EXCLUSIVE: how the public feels toward tv quizzes
A top agency demands to know why rates keep rising
ARB plans ‘instantaneous’ ratings; three networks sign
FCC prepares to flash an amber light for vhf boosters

This is the spot for a commercial

This is listening-time! Americans spend thousands of hours at it every day. And they spend millions of dollars buying products they hear advertised. They'll buy a lot of what you sell, when you sell via Spot Radio on these great stations!

KOB  Albuquerque
WSB  Atlanta
WGR  Buffalo
WGN  Chicago
WFAC  Dallas—Ft. Worth
WKMH  Detroit
WANE  Fort Wayne
KPRC  Houston
WISH  Indianapolis
KARK  Little Rock
WINZ  Miami
WISN  Milwaukee
KSTP  Minneapolis—St. Paul

WTAR  Norfolk
KFAB  Omaha
WIP  Philadelphia
KPOJ  Portland
WJAR  Providence
WRNL  Richmond
KCRA  Sacramento
WDAI  San Antonio
KFMB  San Diego
KOBY  San Francisco
KMA  Shenandoah
KREM  Spokane
WGTO  Tampa—Orlando
KVDO  Tulsa
No. 14 IN A SERIES
ABOUT THE DIVERSIFIED
UPPER OHIO RIVER VALLEY:

PIPE COUPLINGS

The world's largest independent manufacturer of Pipe Couplings is the proud boast of the Wheeling Machine Products Company of Wheeling, West Virginia, an important element in the industrial picture of the WTRF-TV area. Founded in 1918 for the precision manufacture of Pipe Couplings, the Wheeling company has expanded its product lines to include Pipe Nipples, Water Well Drive Points, Drive Shoes and Drive Caps, Bushings, Plugs and Plastic Fittings. Its "X-L" trademarked products are shipped all over the world.

Important, too, to those with products to sell is the $3 million annual payroll of the Wheeling Machine Products Co. It is a potent part of the $2½ billion spendable income enjoyed by the 2 million people in the prosperous 36-county area served by WTRF-TV.

IT'S A FACT! WCBM has a long continuing record of reaching adults* in Baltimore. Why? Because there is a definite preference for the kind of adult-level programming WCBM has always featured. No matter what product or service you have to sell WCBM reaches the ears of the people you want to reach—the listeners with money to spend in the vital Baltimore—Maryland market.

*Nielsen Adult Listenership Surveys
Tape, live, film or net...

you get a "bonus buy" in the powerful Dallas-Fort Worth market when you're on KRLD-TV, Channel 4 in Dallas. Consistent leader in Nielsen, Pulse and ARB... CBS-TV outlet to more than 675,000 TV Homes... biggest coverage, most effective.

represented nationally by the Branham Company

THE DALLAS TIMES HERALD STATIONS

Channel 4, Dallas

Clyde W. Rembert President

MAXIMUM POWER TV-Twin to KRLD radio 1080, CBS outlet with 50,000 watts.
Television czar • Recent suggestion of FCC Chairman John C. Doerfer that what tv programming needs is “czar” isn’t falling upon deaf ears. Last winter, when quiz program issue was hit-and-miss story, both CBS and ABC indicated support of appointment of network authority, probably to be headquartered in Washington, to represent tv programming philosophy but NBC expressed opposition. At that time, former Sen. Charles E. Potter (R-Mich.) had been approached, and, if NBC had gone along, arrangements probably would have been completed.

In heat of current quiz controversy, there’s been renewed speculation. Woods are full of candidates but there’s no indication that anything will be done immediately. Wiser heads feel that whole matter should be considered calmly, after hysteria has passed. But it’s generally acknowledged there will be appointment of strong national figure in leadership role either by networks or in behalf of television as an entity.

Inevitable aftermath • Quiz program rigging scandal will provoke offering of dozens of bills to regulate tv programming and/or networks when Congress convenes January, including revised legislation for direct licensing of networks. This won’t be surprising, based on experience at last session, when bills were dumped into hoppers wholesale proposing codes of ethics to thwart influence peddling among independent agencies growing out of House Oversight Subcommittee’s disclosures.

Another likely result of quiz drumbeating will be to prod FCC into expediting new license renewal form (303) covering program breakdowns and licensee responsibility. Pending for many months, renewal form, when it is finally cleared, probably will be in infinitely tougher version than that laboriously drafted and previously given tentative approval. There even may be revival of proposal, voted down earlier this year, to evaluate services of all stations in given areas to ascertain whether there is equitable balance in various programming categories, insuring that all community requirements in religion, agriculture, education and public service are adequately served.

Music meeting • Up-and-down, on-and-off negotiations between all-industry committee and ASCAP over new radio music licenses are on again—and seem to be looking up. Sessions between negotiators—committees headed by Robert T. Mason of WMRN Marion, Ohio, and counsel Emanuel Dannett for broadcasters; President Stanley Adams and counsel Herman Finkelstein for ASCAP—are set for today (Nov. 2) and tomorrow. ASCAP reportedly has withdrawn insistence that stations be charged on income base that includes talent charges; but there remains problem of saying so in contract language acceptable to both sides. They’re also apart on other issues including ASCAP wish to have contracts put under court jurisdiction, meaning stations would have to travel to New York to defend if ASCAP charged violations. But mere fact that negotiators are in amicable sessions again, after long layoff, gives some encouragement for outcome.

Welfare pitch • Look for Screen Actors Guild to seek provisions for pension and welfare fund at contract negotiation time with tv film and motion picture producers after first of year. American Federation of Television & Radio Artists already has such benefits for members and rival SAG apparently does not want to be outdone. SAG is understood to have engaged outside consultancy firm to probe economic status of film actors and submit pension and welfare plan. Contract covering tv film commercial producers expires June 1, 1960.

Rigged commercials • Tv Code Review Board may have more to contend with than just syndicated columnist’s charges of visual deception in tv commercials when it meets Nov. 16 in Los Angeles. Look for Federal Trade Commission to step up its action in tv field shortly, based on investigations carried on for some time by its radio-tv monitoring unit. Tv Code Board Chairman Donald McGannan, who voiced concern over allegations of visual misrepresentation in tv commercials made by Drew Pearson, has asked columnist for specific details for study at Nov. 16 meeting (story page 52).

Ring monopoly • Coming up—possibly even before next Congress convenes in January—will be Senate Judiciary Committee investigation of alleged restraint of trade in championship boxing, with emphasis on tv rights, closed circuit or otherwise. Senate Antitrust Subcommittee, headed by Sen. Kefauver (D-Tenn.), has had staff members interviewing officials of networks as well as closed circuit operators in New York. Open hearings, however, won’t begin until after current New York trial growing out of Paterson-Johansson championship fight is completed in next few weeks. TelePrompter acquired closed circuit rights which evidently are regarded as more important, financially, to fight principals than promotion of bouts.

Breaking point? • Last hasn’t been heard of latest Stanton-Murrow feud. It reached showdown when noted commentator criticized CBS Inc. president for his action in stripping Person-to-Person program of “deceit” (see page 54). Mr. Murrow’s contract runs for at least another year. If it’s renewed it will be only because associates will have succeeded in effecting a reconciliation, in which direction strenuous efforts are being made.

Months ago, when controversy erupted over termination of Mr. Murrow’s See it Now on CBS, there were negotiations which might have seen Murrow and his entourage shift to NBC, This, however, was patched up and all seemed serene until Mr. Murrow, in London, characterized Dr. Stanton as being ignorant of what constitutes proper programming because of Person-to-Person incident.

Network reps • Final FCC order putting television networks out of spot representation business, except for their own stations, may be out this week—almost full month after its adoption was voted by unanimous Commission (Broadcasting, Oct. 12). Document was turned over to FCC general counsel to review. Some changes have been made, it’s understood, but not in what lawyers call substantive provisions. Affected are 13 stations billing estimated $15 million yearly.

Order prohibits networks from representing in spot field other than owned stations. It gives CBS and NBC until end of 1961 to relinquish representation for affiliates that are not owned by these networks; ABC gave up spot representation in 1952. It is first action by FCC in adopting one of suggestions of Barrow Report. Barrow Report resulted from two-year study of television network practices.
You can't score... with the Quarterback in the grandstand

...AND you can't sell Toledo with "Out-of-Market" stations

Toledo—17th in spendable income per household... retail sales of $577,963,000.

WSPD-TV
Sells Toledo

Market domination... top flight programming, service, and merchandising for sales impact... increased sales.

in Toledo you know where you're going with WSPD-TV

ABC NETWORK • CALL KATZ

BROADCASTING, November 2, 1959
Advertising role is a two-way street • In the battle of rates, ratings, personalities and other short-range problems, let's not forget the long-range picture of advertising. The future is much too bright to become involved in "unpleasant" compromises, says William W. Neal, president, Liller, Neal, Battle & Lindsey, Atlanta. He tells how mutual understanding between agencies and broadcasters can make the job easier in this week's MONDAY MEMO. Page 29.

Hardly a scratch in tv's image • Special nationwide survey for Broadcasting by Sindlinger & Co. discovers the vast majority of people are aware of the quiz scandal, but most say it hasn't affected their enjoyment and opinion of tv. More than half want quiz shows back. Charles Van Doren is only a slightly tarnished hero. Page 41.

BBDO's back is up on rates • Agency moves against those broadcast stations in top 50 markets and national magazines deemed by BBDO to be "out of line" in rates they charge advertisers. Page 62.

Now it's tv commercials • McGannon discusses the whys and wherefores of NAB Code Board inquiry into authenticity of commercials. Page 52.

Bowles' cure-alls • Congressman suggests commission study radio-tv and other aspects of communications, that advertisers not be permitted to have any say in programming; Mickelson describes tv's power to inform the electorate. Page 70.

NBC Radio: we're in • Officials say their new plan, combining conventionally programmed service, is assured of affiliate support, will go into effect first of year as scheduled. Announcement follows five-city series of regional meetings. Page 74.


National instant-ratings • ARB announces "instantaneous" tv audience measurements on nationwide scale will be ready by September 1960. All three networks sign up, indicate they may drop Nielsen. Page 68. Meanwhile, Nielsen expands station coverage across country, introduces instantaneous New York service and plans ahead for national brand ratings and cross-media combinations. Page 68.

Short wave is big issue at Geneva • International Radio Conference goes into high gear with future of international short wave broadcasting and use of these frequencies for internal broadcasting by so-called "have not" nations becoming a major issue. Western Hemisphere radio-tv allocations appear to be stable, although possibility looms broadcast auxiliary services might be affected. Page 102.

**WILX TV**

QUEEN BEE IN MICHIGAN'S HONEY OF A MARKET

LANSING

BATTLE CREEK

JACKSON

Things are buzzing in Michigan's rich Golden Triangle area! And only WILX-TV delivers the important metro areas of LANSING, JACKSON and BATTLE CREEK in one sweep . . . city-grade signal studies at each point . . . dominant NBC service.

Mark these WILX-TV market facts:

- 11th largest population area (8805 Consumer Market Data)
- 12th largest in total retail sales (Sales Management)
- 28th largest in TV homes (Television Age 100 Top Markets)

Sell the big and busy Lansing market (now 69th nationally with 313,100 population) . . . plus Battle Creek, Jackson and the populous Central Michigan area . . . with WILX-TV's powerful coverage.

contact
VENARD, RINTOUL & MCCONNELL, INC.

