingham, Inc. (James M. Taylorson president); consideration $25,000. June 27.

WKAB Mobile, Ala.—Granted assignment of license to Radio Mobile, Inc. (John W. Smith, president); consideration $250,000 and agreement that assignee will not engage in radio business for five years within 25 miles. June 3.

KOMP Tucson, Ariz.—Granted assignment of license to Fima Bestg. Co. (R. R. Clayton, president); consideration $40,000. June 2.

WERK (FM) Oakland, Calif.—Granted assign-

KXME Austin, Tex.—Seeks assignment of license of KXME-AM to Mutual Broadcasting System. June 3.

END WESTFIELD, Mass.—Granted assignment of license to Capital Westfield Bestg., Inc. (Robert J. Martin, president); consideration $900,000. June 3.

KRMZ Osage Beach, Mo.—Granted assignment of license to James E. Baxer Jr. and Ella Mae Baxer, 0/0 Central Missouri Bestg. (Charles Baxer, president); consideration $40,000. May 27.

KABG Albuquerque, N.M.—Granted assignment of license to KABG Bestg., Corp. (Oscar B. Dodek, president); consideration $40,000. June 3.

The assignment of license to SCA in Springfield, Ill., June 27, was modified so that SCA is now required to transfer the license of SRA to a third party, and SCA will not own more than 10 percent of the new station.

Hearing Cases

FINAL DECISIONS


By decision, Commission denied application of Other Company Inc. for new tv station at Prineville, Ore., to serve the population of the city of Prineville and vicinity. Ann. May 28.


By decision, Commission granted another 30-day extension of time for filing of answers in cases involving Time Life Broadcasting, Inc., and a new new tv station application of Time Life Broadcasting at Raleigh, N.C. Ann. May 28.


By decision, Commission granted initial decision regarding grant of new tv station application of TCI of Colorado, Inc. for new tv station at Denver, Colo. Ann. May 28.

By decision, Commission granted petition for leave to file additional briefs, opposition to granting of petition by Texoma Land Television Inc. for new tv station at Texoma, Tex. Ann. May 28.


By decision, Commission granted petition for leave to file additional briefs, opposition to granting of petition for new tv station at Austin, Tex. Ann. May 28.


By decision, Commission granted initial decision regarding grant of new tv station application of KOIN, Portland, Ore., to operate a new tv station at Portland, Ore. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KNX, Los Angeles, Calif., to operate a new fm station at Boyle Heights, Calif. Ann. May 28.


By decision, Commission granted initial decision regarding grant of new tv station application of KJRC, Kansas City, Mo., to operate a new tv station at Kansas City, Mo. Ann. May 28.


By decision, Commission granted initial decision regarding grant of new tv station application of KXOL, Long Beach, Calif., to operate a new tv station at Long Beach, Calif. Ann. May 28.


By decision, Commission granted initial decision regarding grant of new tv station application of KRLD, Dallas, Texas, to operate a new tv station at Dallas, Texas. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KTN, Kansas City, Mo., to operate a new tv station at Kansas City, Mo. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KJAW, Jackson, Miss., to operate a new tv station at Jackson, Miss. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KFRG, Great Falls, Mont., to operate a new tv station at Great Falls, Mont. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KPCB, Santa Barbara, Calif., to operate a new tv station at Santa Barbara, Calif. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KQIN, Farmington, N.M., to operate a new tv station at Farmington, N.M. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KVNO Radio, Inc., to operate a new fm station at Omaha, Neb. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of WKCO, St. Louis, Mo., to operate a new tv station at St. Louis, Mo. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of WKBW, Buffalo, N.Y., to operate a new tv station at Buffalo, N.Y. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of WTVG, Cleveland, Ohio, to operate a new tv station at Cleveland, Ohio. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of KIMT, Mason City, Iowa, to operate a new tv station at Mason City, Iowa. Ann. May 28.

By decision, Commission granted initial decision regarding grant of new tv station application of WRAL, Raleigh, N.C., to operate a new tv station at Raleigh, N.C. Ann. May 28.


By decision, Commission granted initial decision regarding grant of new tv station application of KTVK, Los Angeles, Calif., to operate a new tv station at Los Angeles, Calif. Ann. May 28.


proved frequency and modulation monitors at station whenever trans. is in operation, and, amended Sec. 3.90(b) and (c) of rules to reflect new date in view of continued development of more stable frequency results in all, am, fm, and tv transmitters. Commission is considering a review of its requirements concerning continuously operating frequency monitors to ascertain whether such apparatus is still needed or is adequate to ensure that operating frequencies of such stations are maintained within prescribed frequency tolerances. Any comments relating to such monitors should be amended, rulemaking proceeding. Ann. May 27.

By order, Commission denied petition by KBO Telepictures Inc., for waiver of Sec. 3.90(c), which requires majority of programs of any station WQGMS to be produced in the studio where it is primarily licensed to serve. Commission is of the opinion that reasons advanced are insufficient to constitute valid basis for waiver of rules, and observed that any economic hardship resulting from existing method of operation cannot be overcome by KBO requesting that location of its station WQGMS-FM be changed from Washington, D.C., to Bethesda. Mr. Chairman Dossett and Commissioners Hyde and Crane dissented. Ann. June 6.

By report and order, Commission denied condition con- cerning Educational television to change classification of ch. 13 in Wilmington, Del., from commercial to educational, and by Neptune Broadcasting Co. (WCTV -TV, ch. 46), Atlantic City, N.J., to delete ch. 12 from Wilming- ton to accommodate WCTV in Atlantic City or to Atlantic City-Wilmington, and terminal rulemaking proceeding. Any timely filed application proposing noncommercial educational operation on ch. in Wilmington would, of course, be entitled to comparable consideration with pending commercial applications. Ann. May 27.

By order, Commission finalized rulemaking and shifted tv ch. 9 from Hat- tsburgh, Miss., to La., effective July 6. Baton Rouge will then have ch. 41 and New Orleans, La., Ch. 12. Lion Television Corp. will be permitted to operate in an area of WDAM-TV on ch. 27 in Hattiesburg until such time as station operation on ch. in Baton Rouge is ready to commence. Comps. Bartley and Lee dissented. Ann. June 2.


By memorandum opinion and order, Commission denied petition by Pendleton Beigl, Co. (on station, KUMA, Pendleton, Ore., for rulemaking to assign ch. 5 to that city, which proposal was_mtx. April 28, and allowed to it. Ann. May 27.

By memorandum opinion and order, Commission denied petition by WATR Inc. (WATR -TV, Waterbury, Conn., for rulemaking to shift ch. 18 from Hartford to Waterbury, Conn., shift tv ch. 42 to New York, and ch. 17 to Boston accordingly. Capitol Beigl, Inc., proposes to operate WCHT (TV) on ch. 18 in Hartford, Conn. Ann. May 27.

By memorandum opinion and order, Commission granted application for voluntary assignment of ch. 1, Chicago, Ill., to VOA, and request for oral argument by Gregg Telecasting Co., Tex., directed to June 14, 1958 order and report which recommends to shift educational reservation to Denton, Tex., from ch. 2 to uhf frequency in order to make ch. 2 available for commercial use in Longview, Denton, Brownwood or Cooper, Tex. Ann. May 27.

By report and order, Commission finalized rulemaking and amended tv table of assignments by assigning ch. 19 to minus to Atlanta, Ga., andua, andas the Joint Council on Educational Television had petitioned for assignment in connection with planned regional educational tv network interconnecting educational tv stations in local Minnesota, Nebraska, and North and South Dakota. Ann. May 27.

By order, Commission finalized rulemaking and amended tv table of assignments by deleting ch. 61 from Moses Lake, Wash., and substituting ch. 33 there, deleting ch. 62, adding ch. 61 from Weatook, Wash., and adding ch. 27 instead, and deleting ch. 33 from Kelso, Wash., and replacing it with ch. 36. Ann. May 27.

By report and order, Commission finalized rulemaking and amended tv table of assignments in Hawaii by substituting ch. 7 for ch. 61. Allotting ch. 41 (educa- tional) from Honolulu and reserving ch. 11 for non-commercial in that city, and deleting ch. 7 from Hilo, Hawaiian Steel. System Ltd. (KGBM -TV, KGBM -FM, KBBF, KBBF -FM, ch. 3, Wailuku, and KBBF -TV, ch. 9, Hilo) had petitioned for changes for technical reasons. Ann. May 27.

BROADCAST ACTIONS
By Broadcast Bureau
Actions of May 25
KJEO Sheveport, La.—Granted re- quirement of negative control in J. Monroe through transfer of stock to Joyce Lane C. Monroe. Ann. May 27.
WIOI New Boston, Ohio—Granted mod. of cp to change ant.-trans., and studio loca- tions and type trans.
KOLL Lihue, Mont.—Granted extension of authority to operate specified hours for period ending July 31.
KPRK Livingston, Mont.—Granted author- ity to operate 6 a.m. to 9 p.m. for period ending Aug. 31.

Actions of May 26
WHAV-FM Haverhill, Mass.—Granted il- licit for fm station.
KHOZ Harrison, Ark.—Granted license covering increase in power and installation new trans.
WLBO Laurens, S.C.—Granted license covering increase in power and installation new trans.
WKYB-WLRO Gallo, N.M.—Granted mod. of cp to change name to Cloyst O. Kendrick and partner, license to continue.
WKAV Cambridge, Tenn.—Granted mod. of cp to change type trans.
KRYR-OAKS, N.D.—Granted mod. of cp to change type trans.
KBBK Sioux, N.H.—Granted mod. of cp to change studio location and remote control point and type trans.; conditions.
WBJZ Belize, Miss.—Remote control permitted.
WBST Glens Falls, N.Y.—Remote control permitted.
WICO Salisbury, Md.—Remote control permitted.

Actions of May 27
WAPI Jacksonville, Fla.—Granted license for am station.
WBIV Boonville, N.Y.— Granted license covering increase in power.
WLBR DeKalb, Ill.—Granted license covering installation new trans.
WAPE Jacksonville, Fla.—Granted license covering installation new trans. at present main trans. location for auxiliary purposes only.
WBL Columbus, Ga.—Granted license to use old main trans. as auxiliary; remote control permitted.
WBIC Statesville, N.C.—Granted license covering installation new trans.
WDBM Statesville, N.C.—Granted mod. of license covering installation new trans.
KBAB Aberdeen, S.D.—Granted mod. of license to change studio location; remote control permitted.
WFMB (FM) Nashville, Tenn.—Granted cp to increase ERP to 3.4 kw; change ant. height to 150 ft.; and change trans.; location; remote control permitted.
WXIO Iowa City, Iowa.—Granted cp to install new trans. (composite) as auxiliary trans.
KCOM (FM) Omaha, Neb.—Granted mod. of cp to change trans.; location.
Following stations were granted extensions of completion dates as shown: KIDU- FM Ventura-Oxnard, Calif. to July 30, and WAPD, Anniston, Md. to Sept. 30.
KTOW Oklahoma City, Okla.—Remote control permitted.
WBKY West Bend, Wis.—Granted author- ity to sign off for months of June and July at 7 p.m., CDT.

Actions of May 28
WPRY Perry, Fla.—Granted involuntary and voluntary assignment of license from estate of R. P. Martin to Alpha B. Martin.
WNWB Worcester, Mass.—Granted invol- untary acquisition of license for positive control by John J. Hurley through purchase of stock from Mechanics National Bank of Wor- cester, special administrator of the estate of Paul C. All, deceased, by licensee and retirement to treasury thereof.
WACO Waco, Tex.—Granted acquisition of negative control by each Weasel Mayes and R. Lee Glass through purchase of stock from C. C. Woodsen by licensee and retirement to treasury thereof.
WIL St. Louis, Mo.—Granted assignment
of license to Radio Station WIL, joint venture (joint ventured).

WPFP Park Falls, Wis.—Granted assignment of license to Gordon F. Schiltz.

WTPR La Grange, Ga.—Granted assignment of license to Byron H. Hurst, et al.

WYXT Chase City, Va.—Granted license for am station and specify type and, main studio location; remote control permitted.

WPSC Panama City, Fla.—Granted license covering change in facilities, installation new trans. and DA-2 and change ant.-trans. location.

KSLM Salem, Ore.—Granted license covering increase in daytime power and installation new trans.

WBLU Salem, Va.—Granted license covering increase in power and installation new trans.

WIBA-FM Madison, Wis.—Granted license for fm station.

WTXN (FM) St. Petersburg, Fla.—Granted license for fm station.

KOKA Shreveport, La.—Granted license covering installation new trans.

WIVY Jacksonville, Fla.—Granted licenses covering installation new main trans. and to use old main trans. (composite) as auxiliary.

WSGA Savannah, Ga.—Granted license covering installation new trans.

WPPB Middletown, Ohio—Granted license covering installation alternate main trans.


WVPF Orl., Fla.— Granted license covering installation of new trans.

KXWM Lenawee, Mich.—Granted authority to sign-off at 7:15 p.m., CST, during months of June and July.

WPDR Portage, Wis.—Granted authority to sign-off at 6 p.m., CST, for period June 1 through Sept. 30, except for special events when station may operate up to licensed sign-off time.

KADO Marshall, Tex.—Granted extension of authority to remain silent to July 1.

Actions of May 25

WCDC (TV) San Francisco, Calif.—Granted license for tv station.

WHYN-TV Springfield, Mass.—Granted license covering changes in tv station; ERP 186 kw, aur. 91.3 kw.

KRON-TV San Francisco, Calif.—Granted license covering changes in tv station; ant. 1310 ft. & new trans. & ant.

WJHL-TV Johnson City, Tenn.—Granted license to redescribe studio location.

KSLA-TV Shreveport, La.—Granted license covering use of new trans. at main trans. site.

KVIP-TV Redding, Calif.—Granted license covering changes in tv station; ERP via 115 kw, aur. 75.7 kw; ant. 3820 ft.

KXLY-TV Spokane, Wash.—Granted license covering installation of new ant. system (main trans. & ant.).

KEIL-TV Dallas, Tex.—Granted license covering change in type of trans. and equipment (main trans. & ant.).

KMMK, KMFH (FM) Tularosa, N.M.—Granted licenses covering changes in ant. systems (side mount KMFH ant. to KMMK tower).

KYA San Francisco, Calif.—Granted license to install new trans. at present main trans. location for auxiliary purposes only; remote control permitted.

WPNC Plymouth, N.C.—Granted mod. of cp to change studio location; make changes in ant. system (decrease height) and change type trans.

KBCO (FM) San Francisco, Calif.—Granted mod. of cp to decrease ERP to 10 kw; change trans. and studio locations (side-mount fm ant. on KGO-TV tower); change type license and type ant.; modify license.

KIPF (FM) Fresno, Calif.—Granted cp and mod. of cp to decrease ERP to 7.5 kw, ant. height to 300 ft.; change type trans. and ant.; remote control permitted; condition.


Commercial TV Licenses

<table>
<thead>
<tr>
<th>Lic.</th>
<th>Cps</th>
<th>CP</th>
<th>TOTAL APPLICATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>AM</td>
<td>3,324</td>
<td>42</td>
<td>124</td>
</tr>
<tr>
<td>FM</td>
<td>571</td>
<td>41</td>
<td>153</td>
</tr>
<tr>
<td>TV</td>
<td>458a</td>
<td>62</td>
<td>102</td>
</tr>
</tbody>
</table>

OPERATING TELEVISION STATIONS

<table>
<thead>
<tr>
<th>Type</th>
<th>Licenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial</td>
<td>441</td>
</tr>
<tr>
<td>Non-commercial</td>
<td>32</td>
</tr>
</tbody>
</table>

SUMMARY OF COMMERCIAL BROADCASTING

Compiled by BROADCASTING through June 3

<table>
<thead>
<tr>
<th>AM</th>
<th>FM</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Licensed (all on air)</td>
<td>3,318</td>
<td>562</td>
</tr>
<tr>
<td>Cps on air (new stations)</td>
<td>36</td>
<td>39</td>
</tr>
<tr>
<td>Cps not on the air (new stations)</td>
<td>123</td>
<td>143</td>
</tr>
<tr>
<td>Total authorized stations</td>
<td>3,477</td>
<td>744</td>
</tr>
<tr>
<td>Applications for new stations (not in hearing)</td>
<td>491</td>
<td>54</td>
</tr>
<tr>
<td>Applications for new stations (in hearing)</td>
<td>159</td>
<td>21</td>
</tr>
<tr>
<td>Total applications for major changes (not in hearing)</td>
<td>650</td>
<td>75</td>
</tr>
<tr>
<td>Applications for major changes (in hearing)</td>
<td>49</td>
<td>9</td>
</tr>
<tr>
<td>Total applications for major changes</td>
<td>604</td>
<td>40</td>
</tr>
<tr>
<td>Licenses deleted</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Cps deleted</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

* There are, in addition, eight tv stations which are no longer on the air, but retain their licenses.  
* There are, in addition, 37 cp holders which were on the air at one time but are no longer in operation and one which has not started operation.  
* There have been, in addition, 221 television cp's granted, but now deleted (44 vhf and 175 uhf).  
* There has been, in addition, one uhf educational tv station granted but now deleted.