WILX-TV
Channel 10

Associated with
WILS—Lansing
WPON—Pontiac
The biggest door ever opened to spot buying leads to Tvar's Videotape*
No open door policy ever did so much for advertisers and agencies. TvAR is the first and only TV-station rep firm to put Videotape to work for you ... making it possible for you to

- see the shows on TvAR-repped stations before you buy them, and compare!
- pre-view your TV commercials in actual program context ... pre-test your copy line with the same selling personalities who will be delivering it!
- find out how your product would look and sound on TV even if it has never been on TV before!

And that's not all! Clip the coupon below to find out 9 ways TvAR's Videotape "Monitor in Manhattan" can help build your sales. You are invited to make use of TvAR's facilities. Watch your product take shape on tape at TvAR, the rep firm that gives you more when you go to market!

Why not give us a call today?
Judson 2-3456, New York.

*Remember, spot TV can reach more people more quickly, at less cost and with more impact, than any other advertising medium.

TELEVISION ADVERTISING REPRESENTATIVES, INC.
Offices in New York, Detroit, Chicago, Los Angeles, San Francisco

Representing WBZ-TV Boston, WJZ-TV Baltimore, KDKA-TV Pittsburgh, KYW-TV Cleveland, KPIX San Francisco

I want to know what TvAR Videotape can do for me.

Name

Firm name

Address

City

State

Dept. 8

Television Advertising Representatives, Inc.
666 Fifth Avenue, New York 19, N.Y.
There’s an old saw in selling which says “When the customer says ‘yes’, close your briefcase, shake hands and leave.” It’s not so. In many cases it might even be poor sales policy. Frequently when the buyer says “yes” you have an ideal opportunity to make the order a better one for all parties concerned for he is often most receptive to further thoughts on an even more effective schedule for his client. So don’t quit when the customer says “yes” but rather—always carry a second sales idea in your briefcase. This may be the perfect time to suggest the extra benefits of an added package and extend the reach of the original schedule so that everyone is served to better advantage.

P.S. Another sales tip, for sales-producing advertising in the St. Louis market—use WIIL. Most advertisers do. See your EASTman for the story.

Robert E. Eastman & Co., Inc.
Chicago Office

George Dubinetz

WHEN THE CUSTOMER SAYS, “YES”

There’s an old saw in selling which says “When the customer says ‘yes’, close your briefcase, shake hands and leave.” It’s not so. In many cases it might even be poor sales policy. Frequently when the buyer says “yes” you have an ideal opportunity to make the order a better one for all parties concerned for he is often most receptive to further thoughts on an even more effective schedule for his client. So don’t quit when the customer says “yes” but rather—always carry a second sales idea in your briefcase. This may be the perfect time to suggest the extra benefits of an added package and extend the reach of the original schedule so that everyone is served to better advantage.

P.S. Another sales tip, for sales-producing advertising in the St. Louis market—use WIIL. Most advertisers do. See your EASTman for the story.
ZIV PRESENTS
A GREAT TV SERIES
PROVED
AGAINST NETWORK
COMPETITION!

ON ABC IN 1959...

100% OF THE TIME!

DRAGNET • I LOVE LUCY
LAWRENCE WELK • D.A.'s MAN
DAVID NIVEN • BOB CUMMINGS
TRACKDOWN • CALIFORNIANS
SHIRLEY TEMPLE • LUX-SCHLITZ
PLAYHOUSE and many others

86% OF THE TIME!

EDWARD R. MURROW'S
PERSON TO PERSON
DINAH SHORE CHEVY SHOW
PHIL SILVERS • DONNA REED
LEAVE IT TO BEAVER • CAVALCADE OF
SPORTS • BUCKSKIN and many others

—NIELSEN National, 1959

Rated among ABC's
top ten programs 20 times in 22 consecutive surveys!

—NIELSEN National, Oct. '57 thru Sept. '58
PAT CONWAY stars as Sheriff

SENSATIONAL MARKET-BY-MARKET RATINGS!

<table>
<thead>
<tr>
<th>City</th>
<th>Nielsen July '59</th>
<th>Nielsen August '59</th>
<th>ARB June '59</th>
<th>ARB August '59</th>
<th>ARB June '59</th>
</tr>
</thead>
<tbody>
<tr>
<td>Toledo</td>
<td>26.9</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Norfolk</td>
<td>29.2*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portland, Ore.</td>
<td>25.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Memphis</td>
<td>20.6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Charlotte, N.C.</td>
<td>29.8*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wichita Falls</td>
<td>30.2*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Detroit 28.6 Nielsen June '59
Clay Hollister in
ALL NEW

BSTONE RITORY

RICHARD EASTHAM
stars as Editor Harris Claibourne

<table>
<thead>
<tr>
<th>City</th>
<th>Audience Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>San Antonio</td>
<td>24.5*</td>
</tr>
<tr>
<td>Pulse June '59</td>
<td></td>
</tr>
<tr>
<td>Mobile</td>
<td>29.8*</td>
</tr>
<tr>
<td>ARB June '59</td>
<td></td>
</tr>
<tr>
<td>Cincinnati</td>
<td>26.7</td>
</tr>
<tr>
<td>ARB June '59</td>
<td></td>
</tr>
<tr>
<td>Saginaw - Bay City</td>
<td>23.2</td>
</tr>
<tr>
<td>Nielsen July '59</td>
<td></td>
</tr>
<tr>
<td>Rochester</td>
<td>22.9</td>
</tr>
<tr>
<td>Nielsen July '59</td>
<td></td>
</tr>
<tr>
<td>Dallas - Ft. Worth</td>
<td>26.1</td>
</tr>
<tr>
<td>Nielsen August '59</td>
<td></td>
</tr>
<tr>
<td>Kansas City</td>
<td>23.2</td>
</tr>
<tr>
<td>Nielsen July '59</td>
<td></td>
</tr>
<tr>
<td>Phoenix</td>
<td>23.0</td>
</tr>
<tr>
<td>Nielsen July '59</td>
<td></td>
</tr>
<tr>
<td>Seattle - Tacoma</td>
<td>21.4</td>
</tr>
<tr>
<td>ARB July '59</td>
<td></td>
</tr>
</tbody>
</table>

* 4-Week Average

ALL NEW SHOWS
NOW AVAILABLE
FOR LOCAL
AND REGIONAL
ADVERTISERS!
for moving merchandise in Western New York

**WBEN-TV** is the BIG WHEEL

Certainly we can talk quality programming and production, for as Western New York's first television station we have the experience and know-how since 1948. But advertisers like to talk coverage and sales. No station in the area dominates this rich, productive market with perfect pictures and perfect sound as does WBEN-TV. Into Western New York, northwestern Pennsylvania and the Canadian Niagara Peninsula we consistently bring your message before the most people, most of the time. This moves merchandise, rolls up sales gains, levels sales resistance. To WBEN-TV buyers it's the greatest invention since the wheel. It takes them farther faster along the road to sales dominance. Contact us and learn how your TV dollars count for more on Ch. 4.

*Represented nationally by HARRINGTON, RIGHTER and PARSONS

**WBEN-TV**

A SERVICE OF THE BUFFALO EVENING NEWS

CH. 4

CBS in Buffalo
Throughout the World
A famous name for QUALITY is
ROCHESTER'S
HICKEY-FREEMAN

Hundreds of fine, hand-stitches create the smart, stylish lines in each Hickey-Freeman lapel.

In the vital ROCHESTER, N.Y. area

The QUALITY
Radio Station is...

WHEC
AM-TV
BASIC CBS ROCHESTER

REPRESENTATIVES: EVERETT MCKINNEY, INC.
NEW YORK • CHICAGO • LOS ANGELES • SAN FRANCISCO

meet, Hotel Tulsa, Tulsa. FCC Comm. Robert E. Lee and Balaban stations' John Box slated to speak.

FEBRUARY 1960
Feb. 3-5—Institute of Radio Engineers' winter convention on military electronics, Ambassador Hotel, Los Angeles.
Feb. 6—Art Directors Club of Los Angeles. Presentation of awards for best advertising and editorial art of 1959 at Statler Hotel there. Prize-winners and other outstanding entries will be displayed for following month at California Museum of Science & Industry.
Feb. 8—Academy of Television Arts & Sciences at New York, forum on tv for children and teenagers, CBS Studio 52.
Feb. 15-19—National Sales Executives-International Cleveland Field Sales Management Institute, Sheraton-Cleveland Hotel there.
Feb. 24-25—Fifth annual state Presidents Conference under NAB auspices, Sheraton Hotel, Washington. Presidents of state broadcasters associations will attend; Voice of Democracy luncheon will be a feature.

MARCH 1960
March 4-6—Disc Jockey Assn. convention, Los Angeles. Business sessions at 20th Century-Fox studios, where d.j.'s will participate in filming "The Big Platter Parade."
March 7-11—National Sales Executives-International San Francisco Field Sales Management Institute, Hotel Mark Hopkins there.
March 13-14—Texas Assn. of Broadcasters spring meet, Rice Hotel, Houston.
March 15—Academy of Television Arts & Sciences at New York, forum on educational tv, NBC.

APRIL 1960
April 3-7—NAB Annual Convention, Conrad Hilton Hotel, Chicago.
April 6—Academy of Television Arts & Sciences forum on New York station operations, ABC.
April 15-17—National Sales Executives-International spring finance and executive committee meets, Hotel Leamington, Minneapolis.
April 21-22—National Retail Merchants Assn. board of directors meet, Hotel Statler, Dallas, Tex.
April 24—National Retail Merchants Assn. sales promotion division board of directors meet, Paradise Inn, Phoenix, Ariz.
April 24-27—National Retail Merchants Assn. sales promotion division mid-year convention, Paradise Inn, Phoenix, Ariz.
April 25—National Sales Executives-International New York Field Management Institute, Barbizon-Plaza Hotel there.
April 29—Ohio Assn. of Broadcasters, Pick-Ohio Hotel, Youngstown.

MAY 1960
May 15-18—National Sales Executives-International 25th annual international distribution congress and business aids show, Statler-Hilton Hotel, Buffalo.
May 17—Academy of Television Arts & Sciences, forum on "Easterns," film production in New York, Gold Medal Studios, 807 E. 27th St.
May 18-20—Electronic Industries Assn. annual convention, Pick Congress Hotel, Chicago.

NAB FALL CONFERENCES
Nov. 10-11—Texas Hotel, Fort Worth.
Nov. 12-13—Brown Palace Hotel, Denver.
Nov. 16-17—Ambassador Hotel, Los Angeles.
Nov. 19-20—Olympic Hotel, Seattle.

BROADCASTING, November 2, 1959
and Oregon Assn. of Broadcasters joint meet, Olympic Hotel, Seattle.

Nov. 18—East Central Region annual meeting, American Assn. of Advertising Agencies, Pensacola.


Nov. 18-20—Television Bureau of Advertising, annual meeting, Sheraton Hotel, Chicago.

Nov. 19—Tennessee AP Radio Assn. Fall meeting, Andrew Jackson Hotel, Nashville, in conjunction with Tennessee Assn. of Broadcasters.

Nov. 19-20—Institute of Radio Engineers Professional Group on Nuclear Science, Sixth Annual Meeting, with special emphasis on nuclear science and space exploration, electronics for plasma production and diagnostics, research instrumentation for high energy nuclear science, nuclear reactor instrumentation and control and automatic systems for nuclear data processing, Boston, Mass.

Nov. 19-20—Tennessee Broadcasters Assn., Andrew Jackson Hotel, Nashville.

Nov. 20—Comments due in FCC proposed rulemaking (Docking 6741) to duplicate 1-3-A clear channels in various sections of the U. S.