COMMERICAL STATION BOXSCORE

As reported by FCC through April 30, 1959

<table>
<thead>
<tr>
<th>Type</th>
<th>Licenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>AM</td>
<td>102</td>
</tr>
</tbody>
</table>

WPTT Philadelphia, Pa.—Granted extension of authority to remain silent for period beginning May 29 and ending July 1.

Action of May 28

KTLQ Tablequah, Okla.—Granted extension of prom of cp to Cameleeta Corp.

ACTIONS ON MOTIONS

By Commissioner Robert T. Bartley

Granted request by Walrad Bernet, Co., for extension of time to file reply to petition by Top Bros., Inc., to enlarge inures in proceeding on their applications for am facilities in San Antonio and Natalia, both in Texas; time extended for ten-day period to commence from date hearing examiner issues order on Natalia's petition for leave to amend. Action May 28.

By Chief Hearing Examiner James D. Cunningham

Granted request by Electronics Research Inc. of Evansville (WROA), Gulfport, Miss., for dismissal of its am application without prejudice and retained in hearing status an application of Lionel B. DeVille, Franklinton, La. Action May 28.

Oral order that Examiner Jay A. Kyle, in lieu of Forest L. McLenning, will preside at hearing scheduled for July 6 in proceeding on applications of Chronicle Publishing Co. (KRON-TV), and American Broadcasting-Paramount Theatres Inc. (KGO-TV), San Francisco, Calif., for cp's to increase ant. height. Action May 27.

By Hearing Examiner J. D. Bond

Scheduled prehearing conference for June 15 and continuing hearing scheduled for June 15 to date to be fixed by subsequent order in proceeding on application for renewal of license of American Broadcasting Co. of Arizona, Inc. for am facilities in Tucson, Ariz. in pending file, Action May 25.

Upon request by Peoples Bect. Corp., continued prehearing conference scheduled for June 1 to June 11 and hearing scheduled for June 3 to date to be determined at June 11 prehearing conference.

Continued on Page 123
Help Wanted—Management

Top flight local salesman-salesman for leading Texas station. Best ratings and facilities in market. Must sell personally and supervise other salesmen. Leading city, pleasant living. Guarantee $7,000 plus bonus incentive assuring $10,000-$12,000 and further. Must be enthusiastic to work with resourcefulness. Excellent opportunity for right man. All replies confidential. Box 181M, BROADCASTING. Send photo, complete details to Manager, KSWS, Roswell, New Mexico.

Manager-salesman or salesman for single market station with good potential. Salary and benefits. Good living conditions. Box 262M, BROADCASTING.

Excellent opportunity for station manager who is strong on sales, willing to work, and desires permanent situation. Give details to General Manager, KWS, Roswell, New Mexico.

Sales Manager. Experienced. Excellent opportunity, WHTG, Asbury Park, N.J.

Manager for new all-am station in Aztec, N.M., 600 population, county seat of growing, ad-lib community. Send details to Box 189, BROADCASTING.

Sales manager, major central Ohio market. Multiple man, top money and future for man who loves to sell. Box 225M, BROADCASTING.

Growing regional network seeks energetic young local salesmen. Radio experience desired. Box 247M, BROADCASTING.

Wanted sales representative-announcer solve challenging sales problems, some announcing, central Florida station. Opportunity for good producer. Box 256M, BROADCASTING.

Want another sales manager who enjoys long sales experience. Good experienced sales man. Box 266M, BROADCASTING.

Enlarging sales staff of one of the best outstanding stations. Number One in market—wonderful living conditions. Good place to work. Send complete resume of experience and compensation expected. Box 269M, BROADCASTING. California, KCHJ, Delano. Serves 1,500,000, increasing sales staff.

Salesman to be assistant to sales manager. Salary plus commission. Will grow into sales position. Must have sales record and photo. Radio KOOL, Boston, Mass.

Two positions open with top California station. Local salesman-salesman to earn $150-wk-plus. Have substantial increases probable. Salary plus vacation, photo and commission. All opening for additional local salesman with $450 guarantee plus generous commission base. Highest ratings, biggest coverage, in market, good congenial crew. Send complete information with photo to Alan Torbet, KKAR, Stockton, California.

Help Wanted—(Cont’d)

Sales

Expanding operation adding top salesman. Excellent arrangement, top climate and living area—a magnificent family man who will love to sell in a competitive market for a top station. Call, write, or wire. Ralph Pettit, Manager, KSWS, Colorado Springs, Colorado.

Salesman, experienced, WTAC, The Big Station, Flint, Michigan. Salary for management training. Minimum two years' experience required. Personal interview necessary. Box 165M, BROADCASTING.

Sales manager wanted in Springfield, Massachusetts at WTVM. Chance for exceptional earnings, good producer, General Manager, or phone Republic 3-4157.

Sales: Salesman wanted immediately for midwestern market. Excellent opportunities for advancement. Salesman with other abilities on staff also considered. Reply WVLN, Oney, Illinois.

Ohio, WWIZ, Lorain. Personal interview necessary.

Salesman required to head up Chicago office of rating organization. Research background and sales ability. Address replies to Manager, Tribune Building, Chicago, Illinois.

Announcers

Morning personality man for modern fastpaced midwest market. New solid sound on heels of number one. New studio, opportunities for production, sales and talent fees. Send tape, photo, resume. Box 281M, BROADCASTING.

Eastern group has three applications pending for new and improved facilities. Need experienced announcers for management training. Minimum two years experience required. Personal interview necessary. Box 135M, BROADCASTING.

Wanted: 1st ticket beginner that likes announcing. Box 182M, BROADCASTING.

Experienced announcer, combo operation, network affiliate, Major Wisconsin market. Salary for ability. Box 286M, BROADCASTING.

Classical music announcer for metropolitan west coast station. Requires smooth, unaffected, competent, knowledgeable, delivery. Our audition rough for uninitiated. We are one of the nation's top classical operations. Note: Send one page letter and photo, give two references. We'll supply audition. Box 221M, BROADCASTING.

Adult programmed station in top midwest market has an immediate opening for an outstanding morning announcer. Excellent conditions and employee benefits. Rush picture and full background to Box 252M, BROADCASTING.

Growing Texas independent needs qualified, experienced announcer and announcer-engineer. Must be willing to work hard and want to expand position. Details first letter. Box 96M, BROADCASTING.

Fulltime Georgia station near Atlanta has opening for young, ambitious announcer. Opportunity for top play-by-play. Send photo and resume. Write for tapes or interview later. Box 260M, BROADCASTING.

BROADCASTING, June 8, 1959

CLASSIFIED ADVERTISEMENTS

(Payable in advance. Checks and money orders only.) (FINAL DEADLINE—Monday preceding publication date.)

- SITUATIONS WANTED $20 per word—$2.00 minimum • HELP WANTED $25 per word—$2.50 minimum.
- DISPLAY ads $20.00 per inch—STATIONS FOR SALE advertising require display space.
- All other classifications $30 per word—$4.00 minimum.
- No charge for blind box number. Send replies to Broadcasting, 1735 DeSales St., N.W., Washington 6, D. C.
- Address one of above rates only. Box numbers submitted, $1.00 charge for mailing. (Forward results, photos, etc., to box numbers are sent at owner's risk. BROADCASTING expressly repudiates any liability or responsibility for their custody or return)

Top R & R personality who knows how to cash-in as replacement (due to health) for 21 man on nationally-known Virginia 24-hour station music-sports leader. Top pay, Fic, tape, details. Box 271M, BROADCASTING.

Topnotch, modified Stora morning man for St. kilowatt midwest station. Salary for ability. Good newsmen needed, too. Send all first letter. Positions now vacant. Box 272M, BROADCASTING.

Kilowatt, single station market seeks combo man who can announce, play sports, and de- served salary. All replies will be answered. Box 276M, BROADCASTING.

Combo man wanted. Announcer who is good air man with first phone, Music, news station going remote control. Good salary for good announcer. Midwest. Box 356M, BROADCASTING.

Help! For the first time in his life K-B-OY needs help. His little sister, K-GIRL, is abscording with two of his "announcer friends." They are top air-salesman, sober, ambitious, ad-lib artistes, funny without be- ing facetious. In short, they're the best, but . . . they're leaving. If you qualify to fill their place, and would like $28 hours per week, free to spend, peace of mind, paradise, contact us at once. K-B-OY, Medford, Oregon.

Opportunity for conscientious and compe- tent announcer who wants permanent job. New climate. Play-play experience helpful, but not mandatory. Send full de- tails, tape, salary, etc., to Manager, KSWS, Roswell, New Mexico.

Expanding operation soon to go full time in Colorado Springs, need experienced d.j's. Send photo, tape, resume, box 284M, BROADCASTING.

BROADCASTING, June 8, 1959

Help Wanted—(Cont’d)

Announcers

FOR SALE class X ray equipment. Phone 334-4187.

Personal interview for single station. Write-exceptional earnings. Send resumes, pictures, credentials and training. Send tape, picture and resume to Bill Baldwin, KFWI, Waterloo, Iowa.

Author for staff work with sports back- ground, play-play ability. Immediate opening. Contact WANK, Hagerstown, Maryland. Send tape, picture and resume or write for interview.

Announcer-engineer with first class ticket with interest in news, including some writ- ing. Good opportunity to 250 watt ABC station with good news department, WBYS, Canton, Illinois.

Washington D.C. area's number one station auditioning exceptionally fast, modern an- nouncers. Send tape. WEAJ.


Announcer: First phone. Must like coastal rural area for permanent position. Send resume, pictures, background and references to WDFD, Flint, Michigan.

Immediate opening- experienced d.j with bright, happy sound and good, tight sense of production. Experience background and references to WDFD, Flint, Michigan.
Help Wanted—(Cont'd)

Anouncers

WFIN-Findlay, Ohio . . . Adding dj, Prefer Ohioan or Michiganan, but will consider anyone including salaried. Send complete details. We would accept first letter. We will ask for salary. Write Clyde Johnson, Position open now.

Wanted, Experienced announcer. Must be able to do polished roll show. Send all details and tape, Nathan Frank, WHNC, Hen- derson, N.C. Georgia Tech. No collect calls please.


Enclosed is check for $100. I have been in the broadcasting business for the past 7 years and am looking for a way to make a living in this field. May be able to become #2 dj in area (we already have #1 and #2). Working conditions exceptional; pay as good as you are. Send tape, resume and photo to WROV, Roanoke, Va.


Immediate opening, WVOS, Liberty, N.Y. Phone 1680 for audition date.

Operators and announcers, with or without first phone, needed in California and Arizona. Send for application. Box 812, Eureka, California.

Technical

Engineer-anouncer. Must be experienced, college on engineer. $400 monthly. XTV, Shelby, Montana.

Chief engineer-anouncer with first phone immediately. $450 monthly. RCA. MUST BE IMMEDIATELY AVAILABLE. Located in Anchorage, Alaska. Write resume and radio experience to RDK, Broadcasting.

First phone engineer with announcing ability. KTXX, Taft, California.

Experienced control operators wanted WDRC, 12,000 watts, Hartford 12, Conn.

Chief: The man we want is probably working as combo or staff engineer. We need a permanent chief to settle here, maintain equipment and do light announcing. Program, news, family, excellent fishing. Starting $100 with more later. Call 7707, WJNC, Greensboro, N.C.

Need first-ticket immediately. Must have one-two years experience as minimum. Must be RCA back board, some maintenance. Opportunity with growing organization. Contact Ernest Machnic, WWVP, Mt. Kisco, N.Y.

Production-Programming, Others

Secretary. All-around girl. Excellent pay. Box 258M, Broadcasting.

Sports director. Capable man to provide broad coverage of statewide athletic events for radio and tv. Reportorial work including photo, telephone, tape recording, shooting film, radio and tv. Must be ready play-by-play. Send full details Box 739K, Broadcasting.


California station best day area independent, long established negro policy, has two positions open, for highly experienced personalities. 1. Merchandising assistant-top salary. 2. Account executive, top guarantee against commission. Only highly qualified and experienced persons need apply. Furnish references. Box 122M, Broadcasting.

Newsmen to write and air local news. We are looking for a man who is tired of the bigtime and wants to settle in a smaller market and sink roots. A challenging position for one who doesn't want the bigtime. Starting pay $100 with steady increase. Eastern station, Box 299N, Broadcasting.

Help Wanted—(Cont'd)

Copywriter needed. Male or female. Experience not necessary, creative ability a must. Apply only if you'd like to work for the #1 station in major northeast, the most progressive in the field with 50,000 watts of power. Send samples and production tape to Box 303M, Broadcasting.

Experienced newsmen wanted as quarter-time assistant in radio news while taking graduate work. School of Journalism, State University of Iowa, Iowa City.

Our last copywriter landed a top paying major market job because of what he learned from us. We need another. Top pay, pleasant medium sized Illinois city. Aggressive station, if you write sharp productions, come and see us. Send all details first letter to Box 305M, Broadcasting.

Experienced newsmen, immediate opening for man to augment radio news department at wandering Flint station. Radio or newspaper background acceptable. Send resume, photo and sample copy to WFFU, Flint, Michigan.

Continuity writer, fast paced market needs experienced writer able to write professional copy without gimmicks. WTAC, The Big Station, Flint, Michigan.

RADIO

Situations Wanted—Management

Aggressive broadcast executive with 18 years experience now available. Experience includes 13 years as working sales manager, and general manager in radio and television in medium and metropolitan markets. Extremely capable, best references, married, college graduate, age 43. Confidential. Box 892K, Broadcasting.

Manager-engineer, will sell, prefer single station market. Let's talk. Box 190M, Broadcasting.

14 years experience radio-tv-agency. Announcer-producer-director-writer-sales. Have first class experience in small coastal city, especially Florida or New England. Will manage, ad or combo, radio or tv. Family man, best references. Write Box 225M, Broadcasting.

Copywriter needed. Male or female. Experience not necessary, creative ability a must. Apply only if you'd like to work for the #1 station in major northeast, the most progressive in the field with 50,000 watts of power. Send samples and production tape to Box 303M, Broadcasting.

Experienced newsmen wanted as quarter-time assistant in radio news while taking graduate work. School of Journalism, State University of Iowa, Iowa City.

Our last copywriter landed a top paying major market job because of what he learned from us. We need another. Top pay, pleasant medium sized Illinois city. Aggressive station, if you write sharp productions, come and see us. Send all details first letter to Box 305M, Broadcasting.

Experienced newsmen, immediate opening for man to augment radio news department at wandering Flint station. Radio or newspaper background acceptable. Send resume, photo and sample copy to WFFU, Flint, Michigan.

Continuity writer, fast paced market needs experienced writer able to write professional copy without gimmicks. WTAC, The Big Station, Flint, Michigan.

RADIO

Situations Wanted—Management

Aggressive broadcast executive with 18 years experience now available. Experience includes 13 years as working sales manager, and general manager in radio and television in medium and metropolitan markets. Extremely capable, best references, married, college graduate, age 43. Confidential. Box 892K, Broadcasting.

Manager-engineer, will sell, prefer single station market. Let's talk. Box 190M, Broadcasting.

14 years experience radio-tv-agency. Announcer-producer-director-writer-sales. Have first class experience in small coastal city, especially Florida or New England. Will manage, ad or combo, radio or tv. Family man, best references. Write Box 225M, Broadcasting.

Situation Wanted—Management

I'll be your assistant manager (any size market!); will contract 1/4 of year's salary that my system hypo annual ratings 12% plus. Last 6 of 17 years experience at five-figure with major corporation. Top important first year: you'll get winner, I'll get record for pleasant references. Box 167M, Broadcasting.

Management team. We can make your radio or tv station pay. Manager, program direc- tor, chief engineer and sales chief. Two are excellent announcers; one is a great news broadcast experience. Prefer upper Michigan or southwest area. Box 293M, Broadcasting.

Manager-commercial manager-promotion manager. 7 years in radio and tv. Proven record in sales and promotion in major mar- kets. 31 years old, married. Much executive and administrative experience. Prefer Rocky Mountain or southwest area. Box 293M, Broadcasting.

Manager, completely versed in all phases of modern radio operation sales, programming, promotion and advertising manager for large grocery chain, have paid own agency. Twenty years in all phases of ad- gestion and programming. Box 241M, Broadcasting.