Nov. 22-24—American Bar Assn. national conference on judicial selection-administration, Chicago, in conjunction with American Judicature Society and Institute of Judicial Administration. News, government, political and bar group representatives are invited. Radio, tv and press will receive special invitation to attend a "landmark" meeting to discuss basic problems of the courts, "with emphasis on better methods of selecting judges."

Nov. 23-25—Women's Advertising Clubs' midwestern intensity conference, Oakton Manor, Pewaukee, Wis.

Nov. 25—Radio & Television Executives Society luncheon. Robert Saudek of Saudek Assc.; John P. Cunningham, board chairman, Cunningham & Walsh, and John F. White, president, National Education TV & Radio Center take part in symposium on educational tv. Grand Ballroom, Roosevelt Hotel, N.Y.

Nov. 29-Dec. 1—First annual communications forum for broadcasters, Pennsylvania State U. Speakers in "Broadcasting: The Challenge of Responsibility" forum include Robert D. Swezey, Sig Mickelson, president, CBS News; Edward Stanley, public affairs director, NBC; Ralph Renick, president, Radio-Television News Directors Assn. and news vice president, WTVJ (TV) Miami; Dr. Charles Seipmann, communications education professor, New York U.


Dec. 11—Comments due to the FCC on stereophonic multiplexing rules as part of FCC's inquiry into possible wide use for fm subsidiary communications authorization.

**JANUARY 1960**


Jan. 19—Ninth annual Sylvania awards, Hotel "New York," N. Y.

Jan. 24-29—NAB Board of Directors, El Mirador Nov. 1, Palm Springs, Calif.

Jan. 25-29—National Sales Executives-International St. Louis Field Sales Management Institute, The Chase-Park Plaza Hotel there.


Jan. 30—Oklahoma Broadcasters Assn. annual
With Pulse consistently showing WTOP Radio with more quarter-hour wins than all the other stations combined, there's only one way to be important on radio in the Greater Washington area: use WTOP... and be sure!

WTOP Radio
WASHINGTON, D.C.

Represented by CBS Radio Spot Sales

operated by THE WASHINGTON POST BROADCAST DIVISION:

WTOP Radio, Washington, D.C.  WTOP-TV, Channel 9, Washington, D.C.  WJXT, Channel 4, Jacksonville, Florida
I've got no beef with San Francisco, Smidley.

Sure, it takes a four-station network to do it . . . but there are more gas station sales in the Cascade market than in San Francisco. More food sales than in Toledo. Look at it another way, Smidley. The Cascade network is the only television reaching the entire market. A smart buy? It's a "must" buy in the Pacific Northwest.
C. E. Smith
WKOW-TV
Madison, Wisconsin

CHIEF ENGINEER'S REPORT ON RCA-6448

12,000
"TROUBLE-FREE"
HOURS
ON CHANNEL 27...
AND NO
LET-DOWN
IN SIGHT!

Read what Chief Engineer C. E. Smith of WKOW-TV in Madison, Wisconsin, has to say about the RCA-6448 beam power tube:

"One of our RCA-6448's has clocked 12,000 hours of service in our visual power amplifier. Another just passed the 10,500 hour mark in our aural power amplifier. Both tubes are still delivering top performance. Long tube life like this is a big item in keeping transmitter operating expenses down."

Many UHF-TV stations all over the country have discovered that proper care of their RCA-6448's often pays off in extended service far beyond normal tube life expectancy. Result: reduced transmitter maintenance and downtime, more hours of service per tube dollar.

Contact your RCA Electron Tube Distributor whenever you need tubes for broadcasting and telecasting operations. He also carries a complete line of high-quality RCA Sound Tape for your convenience.

RADIO CORPORATION OF AMERICA
Electron Tube Division
Harrison, N. J.

HOW TO GET MORE HOURS FROM AN RCA-6448

- Use only high-quality water to fill the water system initially and make provision for continuous regeneration of the system water. (A suitable method is given in the RCA-6448 technical bulletin.) Be liberal with water flow through tube ducts.
- Make certain that electronic protective devices are functioning properly.
- "Break-in" new tube in accordance with instructions in the RCA-6448 technical bulletin.
- Raise filament voltage gradually (prevents undue thermal stresses in the filament). Run both filament sections at same voltage—obtained from well-regulated supply.
- Operate filament at lowest voltage practical for adequate emission (not less than 1.25V per section). During standbys of up to 2 hours reduce filament voltage to 80% of normal value. For longer periods, turn off filament power.
- Avoid stresses at ceramic seals—especially when tightening or removing water fittings.
- Operate spare tubes periodically.
- Keep all tube surfaces CLEAN—to avoid leakage and voltage breakdown.
Here is the Chesapeake Bay Metro Area People/sq. mi. Population Square Miles

<table>
<thead>
<tr>
<th>Metro Area</th>
<th>People/sq. mi.</th>
<th>Population</th>
<th>Square Miles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tidewater</td>
<td>967</td>
<td>772,700</td>
<td>799</td>
</tr>
<tr>
<td>Birmingham</td>
<td>569</td>
<td>635,600</td>
<td>1,118</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>568</td>
<td>441,200</td>
<td>777</td>
</tr>
<tr>
<td>Atlanta</td>
<td>538</td>
<td>926,800</td>
<td>1,724</td>
</tr>
<tr>
<td>Tampa-St. Pete</td>
<td>504</td>
<td>657,800</td>
<td>1,304</td>
</tr>
<tr>
<td>Charlotte-Gastonia</td>
<td>451</td>
<td>405,900</td>
<td>900</td>
</tr>
<tr>
<td>Miami</td>
<td>425</td>
<td>873,300</td>
<td>2,054</td>
</tr>
</tbody>
</table>

Note: All figures above are from Sales Management.
GREATEST POPULATION CONCENTRATION IN THE ENTIRE SOUTHEAST

Over 3/4 Million People in Less Than Half the Area of Metropolitan Atlanta or Miami!

TIDEWATER, VA.

Here is a metropolitan area richer in retail sales than metro Richmond, Roanoke, and Lynchburg combined . . . yet so compact that you can sell more through fewer outlets, get better distribution of advertised merchandise, better coordinated wholesale and retail promotion . . . more positive sales results per man-hour of your merchandising effort, and per advertising dollar!

TIDEWTAR is a better way to spell it—and sell it. For WTAR-TV has led in every audience survey ever made here, has no duplication within the metro area, and virtually no competition from any station outside the market!

Call or wire WTAR-TV, Norfolk, Va., or your Petry man.

Surprised? No wonder. Since 1950 Tidewtar has been growing at 2 1/4 times the national rate! Also, its true size is obscured by the fact that the U. S. Government unrealistically lists Norfolk and Newport News as separate metro areas.

Sales Management and other statistical references follow suit, which gives rise to a lot of mistaken ideas about the "Norfolk market". Always add Norfolk & Newport News, all ways. They are much closer together than Tampa-St. Pete, for example, with more people, and nearly twice the population density!
PULSE and HOOPER AGREE . . . CUTIE IS NUMBER THREE IN SEATTLE!

"Cutie" color radio 910 in the-center-of-the-dial is the best radio buy in the Seattle area. Lowest cost per thousand! Complete merchandising plan! Grow with Colorful "Cutie" . . .

KQDE SEATTLE
ALpine 5-8245, ask for
Wally Nelskog, Pres., or contact FORJ0E & Co. for availabilities!

Miss Fran from KWTV OKLAHOMA CITY thrills youngsters throughout the KWTV Community

BUY the TOWER with SALESpower in Oklahoma!

See your PETRYman

American Tobacco Co.), "No campaign is complete without radio."
Margaret Jordan
Radio Traffic Co-ordinator
Peters, Griffin, Woodward Inc.
Chicago

EDITOR:
Please send us 100 reprints . . .
Raymond Cuddel
Vice President-General Manager
WHSC Hartville, N.C.

[EDITOR'S NOTE: Reprints are available, 5¢ each.]

Little Miss D.J.
EDITOR:
Recently I saw an article . . . that featured the youngest D.J. in the country as being 12-years old.

I have just come to work at WSGR Millen, Ga., and . . . what do you think I found here? Jack LoPresti, manager and co-owner of WSGR, has a 10-year old daughter, Sandy LoPresti, who operates the board, does a one-hour commercial program, interviews guests and is a real pro in the radio business.

G. Cain
WSGR Millen, Ga.

[EDITOR'S NOTE: We didn't claim 11-year old Shirley Bass, WSYL Sylvania, Ga., was youngest (page 26, June 15), but we did say her twice-weekly half-hour show was sold out for rest of year.]

Production's 'seminar approach'
EDITOR:
I should like to express our appreciation here at Robert Saudek Assoc. for your recent feature on our seminar method of television production (page 96, Oct. 12).

At the same time may I call your attention to an inadvertency in the (picture) caption data that identified our able vice president in charge of business affairs, George M. Benson, as "drama consultant."

This is not to suggest that business affairs in our industry are not fraught with drama . . . Drama consultant for Robert Saudek Assoc. is, of course, the distinguished theatre critic of the New York Herald Tribune, Walter Kerr.

Jack Perlis
Public Relations Counsel
Robert Saudek Assoc.
New York

Simplified rate card
EDITOR:
I have just read with much interest the Oct. 19 Monday Memo from L. D. Mullins, Burgermeister Brewing Co., San Francisco ("Where's the rate card all can understand?"). There are at least

BROADCASTING, November 2, 1959
IT COMMUNICATES!

A red cape may stimulate action in Madrid or Seville or Mexico City. But, if you have merchandise to move in Western Michigan, put your pesos on WOOD-TV. It really communicates! Want to hear more? Just shout "¡Ole! The Katz man will come charging in.

WOOD AM TV
WOODland Center,
Grand Rapids, Michigan
WOOD-TV—NBC for Western and Central Michigan: Grand Rapids, Battle Creek, Kalamazoo, Muskegon and Lansing. WOOD-Radio — NBC.
the SUSPENSE of a waterfront manhunt!
the THRILLS of high-gear auto-racing!
the CHILLS of midnight in a wax museum!
the HIGH ADVENTURE of a South Seas voyage!
the DRAMA of wartime heroism!
the IMPACT of a fighter’s left hook!

ALL IN THE ACTION THEATER PACKAGE

35 ACTION-ADVENTURE FEATURE FILMS NOW AVAILABLE FOR TELEVISION

Carefully programmed and realistically priced to meet your needs. Act today to tie up these features for your market!
The million dollar buyers* of broadcast advertising at the top 50 tv-radio agencies pick BROADCASTING... AS THE BEST MEDIUM FOR A STATION’S ADVERTISING TO REACH THEM

They named BROADCASTING

nearly 2-to-1 over Publication “B”

better than
10-to-1 over Publication “C”

by 39-to-1 over Publication “D”

and 59-to-1 over Publication “E”

whereas (alas) Publication “F” wasn’t mentioned even once!

HOW DO WE KNOW? These are the findings of a brand-new readership study by American Research Bureau, Inc., conducted among the most important executives responsible for broadcast advertising decisions at the 50 biggest TV-radio agencies in America. If you want to know the full facts about their TV-radio business publication preferences, send for a copy of "What Do the Million Dollar Buyers Think?"—just off the press.

* A "Million Dollar Buyer" is an agency executive responsible, directly or indirectly, for allocation of over $1,000,000 yearly in broadcast advertising. Of 150 respondents in the ARB study, 39 were.

BROADCASTING
THE BUSINESSWEEKLY OF TELEVISION AND RADIO
1735 DeSales Street, N.W., Washington 6, D. C.
two other people in this business who are lousy mathematicians: Richard O'Connell, WHYE's New York rep, and me. Both of us need two hands to count to six. So last month we devised a most simplified rate card for WHYE that even I can read:

WHYE Roanoke, Va.
Time Rate Card #1 for National, Regional and Local Advertisers
Effective: Nov. 1, 1959

WEEKLY PACKAGE PLAN
CLASS AA (6:30 a.m.-9:00 a.m. & 4:00 p.m.-6:30 p.m. Monday thru Friday)

<table>
<thead>
<tr>
<th>No. of spots</th>
<th>Each</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>$8.00</td>
<td>$40.00</td>
</tr>
<tr>
<td>10</td>
<td>7.50</td>
<td>$75.00</td>
</tr>
<tr>
<td>15</td>
<td>6.50</td>
<td>$97.50</td>
</tr>
<tr>
<td>20</td>
<td>6.00</td>
<td>$120.00</td>
</tr>
<tr>
<td>50</td>
<td>3.00</td>
<td>$150.00</td>
</tr>
<tr>
<td>100</td>
<td>2.00</td>
<td>$200.00</td>
</tr>
</tbody>
</table>

CLASS A (All other times)

<table>
<thead>
<tr>
<th>No. of spots</th>
<th>Each</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>$6.00</td>
<td>$30.00</td>
</tr>
<tr>
<td>10</td>
<td>5.50</td>
<td>$55.00</td>
</tr>
<tr>
<td>15</td>
<td>4.50</td>
<td>$67.50</td>
</tr>
<tr>
<td>20</td>
<td>4.00</td>
<td>$80.00</td>
</tr>
<tr>
<td>30</td>
<td>3.00</td>
<td>$90.00</td>
</tr>
<tr>
<td>50</td>
<td>2.00</td>
<td>$100.00</td>
</tr>
</tbody>
</table>

5 or 10 second spots: 75 percent of applicable one-minute rate.
8 or 10 second spots: 50 percent of applicable one-minute rate.

DISCOUNTS

5 percent of total for 26 week contracts given in extra service.
10 percent of total for 52 week contracts given in extra service.
Class AA and Class A announcements may be combined to earn maximum discount.

PROGRAMS: Five Minute News and Features.

CLASS AA

<table>
<thead>
<tr>
<th>No. per week</th>
<th>Minimum 13 week contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>$10.00</td>
</tr>
<tr>
<td>10</td>
<td>$1,040</td>
</tr>
<tr>
<td>15</td>
<td>$1,170</td>
</tr>
</tbody>
</table>

CLASS A

<table>
<thead>
<tr>
<th>No. per week</th>
<th>Minimum 13 week contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>$7.00</td>
</tr>
<tr>
<td>10</td>
<td>$455</td>
</tr>
<tr>
<td>15</td>
<td>$870</td>
</tr>
<tr>
<td>20</td>
<td>$975</td>
</tr>
</tbody>
</table>

Three Minute News, Sports, Stocks, Stork Report, Town Crier. 75 percent of applicable five-minute rate.

DISCOUNTS

5 percent of total for 26 week contracts given in extra service.
10 percent of total for 52 week contracts given in extra service.
Class AA and Class A programs may be combined to earn maximum discount.

Jon A. Holiday
General Manager
WHYE Roanoke, Va.

---

WCHS-TV 6

Summary:

NBC's totality is continuing to assure Channel 6 advertisers of a bigger, more receptive audience.

But WCHS-TV has never been content to rest on its network laurels. For SIX straight years, we have provided the type of local programming that gives our viewers that "this is our station" feeling.

Ask your Weed TV man about the many WCHS-TV staffers who work so capably "on the air" to provide this special "flavor" for Channel 6.

Remember, a matching spot schedule on Channel 2 in Bangor saves an extra 5%.

---

A MAINE BROADCASTING SYSTEM STATION

WCHS-TV Portland (6)
WLBZ-TV Bangor (2)
WCHS Radio—Portland
WLZB Radio—Bangor
WRDO Radio—Augusta

(OPEN MIKE) 27
When only your competitors are sleeping...

there’s a world of coverage on HOBBS’ HOUSE/WCCO RADIO!

At astoundingly low rates, here’s the biggest buy in radio. Hobbs’ House—on the air all night from 10:30 pm to 5:00 am—delivers: 1) top acceptance in the 4-state Northwest where WCCO Radio has more listeners than all other Minneapolis-St. Paul stations combined... 2) blanket coverage of the continent powered by WCCO Radio’s 50,000-watt clear channel signal... 3) convincing salesmanship from Franklin Hobbs. A world of mileage for your best sales story.

WCCO RADIO
MINNEAPOLIS • ST. PAUL

The Northwest’s Only 50,000-Watt 1-A Clear Channel Station
Represented by CBS Radio Spot Sales

BROADCASTING, November 2, 1959
Advertising role is a two-way street

The following is a condensation of Mr. Neal's talk to NAB's fall meet in Atlanta Oct. 30.

First, I want to talk about the importance of advertising itself. I'm talking about all advertising, so for a few minutes let's forget the competitive aspects of the business.

Advertising is bigger than all of us—thank heavens—or the broadcasting share couldn't be nearly as great as it is. Some of you who keep your noses too close to the microphone may not realize that over $10 billion was spent in all advertising last year. About $2 billion was spent in radio and television—almost exactly 20% of the grand total.

Ten billion dollars is a lot of money, but America is a big country. Last year our gross national product amounted to $441 billion. For about 2.3% of that total spent in advertising we moved the mountains of merchandise that America's factories and America's high-priced workers produced.

For the first time since the depression years of 1930 total advertising failed to show an increase over the preceding year, but the drop in total was not significant, amounting only to about 1%. Broadcast advertising, on the other hand, increased its share of the total, and its grand total, by over $50 million.

The Major Role • I mention these figures for one reason only. I hope they will help us to forget our own little problems, for the time being at least, and remind us of the part we play in a great American business.

Henry Schachte, of Lever Bros., has a good description of advertising's problem. He says, "Advertising is expected to move millions of people and mountains of merchandise." Our machinery for production of merchandise has become so gigantic that advertising is being asked to create all the demand that can be generated. There's no question about our ability to produce; the only question is how much can we sell. And how well we advertise is largely the answer to the question of how well we can sell.

Even the most conservative economists forecast a great growth for the American economy in the years ahead—barring some unpredictable holocaust. If our economy is to grow, if our production is to grow, our advertising must grow, too, to help build the great market for the products our factories must build.

America's free enterprise system is built around advertising and the principles for which advertising stands. Let America's factories build what they can and what they will—let them offer their wares through advertising—and let the American people take their choice. There is little place for advertising in a controlled economy. The only controlled economy we have ever known was one brought on by a severe national emergency.

Advertising does more than develop direct sales. It encourages a better way of life. It tells people of new products, and new uses for old products. It adds to America's standard of living.

And broadcasting does all the jobs we have mentioned for advertising and more. In the battle of rates and ratings and personalities and other short-range problems, let's don't forget the long-range picture. The long-range picture is bright. Advertising is certain to grow—as certain to grow as the American economy. Advertising has a great job to do and advertising is too big a business to become involved in unpleasant and distasteful compromises.

Mutual Understanding • The second point I want to suggest is that the broadcasting industry and the advertising agencies of America strive for a better understanding of each other. I fully recognize that understanding is a two-way street and that agencies must play their part if worthwhile progress is to be made.

In our agency, and I know scores, literally hundreds, of others with the same attitude, we study the criticism of agencies made by media and do our best to see that these things don't happen in our offices. Our media people are instructed to give every media man a fair hearing. Our account men see media people regularly and gladly.

An agency is not a parasite living on the 15% commission which some of you still grant us. An agency doesn't stand between you and the order. We don't make a dime when we don't spend a client's money.

An agency does spend hours, days and often months preparing the material that goes into the time you sell us. Even before an agency gets to the point of writing a word, weeks and months are spent studying the client's products, his markets and his problems.

There should really be no great problem in developing a better media-agency relationship. You must develop an audience for your station if you are to sell time. We must develop an audience for our client if we are to sell merchandise or services or ideas.

Needed: Stable Rates • And now my third point: the need for more stable rate structures. This is a discussion that has no meaning for many of you, but the abuses are sufficiently widespread that I think they need to be brought into the open. In entirely too many cases, published rates have absolutely no significance. They have been replaced by the telephone call or the personal visit or the confidential letter.

Please don't consider that I am suggesting lower rates or higher rates. That has no place in this discussion. I am merely pointing out the great advantages of a stable rate structure to an agency and to the whole advertising industry.
WWTV Alone Sells the Market: CADILLAC AREA SALES ARE GREATER THAN NEW HAMPSHIRE'S!

Retailers in the Cadillac-Northern Lower Michigan market sell more goods than are sold in all of New Hampshire!*

And no other salesman even begins to cover this market for you as well as WWTV, Cadillac! WWTV has NCS No. 3 daily circulation, both daytime and nighttime, in 36 Northern Lower Michigan counties. The Cadillac- Traverse City metropolitan area ARB survey (May, 1959) gives WWTV the No. 1 spot in 202 of 250 competitive quarter hours surveyed, Sunday-Saturday.

Add WWTV to your WKZO-TV (Kalamazoo-Grand Rapids) schedule and get all the rest of out-state Michigan worth having. If you want it all, give us a call!

*New Hampshire's retail sales (1/1/58-1/1/59) were $869.8 million. Sales for the same period in 36 Northern Lower Michigan counties were $809.7 million.
National spot has become a full-fledged BASIC medium, each year enveloping more and more of advertisers' total marketing strategies.

And for the best of reasons: the spot medium best enables you to concentrate advertising in markets where opportunities are greatest for your product category, and at the same time, bolster brand weaknesses in specific cities.

H-R too, has acquired a new mantle — the TOTAL SERVICE policy, which assures represented stations that a variety of research, promotion and programming services are at work building future sales — both national and local.

HR Television, Inc.
Representatives
"We always send a man to do a man's job"

New York
Chicago
San Francisco
Hollywood
Dallas
Detroit
Atlanta
Houston
New Orleans
Des Moines

mantle of spot
FOR 1960

STERLING

Brings You...

*Bowling Stars*

America's Most Exciting
BOWLING SHOW
52 Half-Hours

Features National and "WORLD" Champions
Over $130,000 in prize money
Two on-the-air 300 games

STERLING TELEVISION CO., INC.
2 Great New Shows

CAPT'N SAILOR BIRD CARTOONS

150 Great fully animated, full color cartoons.

INTRODUCED by Capt'n Sailor Bird himself

A treasure chest of the newest and finest television cartoons.

6 East 39th St. New York MU 3-6300
SELL the family board of directors... 

with your local Meredith Station!

These days, more and more family purchases are voted on by the entire "board of directors" — mother, father, sister and brother. To reach this select group, make sure your schedule is included with other discriminating advertisers on the Meredith Station... appealing to the entire family, motivating the entire family. Meredith Stations are well-established in the community they serve... have earned the respect and confidence of the audience and the advertiser.

Contact the Meredith Station manager or the rep... get the facts on audience loyalty, coverage area and low cost circulation.