General manager—Have doubled station's billing in less than two years. Outrates competition two-to-one across the board. Seek challenge, larger market, 36, married, three children, corporation president. Box 246M, Broadcasting.

M.D. in search of sick radio station license based on following qualifications. 1. Outstanding creative time sales. 2. Outstanding sell pro- duction. 3. Excellent programming. Currently employed major west coast market as assistant, general manager. Now ready top spot. Box 250M, Broadcasting.

Manager-sales manager. 20 years in radio, tv and agency. Strong on sales. Unusual earnings secondary to good long-term deal. Prefer large, big, eastern office location. Write Box 298M, Broadcasting.

Sales

Salesman/announcer solves challenging sales problems. Write copy, Operate board. Box 330M, Broadcasting.

GRANTHAM SCHOOL OF ELECTRONICS announce the opening of a new Division at

KANSA S CITY, MISSOURI

Specializing in—

F. C. C. LICENSE TRAINING

Now, America's leading school for intensive F. C. C. license preparation offers resident classes in the Midwest. The proven, guaranteed Grantham course in communica- tions electronics is available in residence or by correspondence at the new Division of Grantham School of Electronics—3123 Gilham Road, Kansas City 9, Mo.

For full information concerning the Grantham training programs (in resident classes or by correspondence) write or call any one of the Grantham School addresses listed below. Ask for our FREE 40-page booklet, Booklet 99-G. No obligation.

We specialize in preparing students to pass F. C. C. examinations.

GRANTHAM SCHOOL OF ELECTRONICS

1201 N. WESTERN AVE

HOLLYWOOD 27, CALIF.

(213) 7727277

404 MARION STREET

SEATTLE 4, WASH.

WA 2772727

3123 GILHAM ROAD

KANSAS CITY 9, MO.

UL 14228

831-7TH STREET, W. WASHINGTON 8, D. C.

(GT-3014)
Help Wanted—Sales

Sales manager for NBC affiliate upper mid-west. Must have proven sales record in the field. Multifaceted. 350,000 sets. Box 738K, BROADCASTING.

Help Wanted—Technical

Chief engineer, experienced radio station construction, directionals, remote control, audio reinforcement personnel. Conscientious man. No announcing. Box 183M, BROADCASTING.

Experienced engineer, 27, radio, television, Minimum $100. Reliable. Box 197M, BROADCASTING.

Chief engineer, ten years experience. Construction, maintenance. Directional and remote control. Experienced in radio and television, and announcing. Prefer Michigan, Minnesota or Dakotas. Box 237M, BROADCASTING.

Conscientious chief engineer. Experienced in installation, maintenance, development and systems design, remote control, and directional equipment. Box 463M, BROADCASTING.

Experienced first phone. Any location acceptable. Limited announcing. No tapes. Box 260M, BROADCASTING.

First class operator presently employed. Married man seeks opportunity New England area. No announcing. Box 289M, BROADCASTING.

Experienced combo operator wants progressive station. Herb Boyer, 469 18th Ave., Northeast, Minneapolis, Sterling 5-0861.

Electronics graduate wants position in broadcasting. Well balanced, willing to start at bottom and work up. Mr. Frucher, 8, 278M, BROADCASTING.

Young married man with first phone desires employment in radio or small tv station. No experience but willing to learn. Joe Lundy, Tonasket, Washington.

First phone, young, recent graduate. Engineer position radio or tv station. Communications, maintenance experience. Belsehte, Keith Reynolds, 2753--9, 159M, B.B.O., Dallas, Texas. Phone W 8-9621.

Production-Programming, Others

Creative copywriter. 36, experienced, writes "well-tailored" 15-second copy. Resume. Box 146M, BROADCASTING.

Newspaperman 18 years. 33, wants radio or tv news, southwest. Box 220M, BROADCASTING.

Newsmen—annoncer: One of highest rated. Thoroughly experienced and reliable. Available June 15. Box 246M, BROADCASTING.

Highly experienced radio/tv copywriter. (Mature, friendly, personable, for Arizona Biltmore.) Box 92M, BROADCASTING.

Program director—presently top rated show in major market. Want associate with original, or chain with modern ideas, chance for advancement. Married. Box 257M, BROADCASTING.

Mr. Station Owner or Manager: Losing money? A good pd can change that. Young, experienced, helps y'know. Box 272M, BROADCASTING.

Experienced program director: Hard or soft sell announcing, newscasting, copy and production. Seek new challenge. Married. Have Pulse-will travel. Box 274M, BROADCASTING.

Television

News writer, seven days' release, and up. Senior staff position. Must have working knowledge of news writing. Box 284M, BROADCASTING.

South preferred—Want permanent job. Desperately. Experienced in radio, with professional voice for commercials, public relations, events. Audience participation shows. 8 years in present position. Sales and public relations. Excellent people. Box 285M, BROADCASTING. Require $100 plus per week. Nelson George, Jr., Box 256, West Palm Beach, Florida. Temple 2-6290.
Help Wanted—(Cont'd)

Sales
Experienced tv salesman for Chicago representative. Prefer man age 25-38. Box 170M, BROADCASTING.
Experienced tv salesman wanted for New York state, NBC affiliate. On air accounts to be included. Base plus commissions. Write giving full resume to Box 178M, BROADCASTING.

Announcers
Versatile on-camera and booth announcer for vhf in major southwest market. Good creative ability and naturalism desired rather than affected stylization. Send picture and tape to Box 91M, BROADCASTING.

Technical
Expanding Michigan full-power vhf needs experienced tv engineers. Salary determined past experience. Good living, working conditions. Box 288M, BROADCASTING.
Chief engineer for good location in southwest. Must be dependable, permanent and hard worker. Excellent opportunity for right man. Send full details including starting salary to Box 301M, BROADCASTING.
Vacancy for television engineer. Experience desirable, but not absolutely necessary if have background and willingness to cooperate and work. Good working conditions. Southwest. Box 36M, BROADCASTING.
Chief engineer. Our present chief staying on in new capacity. Experienced man for both am and tv. Must be strong on maintenance. Send complete resume and salary requirements to Reid Gardner, General Manager, KCRG-TV, Cedar Rapids, Iowa.
Studio and transmitter engineers with both operating and maintenance experience. RCA 50 kw transmitter. Studio DuMont. Library built up with start date determined by past experience. Contact E. M. Yink, Chief Engineer, KWWL-TV, Waterloo, Iowa.

Production-Programming, Others
Experienced newsmen capable of narrating in depth, public service program and writing editorials. Completely equipped 8 man radio news department. Box 278M, BROADCASTING.
Experienced floorman, cameraman, switcher, now ready for job as production chief. If you have good ideas, send resume to Bill Baidwin, KWWL-TV, Waterloo, Iowa.

Leading Michigan vhf expanding news operation looking for experienced newsmen with good air presentation and writing ability. Send resume, picture and tape to WJRT, Flint, Michigan.

TELEVISION

Situations Wanted—Management

Assistant position desired. 4 years successful experience, producer-director, production manager. Box 279M, BROADCASTING.

Over 8 years radio-tv sales experience. Currently manager competitive three station vhf market. Top salesmen at station. Organized and spark aggressive sales department, local sales tops in market. Native southwesterner fed up with long cold winters. Desire equal opportunity for growth and earnings in local or national sales in Texas or southwest. Proven record, excellent references including present employer, age 25. Experienced veteran, college graduate. Would welcome personal interview. Box 242M, BROADCASTING.

FOR SALE

FOR SALE

Equipment

Radio-frequency bridge 516 or similar, must be in good condition. Box 224M, BROADCASTING.

Used fm transmitter and/or antenna system, capable of producing 20 kw ERP. Box 244M, BROADCASTING.

Two western Electric 1150 limiter amplifiers. Give age, condition and price Box 283M, BROADCASTING.

FM 8 or stereo microphone. Bought by highly financially able party. Write confidentially and in detail. Box 24M, BROADCASTING.

WANTED TO BUY

Stations

Qualified, responsible group interested in buying several medium size stations. Prefer to buy low-rated station in medium size market. Would consider right offer in single station market. Prefer southwestern. Box 111M, BROADCASTING.

FM or vhf station in difficulty, bought by highly financially able party. Write confidentially and in detail. Box 24M, BROADCASTING.

Equipment

Situations Wanted—(Cont'd)

Technical

12 years radio and tv. Desire technical position with good future. Can accept responsibility. Box 291M, BROADCASTING.