_Meredith Stations Are "One Of The Family"_

| KANSAS CITY | KCMO | KCMO-TV | The Katz Agency |
| SYRACUSE | WHEN | WHEN-TV | The Katz Agency |
| PHOENIX | KPHO | KPHO-TV | The Katz Agency |
| OMAHA | WOW | WOW-TV | John Blair & Co. — Blair-TV |
| TULSA | KRMG | | John Blair & Co. |

Meredith Stations Are Affiliated With BETTER HOMES and GARDENS and SUCCESSFUL FARMING Magazines
AGENCY PROFIT SLUMP OVER?
Not now, but maybe soon, Gamble says

Continued downhill slide of advertising agencies' average profit margin is emphasized by Frederic R. Gamble, president, American Assn. of Advertising Agencies, in article published Oct. 30 in *Harvard Business Review*. Despite upward trend in national advertising volume, average agency profit in 1958 was 3.23% of gross income compared to 4.11% in 1957—and to 9.03% in 1944 when slide started, he said. But he thought downward movement might be reversed this year and in future, especially if next few years show at least "moderate" gains in national economy.

Television in particular and other new media in general have contributed to agencies' rising costs by bringing "train of new agency problems and specialties," Mr. Gamble said. Growing emphasis on research, marketing and merchandising counsel and other "collateral services" was listed as another major factor.

Mr. Gamble debunked idea that tv is "gravy train" for agencies. He quoted one executive as saying "that if he could convert his television billings to other media, annual earnings for the agency would skyrocket." Another, he said, estimated that tv advertising requires five man-hours of work for each man-hour put into similar budget in other media. Actually, Mr. Gamble continued, "high cost of handling television has followed experiences that agencies have had with other media when they were new."

High-Priced People • Mr. Gamble quoted President Robert E. Lusk of Benton & Bowles as saying... we employ 15 motion picture producer-directors full time. Last year we produced more film footage for television commercials than MGM did in feature movies. In the department that is responsible for the programming (not the commercials) of television programs, we employ 92 people.

Agencies' average profit of 3.23% of gross income in 1958 compared with 6.07% for business service companies generally, Mr. Gamble said. Gross income is commissions plus fees. In terms of billing, agency profits "have averaged little over half of one percent" in recent years. Profit figures are after taxes.

Many agencies, article said, are dependent on substantial annual increases in volume just to maintain reasonable profits, and agency business as whole "can apparently prosper only if the economy continues its dynamic growth." While agencies influence but cannot control economy, Mr. Gamble continued, they are taking affirmative action in areas where they can—notably in working out with clients adequate compensation arrangements for collateral services, and in improving management efficiency. Where AAAA agencies in 1949 employed 18,000 persons and had average of $63,700 in gross business per employee, in 1958 there were 39,000 employees with each representing $82,400 in gross business.

Mr. Gamble had word or so about agency expense accounts. They're "undeniably sizeable," he agreed, but "not exorbitant. They are about on a par with the cost of stationery and similar office supplies, and only an insignificant fraction above the cost of telephone service." He said "payrolls, pension plans and profit-sharing plans regularly account for 70% of all agency costs" and that rent is among most consistently rising expenses.

NAB REGIONAL IN ATLANTA:
Editorials, tv quiz highlight meeting

Some 190 delegates at Atlanta section of NAB's fall regional series heard speakers Oct. 29-30 describe threats to programming freedom set off by House Legislative Oversight Subcommittee's "muck-raking probe" into tv quiz contest scandals.

Besides congressionally-imposed main theme of fall meeting, there also heard presentations on such subjects as agency-station relationships and rate structure, editorializing and programming.

Following Atlanta meeting, NAB's executives and broadcast specialists take 10-day breather before re-opening show Nov. 10-11 at Texas Hotel, Ft. Worth.

Sessions at Atlanta's Dinkler-Plaza Hotel included talks by NAB President Harold E. Fellows, Tv Information Committee Chairman Clair R. McColough, Tv Information Office Director Louis Hauman and others. Mr. Fellows also addressed Atlanta Lions Club on threats to broadcast censorship.

William W. Neal, president of Liller, Neal, Battle & Lindsey, Atlanta agency, urged broadcasters at Oct. 30 morning general session to seek better understanding with agencies and to try to keep rates stable (see MONDAY MEMO, page 29).

Talks on editorializing by three station managers who have been using editorials were featured in radio session afternoon of Oct. 29.

A. Louis Read, WDSU-AM-TV New Orleans, said his company's decision to editorialize on radio-tv controversies was one of most important moves management ever made. Resulting experiences have been "most rewarding" of his 20-odd years in broadcasting, he said. (WDSU-TV won Radio-Tv News Directors Assn.'s top award in tv editorializing this year.)

WDSU, which began editorializing 13 months ago, decided to do so when afternoon item was sold to give rival Times-Picayune newspaper monopoly, but Mr. Read thinks stations would be editorializing by now anyway.

Chief pitfall for station editorializing, he said, is inadequate editorial research facilities.

Combine Suggested • Frank Best, WDIX Orangeburg, S.C., proposed that 10 or 12 southern broadcasters with common viewpoints "combine our resources" to hire someone to prepare editorials for airing on all stations.

He said there is a clear-cut mandate for broadcasters—who still are mostly rugged individuals—to use editorializ-
ing to take over guidance of public opinion vacated by newspapers because of their mergers, increased operating costs and invasion of "alien" capital money from East.

Lack of solidified public opinion in South is one reason firms such as Southern Bell Telephone Co., whose "biggest customer" is industry, puts its ad budget in newspapers instead of broadcasting, he said.

He called his plan—which would help solve manpower, time and money problems for broadcasters so he could concentrate on purely editorial issues—"golden opportunity" and said it would also make money for station.

WDUN Operation • John W. Jacobs Jr., manager of WDUN Gainesville, Ga., and publisher of seven-month-old weekly Tribune there, said his station has editorialized one year in long-range plan to build community acceptance in radio as opinion-influencer.

Though WDUN is ready to furnish it, no one has ever asked for time to air opposing viewpoint, he said.

"We must govern ourselves or be governed," Gaines Kelley, WFMX-TV Greensboro, N.C., and member of NAB TV Code Review Board, told Oct. 30 morning TV session. Although individual tv stations were not to blame for "rigged" network shows, "the dirt rubs off," he said.

Urging self-regulation and restraint, Mr. Kelley said: "There's no agate type in tv. The only thing available is the full page, the front page." Public, he said, will forgive mediocrity, put up with imperfections and overlook immaturity, but will not tolerate dishonesty or bad manners.

He noted tv monitoring has been increased by tv Code Board from 20,000 to 100,000 hours annually and urged stricter adherence to tv code.

Programs That Sell • Ben B. Sanders, KICD Spencer, Iowa, in Friday morning radio session talked on "Programming for Sales," said with right policy programming can be successful. He cited nine program types: (1) music and news (economy type); (2) old-fashioned program segments (used by KICD); (3) high-brow (classical music, "broad A" announcer); (4) rock-and-roll ("enough said"); (5) hard sell (high pressure spots usually tied-in with rock-and-roll); (6) dramatizer (screaming sound effects, screaming announcer); (7) record sellers (top five all day); (8) gimmick (phony gimpicks, hidden money hoopla, contests), and (9) possessor (announces WZZZ time, WZZZ temperature, WZZZ area, WZZZ hit parade, etc.).

These handicaps must be overcome before radio is put back on "must list" of any advertising campaign, he said. KICD grossed $234,227 in 1958 and expects same this year with about 94% of sales local, he said.

Catv, booster plan set for Pastore group

Far-ranging proposal to wrap up community television, boosters and translator fringe area television problems into one package was scheduled to be submitted to Sen. John O. Pastore (D-R.I.) at Denver hearing Friday during "circuit-riding" hearings on boosters and catv problems.

Proposition was to be made by Bill Daniels, past president of National Community Television Assn. and catv operator, in behalf of entire catv industry.

It envisages establishment of ad hoc committee under FCC auspices with members representing catv, boosters and translators. Committee would be expected to come up with recommendations to FCC to resolve fringe area television reception problems.

Proposal by community television spokesmen was only new viewpoint expressed in hectic, fast-paced four days of Senatorial hearings sitting successively beginning last Tuesday in Helena, Mont., Idaho Falls, Idaho; Salt Lake City, Utah, and Denver, Colo.

Circuit Riders • Hearings were presided over by Sen. Pastore, assisted by Nicholas Zapple, staff communications expert. In Helena, Margaret C. De-

Agency on tv

In off-beat advertising gambit for advertising agency, E.A. Korchnoy Ltd., New York, has signed to sponsor 11:11:30 p.m. segment of Open End on WNTA-TV Newark, N.J. (Sun., 10 a.m.-12 midnight) for three weeks starting Nov. 8. Taped and live commercials will feature testimonials to E.A. Korchnoy by presidents of firms the agency represents. Korchnoy's clients are largely in light and heavy industry and textiles. Sales "pitch" is to reach agency and advertiser officials who are likely viewers of "egghead" fare offered on Open End.


From Salt Lake City, Sen. Pastore summed up his observations thus far in hearings:

"This has served dramatically to emphasize the need to preserve booster operations in this area of the country. Many of these small villages are down in a saucer and cannot receive regular television signals. This is their only chance to get a picture."

Sen. Pastore further commented that he thought broadcasters were generally satisfied with boosters, but were unhappy that Senate did not pass legislation which would require catv operators to get permission to use signals they pick up and distribute to their subscribers.

Last July Sen. Pastore presided over Senate Commerce subcommittee hearings which recommended legislation to empower FCC to license boosters. This bill passed Senate. No House action has been taken.

FCC last week was studying order taking control of boosters, thus far unlicensed and ostensibly illegal (see page 88).

Sen. Pastore also announced that Sen. Gale W. McGee (D-Wyo.), member of Senate communications committee, would hold hearing in Casper, Wyo., on Dec. 12.

Rhode Island Senator told booster advocates that he did not think "they [FCC] are going to take tv service away from you."

Among broadcasters testifying: • Lewis W. Moore, KXGN-TV Glendale, Mont.: Opposed boosters, catv and translators; • C.N. Layne, KID-TV Idaho Falls, Idaho: Favoried booster operations; urged that they be required to secure permission from stations they receive.

- Gordon Glaseman, KLIX-TV Twin Falls, Idaho: Stated he can live with all secondary services, boosters, catv, translators.
- Gene Shumate, KRXX Rexburg, Idaho: Urged passage of legislation to permit FCC to regulate catv operations. Also urged booster regulation.
- Tom Bostic, KLEW-TV Lewiston, Idaho: Lashed FCC for permitting translators to operate in Lewiston in competition with his station.
N.Y. quiz grand jury may be reactivated

There is possibility that special grand jury in New York investigating tv quiz shows could be reactivated. This was intimated Oct. 29 by New York District Attorney Frank Hogan, who conducted initial probe before grand jury since discharged but whose presentment led to congressional inquiry. Mr. Hogan said it "has not yet been determined" whether or not his office would ask additional testimony be submitted from principals involved in quiz scandal.

Published reports that Mr. Hogan may consider perjury charges were not confirmed by his associates who said they could not interpret what Mr. Hogan may have in mind. Charles Van Doren and Hank Bloomgarden, big-money winners on Twenty One, both volunteered new testimony to district attorney's office Oct. 23. Perjury action could come if there was conflicting testimony under oath.

Attorney told Broadcasting that recall of grand jury would not be possible until after congressional hearings which resume today (Monday) are ended (see story page 41). New York papers—Times and Herald Tribune—claimed "reliable source" told them that Messrs. Van Doren and Bloomgarden had "practically the full script" of questions and answers before they went on air. Mr. Hogan neither confirmed nor denied this report.

Equal time demands not seen excessive

Broadcasters need not fear deluge of demands for equal time because candidate has raised some controversial issue. This is opinion of NAB Chief Attorney Douglas Anello, who took direct issue with views of FCC Chairman John C. Doerfer on this point.

Mr. Anello, speaking to Minnesota Broadcasters Assn. in Minneapolis Friday, emphasized that Sec. 315 still referred to candidates only.