Production-Programming, Others

director: Filming, announcing, production, 7 years experience. Top references. Family. Box 186M, BROADCASTING.
Producer-director, news production, 4 years. Desire future with executive possibilities. Box 228M, BROADCASTING.
Writer-producer, presently working, three years network public service show wishes to gain similar position with potential. Experienced in a large network of production. Box 255M, BROADCASTING.

Television director with over two years experience in tv and radio production. Vision looking for promising or progressive station with national or potential. Box 255M, BROADCASTING.

TV Production man: Extensive international (CBC-ABC-UN and Domestic Latin-American) experience in tv, radio and stage. Desires position as assistant director or any allowing opportunity to prove his creativeness with American tv. Box 288M, BROADCASTING.

FOR SALE

Winchanger 2300 galvanized 100 foot antenna tower, 33 feet above ground, obstruction lights. Box 963X, BROADCASTING.

A 250 watt Collins 300 A transmitter about 15 years old in working order. Take out own power service by new higher wattage, $300 including more than one replacement tubes. You can pick up or pay delivery charges. KCBA, Chicago, Ill.

Small sub nose box. Ideal for mobile studio for radio or tv relay. Custom reconditioned with formula bar top, cabinets and drawer space bunks to suit your needs. New, not used. Excellent buy at $1,650. Contact WBGB, 2838 Battleground Road, Greensboro, North Carolina. Telephone Broadway 2-6125, Allen Wannamaker, Manager.

Delux heavy duty RCA BTA 1-1, 1 kw. AM transmitter. Excellent condition, reasonably priced. Write or phone Bette D. Ekberg, WLCI, Minneapolis, Minn.

7,000 mc. Motorola microwave. Has audio and video modulator. $4,000. Contact Chief Engineer, WTVY, Durham, N.C.

Portable STL microwave system 7000 mms 45 foot trailer, 4 kw transmitter. Good buy for remote. Will consider all offers over $300. Write R. E. Baister, Davis Television Division, Thompson Ramey Woodbury Inc., Michigan City, Indiana, or phone Triangle 4-3351.


Plate transformer—New 7.5 kVA. Primary 250 volts 3 phase Delta. Secondary 2602 volts WYE. Air cooled black finish cast iron. A good buy for emergency use. $900.00 fro. L. D. Drewry, 108 Cherry St., Marietta, Ga.


RCA TG-1A sync generator TK-1A monochrome camera, TA-1A dimmer, amplifier, 480c power in two racks $1,000. LEI, Inc., 306 Oak Street, Copiague Long Island, New York.

INSTRUCTIONS

F.C.C. first phone, preparation by correspondence or in resident classes. Our schools are located in Washington, Hollywood, and Seattle. For details, write Grantham School, Dept. 5, 291th Street, N.W., Washington, D. C.


BUSINESS OPPORTUNITY
For general financial help, buying and selling of media stocks over the counter and floating issues for purchase or expansion contact: Media Investments Co., 6381 Hollywood Blvd., Los Angeles 28, California. We can offer these services only in those states in which we are registered as dealers in securities.

MISCELLANEOUS
Call letter items—Banners, lapel pins, microphone plates, car plates, bumper strips, decals, printed forms, personnel service—Bro-Tel, Box 382, Huntsville, Ala.

Qualified consulting engineer, specializing in daytime applications, frequency surveys, and power increases. Area west of the Mississippi. Douglas F. Marshak, 1006 East 15th Avenue, San Mateo, California.

RADIO
Help Wanted—Sales

CCA EXPANDING
SALES EXECUTIVES NEEDED
In our policy of providing more, better and closer supervision and service to our clients (some of the top radio and TV operations in the country), we are always looking for territory sales executives.

30-45 years old, good appearance, car, willing to relocate and travel five days a week. "Stand Up Type" salesman, personable, forceful, experienced. This is $15,000-$20,000, first year—draw plus commission and incentive bonus.

Complete resume; current income, pics and section of the country in which you are interested—first letter. No "floaters" or "crew deal operators" considered. Our staff aware of this ad. Positions open immediately for right man.

Boyd W. Lawlor
GENERAL SALES MANAGER

COMMUNITY CLUB SERVICES, INC.
20 East 46 Street
New York 17, N.Y.
Murray Hill
7-1466

Help Wanted—(Cont'd)

SALES

SALES ENGINEER
- The Company: Major broadcast equipment manufacturer.
- The Position: Sales engineer to travel and call on radio stations in several eastern states. Technical background essential.
- Opportunities: Unlimited. Salary, expenses and incentive bonus system provides high earning potential for aggressive sales minded individual. A permanent position with an excellent future.

Send complete resume to Box 215M, BROADCASTING.

WANTED
A YOUNG "ACE" SALESMAN
who loves to sell—now in a small market—ready for bigger and better things. Top prestige multi-station owners have opening, excellent Pennsylvania station—now grossing 1/4 million. Sales manager after trial—then a station manager! Career opening for family man who enjoys small cities. Excellent base plus strong incentive—$10M up first year. Resume, including earnings, photo if handy to Box 236M, BROADCASTING.

ARE YOU THE MAN WE ARE LOOKING FOR?
Internationally known manufacturer of electronic equipment seeks high caliber man to join one of the country's most outstanding growth organizations. The man we are looking for knows broadcast and communications equipment, is looking for challenging work with a bright future, and has the ability to do a top-rate sales and engineering job. Send complete resume to Box 214M, BROADCASTING.

TELEVISION

HELP WANTED

100% FINANCIAL HELP TO INVESTORS
We are buying or selling TV stations. Complete in new factory condition with instructions and spare parts. Over 2000 available.

WEATHER • RADAR
Raytheon 10 CM 275 KW Output PPI Presentation 4, 20, 80 mile range. In use today by several broadcast stations. Complete with instruction books and install, diags. in new factory condition. Picks up clouds at 50 miles. S900. Westinghouse 3 CM 40 KW Output PPI Presentation 3, 5, 10, 40 plus mile range. Complete in new factory condition with instruction books and spares. $2200. General Electric Automatic Tracking Radar 10 CM. 275 kw. Will track clouds, storms, hurricanes, etc. automatically or by hand control, up to 200 mile range. Complete in trailer van 25 ft. long (its own building!) Price and details on request. Used by Air Force and weather bureau.

Radio—Research Instrument Co.
500 5th Avenue
New York 10, N. Y.

AYR DAILY BROADCASTING, June 8, 1959
Continued from Page 116


On own motion, scheduled prehearing conference for June 1 will be continued. New hearing date will be scheduled on proceeding of application of Inter-Cities Bstg. Co. for am facilities in Livonia, Mich. Action May 29.

By Hearing Examiner Charles J. Frederick


On mutual request of parties, continued further hearing from May 23 to May 26 in Moline, Ill., tv ch. 8 proceeding. Action May 29.

By Hearing Examiner Millard F. French

On own motion, and with consent of all parties, advanced further hearing from June 10 to 9:30 a.m. May 29 in Largo, Fla., tv ch. 10 proceeding. Action May 28.

 Granted petition by Northwest Bstrs., Inc., for leave to amend its application for am facilities in Bellevue, Wash., to reflect death of Samuel Giant; disposition of deceased's interest; to request other arrangements made necessary by death; and to present information concerning business interests of Gilbert A. Wellington. Action May 29.

By Hearing Examiner Annie Neal Huntting

Upon agreement of all parties at May 29 prehearing conference in Beaumont, Tex., ch. 6, 8 remainder, continued hearing from June 4 to June 11, Action May 29.


Granted oral request by Miners Bstg. Service Inc., Kingston, for continuance of hearing from May 23 to June 2 in proceeding on its application and that of Valley Merchandise, both Pennsylvania. Action May 32.

By Hearing Examiner H. Gifford Irion

Scheduled prehearing conference for June 8 in Yakima, Wash., tv ch. 21 proceeding (Yakima Television Corp., et al.), Action May 29.

Granted petition by Clarence E. Wilson for leave to amend its application for am facilities in Helena, Mont., Petitioner requested change in assigned frequency from 1300 kc to 1380 kc (1 kW D), and application is amended and is returned to processing line. Action May 29.

Upon verbal request by Perriman Basin Radio Corp. (KHDB), Hobart, N.M., advanced hearing from June 30 to June 18 in proceeding on its am application. Action May 29.


By Hearing Examiner Jay A. Kyle

Upon verbal request of parties, continued hearing from May 26 to June 3 in proceeding on application for am facilities in Paradise, Calif. Action May 26.

Upon oral request of counsel for applicant, scheduled informal conference for May 27, in proceeding on application of Paradise Bstrs. for am facilities in Paradise, Calif. Action May 26.