"Section 315 never was, and is not now, directed at insuring equality of treatment of political parties on general questions of public interest," Mr. Anello stated.

Mr. Anello stressed that FCC's doctrine of fairness on controversial issues is still existing policy and that broadcasters must meet this policy. But, he added, this does not relate to Sec. 315 broadcasts by candidates.

He called on broadcasters to do their utmost to apply equal time provisions fairly. "Any attempts to be devious can become a cause celebre," he said. He warned that congressmen expressed concern that by exempting newscasts broadcasters might attempt to manipulate newscasts to favor particular candidates.

Whether revised Sec. 315 did in fact change anything will depend on Commission decisions, he pointed out. This will come about, he said, because publicity which arose on Lar Daly ruling and remedial legislation might cause every disgruntled candidate to appeal to FCC.

Speaking to Radio-TV News Directors Assn. in New Orleans last month, Mr. Doerfer expressed fear that new and additional burdens will be placed on broadcaster because privilege of equality of treatment has become widened so that anyone who has opposing views can get into a political hassle over the air (Broadcasting, Oct. 19).

Metropolitan Corp.'s profit soars 446%

Metropolitan Broadcasting Corp.'s net earnings after taxes for first 39 weeks in 1959 leaped 446% to $1,197,097. John H. Kluge, Metropolitan chairman and president, announced Friday.

Gross income for this period was up 21%, to $11,765,168, he reported.

And, Mr. Kluge also announced final payoff of long-term bank loans, totaling $700,000 at beginning of third 1959 quarter. This completed payment of $3.5 million bank loan.

In same 39-week period in 1958, net earnings were $219,394 and gross income was $9,762,415.

Gross revenues for third quarter 1959 totaled $3,690,272 compared with $2,987,978 same period in 1958.

No federal taxes were paid in 1958 or in first six months of 1959, Mr. Kluge stated, due to tax loss carry forward.

Metropolitan bought WIP-AM-FM Philadelphia two weeks ago for $4.5 million (155,000 shares of Metropolitan stock and assumption of $2 million in obligations). It also bought ch. 19 WTWH-TV (for $600,000. Metropolitan owns WNEW-AM-FM-TV New York, WHK-AM-FM Cleveland and WTG (TV) Washington, D.C.

Mr. Kluge and his associates took over control of Metropolitan in January of this year by buying Paramount Pictures' 21.75% interest for $4 million.

Purdue files etv 'stratovision' bid

Application filed with FCC Friday (Oct. 30) by Purdue U., Lafayette, Ind., seeking authority to construct and operate experimental "stratovision" educational uhf tv stations during school year 1960-61 (At Deadline, Oct. 19).

School plans to use two DC-7's, each equipped with four 12 kw transmitters, to beam signals into schools and colleges over radius of 200 miles. Two separate programs would be beamed simultaneously on regular 6 mc-width uhf chs. 72 and 78. At same time, experiments would be conducted utilizing band width of 3 mc on chs. 75 and 76, for total of four transmissions.

Project, estimated to cost $3.19 million to construct, is to be supported through grants from Ford Foundation and other organizations to sponsoring Purdue Research Foundation. First year operating costs were estimated at $3.8 million with needed monies already assured, application said.

Only one airplane would be in air at time, with second on standby basis. Programs would be transmitted from Purdue campus 86 miles to DC-7 circling over Montreal, Ind., at 23,000 ft. They then would be sent back to ground and into uhf receivers in classrooms in Indiana, Illinois, Kentucky, Michigan, Ohio and Wisconsin. Courses would be offered six hours daily, four days a week for nine months ending June 1961.

Voluntary * Participation by schools and universities would be on voluntary basis, with courses offered to be selected by Midwest Council on Airborne TV. Purdue would maintain stations and have complete control, with programs taped or filmed in advance.

Experimental 3 mc transmissions will duplicate programming of regular channels with classrooms in 10 selected schools equipped with special receivers.

Tv space power

General Electric Co. is testing new device which may be used to generate power for televising pictures from space satellite back to earth, and to supply other power needs for satellite. According to GE officials, device generates electricity by passing hot gasses through cold magnetic field. Company spokesman said Oct. 29 that new system is one of several under study by scientists at GE's Aero-sciences Labs. in Philadelphia.
KATZ sale is filed; others are approved

Station sale announced Oct. 29, subject to FCC approval:
- KATZ St. Louis, Mo.: Sold by Rollins Broadcasting Co. to Laclede Radio Inc. for over $600,000. Laclede Radio is controlled by Ralph N. Weil, former general manager-minority owner of WOV New York. Mr. Weil announced this was first step in acquisition of group of stations. Negro-programmed KATZ, 5 kw on 1600 kc, will continue to be represented by Continental Broadcasting, subsidiary of Rollins Broadcasting Co., and by Specialty Markets. Rollins bought St. Louis station two years ago from St. Louis Broadcasting Co. for $110,000. It was then 1 kw outlet.
- Following station transfers were approved by FCC Oct. 29:
  - KMSP-TV Minneapolis, Minn.: Sold by National Telefilm Assoc. to 20th Century-Fox Television Inc. for $3.5 million. National Telefilm is subsidiary of National Theatres Inc. which owns WNTA-AM-FM-TV Newark, N.J., and WDxAF-AM-TV Kansas City. This is 20th Century-Fox's first tv station ownership.
  - KROD-AM-TV El Paso, Tex.: Sold by El Paso Times to Southwest States Inc. for $3.45 million. Southwest States, licensee of KVII (TV) Amarillo, Tex., is owned by Jack Vaughn and Cecil L. Trigg who also control KOSA (TV) Odessa, Tex. Comr. Bartley dissented on ground hearing should be held to determine question of overlap.
  - WBIR-AM-FM-TV Knoxville, Tenn.: 70% interest sold by Gilmore Nunn, Robert L. Ashe and wife and John P. Hart to Taft Broadcasting Co., now 30% owner, for $2.1 million. Taft Broadcasting owns radio and tv stations in Cincinnati, Columbus, both Ohio; Birmingham, Ala., and tv in Lexington, Ky.

KOVV (TV) sale off

Negotiations for sale of ch. 13 KOVV (TV) Stockton, Calif., by Gannett Newspapers to 20th Century-Fox (Closed Circuit, Oct. 5) have been terminated, it was learned. Negotiators could not come to terms. New party interested in property: Metropolitan Broadcasting Co., which only two weeks ago bought WIP Philadelphia and uhf outlet WTVH (TV) Peoria, Ill. (Broadcasting, Oct. 26).

Business briefly

Soup splash • Thomas J. Lipton, N.Y., for its hot soups, kicks off new spot tv campaign this month in undetermined number of markets. Young & Rubicam, N.Y., is agency.

Curtis names two • Helene Curtis Industries, Chicago, (Suave hair dressing and conditioner, Suave for men and Shampoo Plus Egg) has named Campbell-Mithun, Chicago. Firm also named Altman-Stoller Adv. Inc., N.Y., for all of its Lenthéric products. Billings for Lenthéric are estimated at $500,000; Campbell-Mithun's larger share amounts to $2 million.

General Mills shuffle • General Mills Inc., Minneapolis, has reassigned company's products among following agencies: Betty Crocker Pancake Mix, now at Dancer-Fitzgerald-Sample, N.Y., and Betty Crocker Muffin Mixes, now at Tatham-Laird, Chicago, to BBDO, N.Y., and Red Band Flour and other regional flour brands, now at Knox-Reeves, Minneapolis, to Dancer-Fitzgerald-Sample, N.Y.

Return trip • Oldsmobile Div. of General Motors Corp., Detroit, will sponsor for second year finals of 19th annual Bing Crosby Golf Tournament on ABC-TV Jan. 24, 1960 (Sun; 5:30-7 p.m. EST). Agency: D. P. Brother & Co., Detroit.

WEEK'S HEADLINERS

Robert Lemon, general executive with WNBPQ (TV) Chicago, promoted to station manager; William B. Decker, director of sales for NBC-owned companion, WMAQ, that city, named manager of that station. They will report to Lloyd E. Yoder, NBC vp and general manager of both operations. George W. Dieffenderfer, formerly with NBC Radio Network Sales, appointed national and local sales manager of WNBPQ.

Gordon Webber, vp-copy group head, appointed to new post of director of broadcast commercial production at Benton & Bowles, N.Y. Ray Lind continues as agency's vp and manager of broadcast production. Mr. Webber will have over-all responsibility for production, while Mr. Lind will continue on production administration as well as special assignment. Mr. Webber came to B&B in 1948 as tv copy supervisor and was elected vp in 1956. He had joined NBC in 1938 and served in press department, as script writer and editor, later as director of script department and finally writer and editor of NBC-TV's newsreel. He has written novels, short stories and tv dramas. For five years (1951-1956) Mr. Webber wrote both commercials and scripts of tv's I Remember Mama series.
HELPING to guard west-coast leadership

In the fields of food, or fashion, or health and beauty—many west coast firms have won national leadership.

To retain and solidify their leadership they invest heavily—and wisely—in spot television. And in 25 major markets, the stations giving consistent returns on that investment are represented by Blair-TV.

At a phone-ring’s notice, how do agencies in the Los Angeles area get down-to-the-minute data on each of these stations—data so vital to advertising decisions? Through our Los Angeles office, one of ten offices, coast-to-coast, that make spot television easier to buy.

Blair-TV operates on this basic principle: that alert, informed representation is a service vital not only to stations but also to all Advertising and to the businesses dependent on it for volume and profit. From the first our list has been made up of stations and markets we felt in position to serve most effectively. Today these stations cover 56 percent of America’s population—virtually 60 percent of its buying power.

In its area each of these stations stands as a power-house of selling force. To help advertisers and their agencies make most profitable use of that force, is the constant objective of our entire organization.

A NATIONWIDE ORGANIZATION

At the Service of Advertising

WABC-TV — New York
WBKB — Chicago
WBFG-TV — Altoona
WFNB-TV — Binghamton
WHDH-TV — Boston

WCBQ — Cincinnati
WCBS — New York
WCAU — Atlantic City

WBNS-TV — Columbus
WFLA — Tampa
WFLD — Chicago

KFJZ-TV — Dallas-Ft. Worth
WXII-TV — Cleveland

KFWB — Los Angeles
KDFW — Dallas

KOFI — Los Angeles
WBBM — Chicago

KWTV — Memphis
WDSU — New Orleans

WENB — Hartford
WFBG-TV — Pittsburgh

WNBX — New York
WFTV — Orlando

WOR-TV — New York
WICC — Danbury

WQAD — Davenport
WIPX — Philadelphia

WORX — Philadelphia
WITN — Greenville

WORL — Louisville
WITF — Harrisburg

WOW — New York
WITF — Harrisburg

BROADCASTING, November 2, 1959

39
WSJS TELEVISION

has

GRADE A COVERAGE

FOR MORE CONSUMER INCOME

than any other North Carolina Station

THIS FACT FACES YOU!

PROOF:
Within its Grade A telecasting area, WSJS-Television reaches a consumer population of 1,393,420 with total spendable income of $1,827,286,000. In North Carolina's biggest Metropolitan market located in the rich industrial Piedmont, the WSJS-Television market represents a more powerful buying force than that offered by any other North Carolina station.

WSJS television
Winston-Salem / Greensboro

* CHANNEL 12
Headley-Reed, Reps.
A special survey of public opinion, nationwide, shows there's . . .