By Hearing Examiner Forest L. McClenny

Scheduled further prehearing conference for June 8 and continued hearing from July 12 in proceeding on applications of Cyril Imes Jr., for am facilities in West Memphis, Ark., et al. Action May 29.

 Granted petition by Dixon Bstg. Co., Dixon, Ill., for extension of time from May 23 to June 2 for filing proposed findings and from June 10 to June 19 for reply findings in proceeding on its am application, et al. Action May 32.

By Hearing Examiner Herbert Shafman

In accordance with understanding at May 25 conference, continued hearing from June 8 to June 15 in Terre Haute, Ind., tv ch. 10 proceeding. Action May 25.

By Hearing Examiner Elizabeth C. Smith

Scheduled prehearing conference for June 16 to 22, on applications of Top Broadcasters Inc., and Masstons Inc., for am facilities in San Antonio and Nata- lin, both Texas. Action May 29.

Scheduled prehearing conference for June 18 to 24, in proceeding on applications of Belkens Bstg. Associates and Bert Williamson and Lester W. Smith, for am facilities in Goleta and Santa Barbara, both California. Action May 29.

Granted petition by Ramray Bstg. Co., for leave to extend and to amend its application for am facilities in San Antonio, Tex., to change from original applicant, change from corporation to partnership, changes in cost of equipment which result from changes in proceeding, and new engineering report; removed application from return to processing line. Action May 31.

By Hearing Examiner Horace Stern


PETITIONS FOR RULEMAKING FILED

Austin Radio Co, Austin, Tex. (5-8-59)—Requests extension of time for filing of application for new TV station in Austin, Tex., for May 27.

A-M Broadcasting Co., Sacramento, Calif. (5-8-59)—Requests amendment of rules to lower the minimum co-channel and station separation in Zones 11 from 110 to 100 miles to 100 miles. Also requests the assignment of a co-channel for Sacramento, Calif., to line of ch. 40 presently assigned. Ann. May 25.

KDFV Bismarck, N.D. (5-13-59)—Requests amendment of rules so as to increase the minimum separation of Class III standard broadcasting stations to a maximum of 25 kw power. Ann. May 25.

National Assn. of Broadcasters, Washington, D.C. (5-20-59)—Requests amendment of rules so that so-called "teaser announcements" be given separate consideration apart from advertising announcements wherein product or service is actually offered; or, in alternative, that Commission issue administrative interpretation of Sec. 3.119 (e) consonant with suggested proposal. Ann. May 25.

License Renewals

Following stations were granted renewal of license: KCUE Bed ford, Fairmont; KCFE Winona; all Minnesota; KDTA Dassel; KXXI Golden; all Colorado; KLAK Lakewood; KYSN Colorado Springs; KVJO Tukwila; all California; KBRX Oklahoma City; KCBR Chardon; KQBC Columbus; KOWI Omaha; KTVF Anchorage; all Alaska; KAYS Hayes; all Wyoming; KLWN Lawrence; KMSA Manhattan; KVOO Fort Smith; all Arkansas; all Kansas; WIL St. Louis; KBBM Branson; KWWO Glenpool; all Oklahoma; KYFM (FM) Oklahoma City; KTUL-TV, Tulsa; WNWA-TV Tuttle; WNLO-TV Blanchard; all Oklahoma; KLKE Ottumwa; KZAP Atlantic, both Iowa; KATN Mountain Home, all Arkansas; KABR Aberdeen, S. D.; WDDN Greenville, Miss.; and WTVH (TV) Peoria, Ill.

(For the Record) 123
ABOUT

$24.00

A DAY
PLUS
BENEFITS!

Does $24 a day plus benefits sound good to you? No wonder! It's a lot more than most people get.

Well, $24 a day is average pay for steelworkers. That makes American steelworkers just about the best paid industrial workers anywhere in the world.

But $24 is only part of it. In addition to their wages they get a package of benefits costing the steel companies another $4.78 a day on the average. They get:

- up to 3½ weeks vacation pay.
- seven paid holidays.
- pensions after retirement.
- pay during jury service.
- supplemental unemployment benefits where state laws permit.
- life insurance.
- sick and accident benefits for 26 weeks.
- surgical insurance and 120-day hospitalization.

The companies pay full costs of all benefits except the last three, in which employees share the cost.

A top union official who addressed the 1958 Convention of the Steelworkers' Union said this:

"Now, listen to me. Hear me now! This (rise in minimum pay since 1953) represents an increase of close to 48 percent. In the same period the cost of living has risen by a little more than 8 percent."

"And we got 48!"

No question, wages and benefits in steel have been rising sharply. In fact, in virtually every industry they have risen much faster than the nation's productive efficiency has risen. That's one reason for the inflation which cuts the buying power of your dollar.

American management continuously exercises ingenuity in developing longer lasting products, which eventually save the public money. Republic Steel, for instance, now coats steel pipe and tubing with plastic to resist corrosion better. Trade name of this exciting new product is Republic X-Tru-Coat. If you are associated with school, hospital, or other institutional or commercial building, you should be interested in Republic's Vision-Vent® Wall Panels made by the Truscon Division. Other building products with interesting economy stories are: Truscon Color-Finished Windows; Truscon Steel Joists; Truscon Steel Doors assembled with frames.

124

BROADCASTING, June 8, 1959
OUR RESPECTS TO . . .

William Dorsey Pabst

When KTVU (TV) San Francisco-Oakland began regular program service on March 3, 1958, a local newspaper described the station’s executive vice president and general manager as “. . . a grey-haired granddad of giving birth to a television station . . .”

Reading the phrase, William Dorsey Pabst thought that if the writer had had all the facts, he might also have called it the longest pregnancy in tv history. It had lasted 17 years and three weeks, dating from the day that his daughter Joyce (the mother of his grandchildren) had run her tricycle over his first application for San Francisco ch. 2 while he was assembling the papers on the floor of his home on the San Francisco peninsula.

That was in 1941 and Mr. Pabst, then general manager of KFRC San Francisco, filed the application on behalf of the Don Lee Broadcasting System, West Coast regional radio network which owned KFRC. After the Don Lee application was withdrawn, early in 1954, he and his partner, Ward D. Ingrum, then manager of the Don Lee network, put in their own application. After three years and a hard-fought competitive hearing, the FCC awarded the ch. 2 grant to their company, San Francisco-Oakland Television Inc. Bill Pabst then resigned the KFRC general management post but his full efforts to the birth of KTVU.

A Tough Fight • Critics said that an independent station in the San Francisco Bay Area would have a tough time competing with the three firmly-en-trenched tv network stations, particularly after nine years of their exclusivity in the market.

“We didn’t pay attention to their warnings of black times,” Mr. Pabst recalls. “Instead, we put as much effort into the launching of ch. 2 as if it were the only station in California. We programmed what the audience wanted to see and scheduled programs at the times that were most convenient for the desired audience.”

Supplying what the audience wanted to see led KTVU into extensive sports-casting. The Bay Area audience is perhaps one of the most enthusiastic groups of sports fans in the national and network-bound stations could offer them little in the way of local and regional sports coverage. By offering such events as the NCAA regional basketball playoffs and finals (within its first month of operation), the California-Stanford “Big Game,” roller derby, horse racing, boat races, professional as well as collegiate

football, basketball, bowling and collegiate spring sports, KTVU won an immediate and loyal audience.

The station has kept sports fans loyal by such service as the longest remote in San Francisco sports history. This was last March, when KTVU followed California’s basketball team to Louisville for the NCAA finals. The live telecasts of the team’s two victorious games hit a top rating of 30. Folger’s Coffee, one of the sponsors of the full basketball season, picked up the tab.

And Movies Too • Bill Pabst is known for his shrewd techniques in buying theatrical motion pictures and tv film series to help win more viewers for KTVU’s live programming, in addi-

KTVU into a new million-dollar plant in Oakland’s Jack London Square. He began local color programming this spring and has just added a second tv tape unit.

Bill Pabst was born in Los Angeles Feb. 13, 1906, the son of Frederick Pabst, pioneering Cadillac advertising manager. “But,” he quickly states, “at an early age I discovered the best things in life are not always located in Southern California.” The Pabst family moved to the Bay Area and while the elder Pabst set up shop in San Francisco for Cadillac distributor Don Lee, his son enrolled at Hitchcock Military Academy at San Rafael. By graduation time, he was in charge of the student body as senior cadet-major.

‘Caddies’ to Radio • Following further education at Stanford and the U. of Mexico at Mexico City, he returned to San Francisco in 1928 and joined his father in the automobile business. The close association between Don Lee’s automotive and broadcasting interests exposed Bill Pabst to radio and started a romance that in 1931 lured him away from Cadillacs and into radio as program coordinator for KFRC. By 1934, his grasp of programming had developed to the point that he was appointed program director of the station.

In 1940, Bill Pabst was promoted to the post of general manager of KFRC. But almost before he’d settled comfortably into his new office he was making a more radical change, from a radio station manager to a lieutenant in the U.S. Navy, stationed at the Naval Air Station at Corpus Christi, Tex.

When the war ended, he returned to San Francisco and KFRC. But he soon found himself engaged in a new kind of war, when television invaded the Bay Area and began making inroads on radio’s audience ratings and advertising revenues. For some years he fought a defensive action with more or less success, but the interest in tv that had lain dormant since 1941 came back with renewed vigor and when the chance came to change over he seized it with no hesitation.

Managing a tv station is a full time job, as Mr. Pabst would be the last to deny. Yet he somehow finds time for other business interests (he recently became a board member of Bonanza Air Lines) and for industry affairs (in March he was elected president of California Broadcasters Assn.) as well as for an occasional swim or a round of golf, his two chief hobbies.

Mr. Pabst married the former Marjorie Allen, whom he met on campus at Stanford. They have two grown children: Frederick and Joyce Pabst Wil-

BAY AREA'S BILL PABST

Ch. 2 makes its mark on to sports, is chiefly news and the Sherwood As Is series, starring one of San Francisco’s well-known local tv personalities. It has just expanded from once-a-week to a full Monday-Friday schedule.

Businesswise, KTVU now is operating in the black, a tribute to Mr. Pabst’s managerial acumen. The station has 120 advertisers, including most of the original 45 who started with the station 15 months ago. For June, virtually all evening time had been sold before the end of May and daytime sales were almost as good. The fall sports package of California and Stanford football games is fully sold four months before the first kickoff. Prudential Insurance, First Western Bank and Bardahl share the sponsorship.

On the theory that it’s good business to spend money to make money, General Manager Pabst last summer moved

BROADCASTING, June 8, 1959

125
EDITORIALS

Now or never

At the time this was written only three witnesses representing broadcasting had applied to testify before the Senate Commerce Committee's forthcoming hearings on repair of the political broadcasting law.

They were Frank Stanton, CBS president, Don McGannon, president of Westinghouse Broadcasting, and Harold E. Fellows, NAB president. No matter how persuasive those three may be, their testimony will not be enough to convince politicians they ought to give up their hold on political broadcasting.

At the very least spokesmen for other networks should appear, and in addition a regional representation of broadcasters who can relate their personal experiences with the idiosyncrasies of Sec. 315.

The hearings begin June 18, only 10 days from now. As we write, the clock ticks. Mr. ["Repeal Sec. 315 Now Or Repent Later," Editorial, May 25] there has never been a better chance for broadcasters to obtain relief from a law that prevents intelligent dissemination of campaign news. If they muff this one, they'll have to live with Sec. 315 a long time.

The Scotchman calls the cops

If we hadn't heard it, we would have branded as just another tall Texas tale the report that Gordon McLendon, station multiple-owner, is advocating legislation to limit the number of stations in a given market.

But Mr. McLendon did say it to a big audience at the Storz Stations' disc jockey convention 10 days ago.

Mr. McLendon over the years has been one of broadcasting's rugged individualists. He has been an outstanding, even truculent opponent of the status quo. He has barged into market after market with promotional razzle-dazzle that has set them on their ears. He has bowled over sedate competitors who previously had ruled the roost.

Could it be that Mr. McLendon no longer can brook the competition of newcomers? If we're to have free enterprise's rugged individualists. He has been an outstanding, even truculent opponent of the status quo. He has barged into market after market with promotional razzle-dazzle that has set them on their ears. He has bowled over sedate competitors who previously had ruled the roost.

Could it be that Mr. McLendon no longer can brook the competition of newcomers? If we're to have free enterprise's rugged individualists. He has been an outstanding, even truculent opponent of the status quo. He has barged into market after market with promotional razzle-dazzle that has set them on their ears. He has bowled over sedate competitors who previously had ruled the roost.

Could it be that Mr. McLendon no longer can brook the competition of newcomers? If we're to have free enterprise's rugged individualists. He has been an outstanding, even truculent opponent of the status quo. He has barged into market after market with promotional razzle-dazzle that has set them on their ears. He has bowled over sedate competitors who previously had ruled the roost.

Could it be that Mr. McLendon no longer can brook the competition of newcomers? If we're to have free enterprise's rugged individualists. He has been an outstanding, even truculent opponent of the status quo. He has barged into market after market with promotional razzle-dazzle that has set them on their ears. He has bowled over sedate competitors who previously had ruled the roost.

Could it be that Mr. McLendon no longer can brook the competition of newcomers? If we're to have free enterprise's rugged individualists. He has been an outstanding, even truculent opponent of the status quo. He has barged into market after market with promotional razzle-dazzle that has set them on their ears. He has bowled over sedate competitors who previously had ruled the roost.

As long as there are assignments that fit under the engineering criteria there will be qualified applicants. They are risking their wherewithal. Existing stations cannot be guaranteed freedom from new competition. The alternative is to give stations protection under the public utility concept by limiting competition. But the government then demands the right to limit profits, which means rate regulation, and to control the quality of the product. In short, radio's freedom would go out the window.

We doubt whether Mr. McLendon will get much support for his project. We even doubt whether he believes in it himself, even though we heard him say it.

Labored legislation

For once we find ourselves in agreement with those labor leaders who officially have announced their opposition to the Kennedy-Ervin Bill which has passed the Senate and soon will be considered by the House. But we oppose it for different reasons.

Any labor legislation which does not ban secondary boycotts or coercive picketing, and which does not permit the courts to enjoin strikes in violation of "no strike" clauses should arouse the opposition of all fair-minded men. The Kennedy-Ervin bill is silent on these vital points. President Eisenhower has denounced it.

We wonder whether the opposition expressed by labor leaders is really sincere. It could be a diversionary tactic, designed to spike the guns of management forces.

Threaded throughout the Kennedy-Ervin Bill are provisions which, the experts tell us, foster compulsory unionism and in effect deny the rights of citizens to freedom of choice. They tell us, moreover, that it is one-sided legislation all down the line.

Broadcasters who have any feelings on the matter (and we can't imagine one who doesn't) should make their views known to their House members before the Kennedy-Ervin bill hits the floor.

Endville

In Miami May 29-31 the phonograph record companies demonstrated, in a way disturbing to anyone who admires the full purpose and importance of radio, how great an influence they now exert over a considerable part of all U.S. radio programming.

Through no fault of the sponsoring Storz Stations, the record companies took over the Second Annual Radio Programming Seminar and Disk Jockey Convention. Their hospitality, abetted by sun, beach and pool, overwhelmed the serious parts of the program. Only the most dedicated delegates, an astonishing number considering the distractions, attended the business sessions.

The problem was one of excess. To the credit of the record companies it must be said that they produced the biggest show ever attracted to any broadcasting convention. It was a show in good taste and of extraordinary talent, and for people in programming it had professional value as well as private enjoyment. But the record companies also conducted a calculated campaign to lure d.j.s away from the panel sessions and into their suites for personal aggrandizement. And they used enticing bait indeed.

The events in Miami were a manifestation of the intense competition that now exists in the phonograph record field. There are hundreds of labels, and to a frightening degree they live or die by the spins they get on radio. With access to the air so vital to their future, the companies have a natural desire to cultivate disc jockeys any way they can. It was that desire which got out of control in Miami.

If there is to be another national seminar on radio programming—and there are good arguments that there should be—it must be conducted with a minimum of conflict between the main tent and the sideshows. And it must also be arranged to emphasize that there is more to radio programming than records.
The Piedmont Industrial Crescent is a unique concentration of buying power stretching across the productive Piedmont section of North Carolina, South Carolina and Virginia.

It is a vast urban area created by bustling cities, booming industry and big agricultural purchasing power where millions of your customers WORK, EARN, SPEND.

Strategically located at the hub of this big year-round market is WFMY-TV... the most powerful selling influence, by far.

... The largest metropolitan market in the two Carolinas. Here, WFMY-TV dominates because it serves...sells.
TELEVISION STATION REPRESENTATIVES