HARDLY A SCRATCH IN TV'S IMAGE

Vast majority of people are aware of tv quiz scandal
But most say it hasn't affected their enjoyment of tv
And so far Van Doren is an only slightly tarnished hero

The waves of publicity generated by the television quiz investigation have had little effect on the public's enjoyment of tv.

This is the most startling result to emerge from a national survey conducted last week for Broadcasting by the professional research firm of Sindlinger & Co. The survey covered 2,289 households in 187 U.S. markets, with telephone interviews conducted by 361 members of the Sindlinger field staff. It achieved a completion ratio of 91.6%.

Here are some of the key facts turned up in the survey:

- Almost everybody (84.4% of all people 12 years old and older) has heard or read about the tv quiz investigation.
- But only a few (10.2%) of those who know about the investigation say it has affected their enjoyment of television and only a slightly larger number (18.9%) say it has affected their attitude toward television.
- Almost everybody (96.8%) of those aware of the general investigation has heard about Charles Van Doren.
- But only 14.7% of those who know who he is think he is unqualified to teach at Columbia.
- The public has not given up on quiz shows as entertainment: more than half (57.4%) want to see them back on the air.

(Complete national results of the Sindlinger study appear on page 43.)

Also last week, Broadcasting correspondents went on the street in many scattered U.S. markets to run non-scientific interviews among citizens here and there. Results of the scientific and the non-scientific samplings ran in close correlation.

The Sindlinger study also investigated a side issue to the quiz investigation which has caused intramural conflict within the tv industry itself: Whether or not certain accepted tv practices are potentially deceitful. This is the cause celebre which sprang from Dr. Frank Stanton's ruling that such things as canned laughter and applause would be dropped from CBS-TV, and that Person to Person would tell its audience that the show was rehearsed and not spontaneous.

The survey results in that area:
- 55.9% do not think canned laughter is deceitful, while 26.7% think it is and 17.4% have no opinion on the matter.
- 78.4% say the fact that Person to Person is rehearsed has no effect on their enjoyment of the show, 11.5% say it does have an effect, while 10.1% hold no opinion.

The Quiz Quiz • Respondents also were asked what they thought of the quiz investigations in general. In this area the results were not so clear cut: 42.8% say they favored the investigations, 30.6% say they are against them, 9.2% give ambivalent or evasive answers and 17.4% have no opinion. (The "ambivalent or evasive" category, for the most part, is the result of sympathetic feelings toward Mr. Van Dorën.)

That segment of the public which favors the investigations does so for two general reasons. They feel the probes will result in better tv industry practices, or they feel the investigations are necessary to clear those programs and people who may be innocent. Those on the other side of the fence also fall into two general categories. They feel it's "much ado about nothing" and a waste of both taxpayers' money and Congressional time and energy, or they can't see that any damage has been done —"after all, it's only entertainment." The two words which crop up most often among those opposed to the investigation.

For full results of massive research job involving 2,098 interviews, see page 43
Television reaps a wild wind • Never before in television’s history has a news story produced such extensive journalistic examination as the coverage of the quiz scandal. The only question remaining: Is there a newspaper, magazine or column which has not reported the story?

Originally, of course, the tv quiz story was one of good news; it was an exciting narration of fabulous winners and fascinating contestants, told in splashy headlines, candid pictures and personality features. That was 1956-58.

The second round of big headlines began last fall in New York when unhappy contestants began to tell their tales of quiz show fakery to the District Attorney and the press. Networks, producers, agencies and advertisers announced emphatic denials of the charges and program officials took to the air to assure quiz show viewers that the stories were “wholly untrue.” Then, quiz shows silently dropped out of the schedules.

It was a wild wind that blew onto the front pages all through the U.S. It was fanned anew when a grand jury was called in New York.

For some weeks this year, the story was quiet. Many in tv hopefully whistled through its graveyard. But it wasn’t dead. This fall the House Oversight Subcommittee began its own investigation. Today (Monday), still another witness: Charles Van Doren. A world is waiting. Did he or didn’t he?
THE PUBLIC: CALM IN EYE OF THE STORM

Listed below are results of the Sindlinger survey on public attitudes toward the tv quiz investigations. These results have been projected to the entire U.S. population of 127,745,000 people who are 12 years old or older and not in institutions. In minor respects the wording and order of questions and answers have been changed from those in the survey questionnaire—for purposes of clarity in this presentation. None of the meanings has been changed.

Most know about quiz scandal
Have you heard or read anything about the television quiz show investigations?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>107,807,000</td>
<td>84.4%</td>
</tr>
<tr>
<td>No</td>
<td>19,938,000</td>
<td>15.6%</td>
</tr>
</tbody>
</table>

(Note: Those answering no to question above were not asked the rest of the questions. Hence the base for computing percentages in tabulations below is 107,807,000.)

And they've talked about it
When was the last time, if ever, that you had any conversation or discussions with anyone about the quiz show investigations?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Never</td>
<td>31,801,000</td>
<td>29.5%</td>
</tr>
<tr>
<td>Over week ago</td>
<td>16,110,000</td>
<td>14.9%</td>
</tr>
<tr>
<td>In past week</td>
<td>59,919,000</td>
<td>55.6%</td>
</tr>
</tbody>
</table>

Most people saw the quiz shows
Did you watch any of the quiz shows when they were at the height of their popularity last year?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>96,119,000</td>
<td>89.2%</td>
</tr>
<tr>
<td>No</td>
<td>11,688,000</td>
<td>10.8%</td>
</tr>
</tbody>
</table>

And liked them at the time
(For those answering "yes" to above.) Did you enjoy watching the quiz shows when they were popular?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>82,528,000</td>
<td>85.9%</td>
</tr>
<tr>
<td>No</td>
<td>12,261,000</td>
<td>12.8%</td>
</tr>
<tr>
<td>Don't know</td>
<td>1,363,000</td>
<td>1.4%</td>
</tr>
</tbody>
</table>

And many people hated to see them go
(For those answering "yes" to above.) Do you think taking the quiz shows off the air was a good idea or a bad idea?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Good idea</td>
<td>32,359,000</td>
<td>39.2%</td>
</tr>
<tr>
<td>Bad idea</td>
<td>34,850,000</td>
<td>42.2%</td>
</tr>
<tr>
<td>Conditional*</td>
<td>15,314,000</td>
<td>18.6%</td>
</tr>
</tbody>
</table>

* Most responses in this category depend on how "bad" shows really were.

And they'd like to have them back
Even though contestants on quiz shows are helped, have you found the quiz programs educational and entertaining enough to want to see them on television again?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>61,913,000</td>
<td>57.4%</td>
</tr>
<tr>
<td>No</td>
<td>36,623,000</td>
<td>34.0%</td>
</tr>
<tr>
<td>No opinion</td>
<td>9,259,000</td>
<td>8.6%</td>
</tr>
</tbody>
</table>

Opinion is mixed on investigation
What is your opinion of the current quiz show investigation?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Favor it</td>
<td>46,170,000</td>
<td>42.8%</td>
</tr>
<tr>
<td>Don't favor it</td>
<td>32,962,000</td>
<td>30.6%</td>
</tr>
<tr>
<td>No opinion</td>
<td>18,790,000</td>
<td>17.4%</td>
</tr>
<tr>
<td>Ambivalent, evasive</td>
<td>9,885,000</td>
<td>9.2%</td>
</tr>
</tbody>
</table>

But probe hasn't hurt tv enjoyment
As far as you, yourself, are concerned, have the investigations changed your enjoyment of television in any way?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>No</td>
<td>92,839,000</td>
<td>86.1%</td>
</tr>
<tr>
<td>Yes</td>
<td>10,976,000</td>
<td>10.2%</td>
</tr>
<tr>
<td>No opinion</td>
<td>3,980,000</td>
<td>3.7%</td>
</tr>
</tbody>
</table>

And hasn't changed opinion of tv
Would you say that the quiz show investigations have changed your attitude or opinion of the television industry in any way?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>No</td>
<td>82,947,000</td>
<td>76.9%</td>
</tr>
<tr>
<td>Yes</td>
<td>20,352,000</td>
<td>18.9%</td>
</tr>
<tr>
<td>No opinion</td>
<td>4,515,000</td>
<td>4.2%</td>
</tr>
</tbody>
</table>

They know Van Doren, and bear no grudge
Have you ever heard of the name of Charles Van Doren?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>104,374,000</td>
<td>96.8%</td>
</tr>
<tr>
<td>No</td>
<td>3,433,000</td>
<td>3.2%</td>
</tr>
</tbody>
</table>

(Asked of those who had heard of Mr. Van Doren.) How do you feel about Van Doren's job at Columbia U? Do you think he should be permitted to keep his job there, be fired, or just what?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Keep job</td>
<td>61,899,000</td>
<td>59.3%</td>
</tr>
<tr>
<td>Be fired</td>
<td>15,305,000</td>
<td>14.7%</td>
</tr>
<tr>
<td>Conditional*</td>
<td>9,832,000</td>
<td>9.4%</td>
</tr>
<tr>
<td>No opinion</td>
<td>17,359,000</td>
<td>16.6%</td>
</tr>
</tbody>
</table>

* Most responses in this category based on still open question of Mr. Van Doren's guilt.

Minor vices: The people don't care
Some people say that it is deceitful to use canned or recorded laughter on certain television programs. Do you consider this as deceitful or does it add to your enjoyment of a comedy program?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>It's deceitful</td>
<td>28,837,000</td>
<td>26.7%</td>
</tr>
<tr>
<td>Not deceitful</td>
<td>60,225,000</td>
<td>55.9%</td>
</tr>
<tr>
<td>No opinion</td>
<td>18,746,000</td>
<td>17.4%</td>
</tr>
</tbody>
</table>

It has been reported that for the television program Person to Person guests are rehearsed before the program is telecast. Does this affect your enjoyment of the program in any way?

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>No</td>
<td>84,570,000</td>
<td>78.4%</td>
</tr>
<tr>
<td>Yes</td>
<td>12,384,000</td>
<td>11.5%</td>
</tr>
<tr>
<td>No opinion</td>
<td>10,844,000</td>
<td>10.1%</td>
</tr>
</tbody>
</table>
What public thinks of quiz issue

continued

The Sindlinger Study • Idea for the survey came out of a conference of Broadcasting editors on Friday, Oct. 23. The discussion kept coming back to the same point: What did the quiz scandal mean in terms of what the medium's most important asset—its audience—thought about it? Each editor had an opinion, but it was only his opinion. They agreed only on one point: the public's attitude (1) was the important key to the whole situation, and (2) nobody knew what the public's attitude was.

A call was put through to Albert Sindlinger at Sindlinger & Co. in suburban Philadelphia. His firm, among its many services, publishes the weekly "Activity" report which shows what America is doing, what they're talking about and how they feel about a number of issues. An excerpted section from the activity report reporting on media use (television, radio, newspapers, magazines, books and motion pictures) was carried exactly as it was broadcast earlier this year. The editors knew Sindlinger could do the job, but they didn't know if he could bring it in fast enough for publication when they thought it most important—i.e., today.

Sindlinger thought he could, by throwing most of his staff into a crash program for several days early last week.

Into High Gear • Working with the two basic questions Broadcasting wanted answered, Sindlinger analysts immediately started drafting the questionnaire which would deliver them. By mid-afternoon that day it was put out for pre-testing to determine workability and efficiency of the questions. Several hours later it was revised to its final form (see page 43) and put on the company's presses.

While the analysts were preparing the questionnaire, another Sindlinger division was drawing up the nationwide random sample that would be tested. Mr. Sindlinger and Broadcasting had agreed it would take about 2,000 interviews to present an accurate picture of U.S. opinion in this area: the final figure was 2,289. Broken down by sections of the country, 812 of the interviews were in the East, 672 in the Midwest, 411 in the South and 394 in the West. The full staff of 361 interviewers in 287 U.S. counties was utilized.

For the most part, interviews were conducted on Sunday and Monday last week. The returns started dribbling in Monday, the flow increased considerably Tuesday and by Wednesday was at full flood. Tabulating started Tuesday night, continued through Wednesday and Wednesday night. The final tabulation was completed Thursday.

Are You Right? • The control element in the Sindlinger study was age by sex of respondents. If the age by sex ratio of respondents to the questionnaires was found to match (within a few percentage points) the age by sex of the country as a whole, then it would be established that the sample was adequate for the job it was designed to do. Result:

Where Sindlinger sampled • The dark shapes in this map are in the 287 counties which comprise Sindlinger's sample area. They group into 187 metropolitan markets and representative rural counties, selected on a probability basis. The sample includes 80 metropolitan markets, 31 non-metropolitan but urban and 76 rural county markets. For purposes of the Broadcasting study 361 Sindlinger interviewers contacted a sample of 2,289 homes, with a nationwide completion ratio of 91.6%.

the age and sex ratio of respondents ranged from a maximum variation of 2.9% for the 12-17 age group to minimum variations of 0.1% for the 18-24 and 55-64 age groups. This control check, coupled with the 91.6% completion ratio of the survey itself, assured both Broadcasting editors and Sindlinger that the study was solid.

The Sample • Interviewing for the Sindlinger study was conducted within the research firm's basic sample, a national probability sample of individuals within telephone subscriber households. (Telephone households are now 80-85% of all households nationally.) The company uses what it terms a "multi-stage sampling plan," starting with a selection of geographical areas representing the entire country. The 287 counties involved in the sample (actually 285 counties and 2 independent cities) group into 187 metropolitan markets and representative rural communities (see map below). Of these 187 places, 80 are in metropolitan A, B, C and D markets, 31 are in non-metropolitan but urban and E markets and 77 are in rural county markets. This research is based on J. Walter Thompson population and distribution definitions. At the time of this study 61.9% of the total population resided within these 287 counties.

Respondents within the survey areas are selected at Sindlinger headquarters in Ridley Park, Pa. Interviewers are assigned a telephone number with each questionnaire; they are never allowed to choose their own samples, nor do they know the identity of the person called or the client for whom the study is being conducted.

Mr. Sindlinger emphasizes this about his interviewers: they are reporters, not research specialists or psychologists. Complete, detailed instructions accompany each survey project, and the interviewer is instructed to report only what the respondent says, and is never given an opportunity to interpret the responses. (Thus the many "open end" questions in the Broadcasting-Sindlinger study—that is, questions which require verbatim answers rather than allowing the interviewer to fit responses into pre-determined categories of answers.)

Responses are coded, but only after the survey is completed. Then Sindlinger analysts assign code numbers to the questionnaire after they have determined how many categories of answers have developed. The code numbers are transferred to each questionnaire, by hand, by a person in the tabulating division, and then the actual counting process begins.

This system defies electronic tabulation. Mr. Sindlinger has called in all
PEOPLE
work—play—LIVE
by RADIO!

WHO Radio Reaches From 18% to 35% of the Total Radio Audience in 93 “Iowa Plus” Counties, Sign-On to Sign-Off!

PULLIN' or pitchin', farmers are businessmen who rely heavily on radio to keep them informed on up-to-the-minute weather and market conditions. They and their families get even more from radio than you do.

But it's important to remember that there are even vaster differences in farm-audience preferences than in city audiences. It takes a believable station—free of pitchmen and gimmicks—to make your message stick.

WHO Radio is believable. It is also aggressive, alert, alive—the great favorite of listeners throughout “Iowa Plus,” America’s 14th largest radio market.

The 93-county area Pulse Report (Feb.-March, 1959) gives WHO Radio from 18% to 35% of the total radio listening audience—first place in every quarter hour surveyed—the balance being divided among 88 other stations!

WHO Radio will sell your customers more often, more economically, more completely. Ask PGW for the details on WHO Radio for “Iowa Plus”!

WHO
for Iowa PLUS!
Des Moines . . . 50,000 Watts
NBC Affiliate
WHO Radio is part of Central Broadcasting Company, which also owns and operates WHO-TV, Des Moines; WOC-TV, Davenport;
Col. B. J. Palmer, President
P. A. Lopez, Resident Manager
Robert H. Harter, Sales Manager
Peters, Griffin, Woodward, Inc., Representatives
What public thinks of tv quiz issue CONTINUED

the major business machine companies for consultation on electronic systems, and they’ve all declared it impossible—
that is, to achieve the speed required in the Sindlinger technique. It would take weeks to determine by machine the results hand tabulation achieves in hours.

After that step, however, automatic calculators are brought into play. Counting machines render totals in each category after the cards have been hand-graded and sorted. Then calculators (IBM 632 Electronic Typing Calculator) apply known data to the sample data to reach, automatically and error-free, the figures which go into a final Sindlinger report.

What Sindlinger Does • The basic idea of the Sindlinger service is to “use today to measure what people did yesterday and what they probably will do tomorrow.” Interviewing is conducted every day of the week, currently at a rate of not less than 1,500 interviews a day, more than 10,800 a week, over 500,000 a year. It goes into three primary areas: media exposure, purchases or consumption (cigarettes, automobiles, clothing, soaps and detergents, food products, etc.) and possessions and buying expectations (houses, automobiles, major appliances, etc.). In addition the company runs special reports on the media, attitudes on the economy, the stock market and similar areas.

One of Sindlinger’s major projects is a continuing study of consumer buying plans and public attitude toward the nation’s economy conducted for the National Industrial Conference Board and sponsored by Newsweek magazine. Results of the weekly reports go to the NICB, which in turn reports them to its members. Newsweek has first call on material developed in the studies and runs periodic articles based on them.


* * *

In addition to the Sindlinger survey, Broadcasting reporters in cities scattered across the U.S. questioned people of all backgrounds about their reaction to the tv quiz scandal. Here’s a summary of what they were told:

In Atlanta • The interviewer found many whose attitude appeared to be that the excitement over the quiz scandal was “much ado about nothing.” The general attitude was one of mild concern, although some figuratively were ready to burn down the halls of the networks. Some of the quotes:

Salesman: “Well, that’s show business.”

Engineer: “They gave the public what it wanted. So?”

Ticket agent: “I object to their winning all that money. They were acting, so pay them the regular talent fee.”

Barber: “I knew they were rigged. Those questions were too tough.”

Housewife: “I hope this won’t ruin

Survey sorting begins • This is a view of the tabulating division at Sindlinger headquarters in suburban Philadelphia. Here the incoming questionnaires are coded and sorted prior to sending figures to the electronic calculators. In this and other sections of the Ridley Park plant, Sindlinger employs a staff of 105; its permanent staff of interviewers in the field totals 361, all of them utilized in the tv quiz survey for Broadcasting.
and the city attorney was instructed to draw up an ordinance to close all strip joints. The commission felt that even if such a law didn’t stand up, court tests and other technicalities would keep it effective for years. WTVJ noted that Miami already had laws governing such places, but that when the police chief reported they were difficult to enforce, the commission inaugurated the “closing” measure.

Local newspapers gave the story only small play, WTVJ reports, until the full impact of the TV programs began to be felt. Then they suddenly increased their coverage, but still haven’t printed “a word” about what caused the sudden interest by the commission in strip joints, says the station.

PCP’S VALUE
Some stations helped by CBS program plan

Some stations (including the network’s own) which stayed with CBS Radio or joined it after it introduced its Program Consolidation Plan have done better than those that disaffiliated.

This is the substance of a three-page, single-spaced letter which Arthur Hull Hayes, CBS Radio president, has sent to affiliates. The letter was prompted by a Broadcasting article on WJR Detroit (“A Big Station Bucks Radio Trend”) in the Oct. 12 issue.

Quotes Feature Story. Quoting from the Broadcasting article, Mr. Hayes said that WJR’s local and national spot revenue in the nine months ending September 1959 was 4.7% over similar revenue in the nine months ending September 1958. (WJR turned independent last May 24 after years of CBS affiliation.) Comparable figures for six of the seven CBS Radio owned stations show an 11.4% increase. Mr. Hayes said. WCAU Philadelphia was not included because it was purchased by CBS during the comparative period.

Mr. Hayes pointed out that the Broadcasting story did not deal extensively with the subject of audience size for the good reason that “it’s too soon for ratings to mean much.” But he suggested there was “something of a story” in ratings changes on two stations in the “WJR area” which became CBS Radio affiliates after WJR left.

Pulse reports for June-July-August 1959 and for March-April 1959 show that WKMH Detroit has had “share-of-audience increases ranging from 7% to 63% in its network time periods over the same periods pre-network” and a 10% increase in local program share. The same Pulse comparisons show

ANNOUNCED • The following sales of station interests were announced last week, subject to FCC approval:

- WRGP-TV Chattanooga, Tenn.: 70% interest sold by Ramon G. Patterson to WSTV Inc. (Friendly Group) for $114 million. Other 30% already owned by Follansbee Steel Co., principally owned by Berkman family who are principal owners of Friendly Group stations. Transaction was handled by R. C. Crislis & Co. Station is ch. 3 and affiliated with NBC. It began operating in 1956.

Changing hands

NEGOTIATIONS • FINANCING • APPRAISALS

Blackburn & Company Inc.

RADIO - TV - NEWSPAPER BROKERS

WASHINGTON, D.C. M. W. Blackburn Jack V. Harvey Washington Building

JACKSONVILLE, Fla. Jack V. Harvey

ATLANTA M. W. Cassill Clifford B. Marshall Stanley Whitaker Healey Building


WEST COAST 322 E. Michigan Ave.

SANTA MONICA Laurel Building

PORTLAND Graham Building

SEATTLE 555 N. Michigan Ave.

OLLANDER 6-6460

LAKEWOOD 15-1776

NEW YORK Colin M. Salath Calif. Bank Bldg.

BOSTON Beverly Hills, Calif.

MIDWEST 9441 Wilshire Blvd.

NORTHWEST Willow Creek

CHICAGO 3-4041

CHESTERFIELD 2-770

76 (THE MEDIA)
In mid-summer Atlanta's WSB-TV became the first in this area to bring weather radar to viewers. Range of the station's scope covers 92,941 square miles!

This new visual dimension of weather forecasting further broadens WSB-TV's strong public information service. And it adds another telling factor to be considered by advertisers when they weigh the qualitative advantages offered by WSB-TV in this 3-station television market.
AFFILIATES BUY NBC’S PLANS

New ‘Program Service’ to begin Jan. 1

NBC Radio officials wound up their five-city series of affiliate meetings on the network’s new program plan last week and announced that, assured of full affiliate support, the plan definitely will go into effect as scheduled on Jan. 1, 1960.

The plan is to present Monitor, news and special events on the conventional network basis (with compensation to stations) and to offer entertainment programs which affiliates may buy or not, according to their needs (Broadcasting, Oct. 19 et seq.).

Matthew J. Culligan, executive vice president in charge of NBC Radio, told Broadcasting after the wind-up session in Chicago on Wednesday, that more than 160 affiliates had been represented at the series of meetings; that approval of the plan had been put to a voice vote at each session, with not one “nay” being registered, and that consequently “I don't have a single doubt” that most affiliates will accept the plan.

Football Conflicts • A number of stations had protested any request for clearances that would interfere with their local football and baseball broadcasts. Mr. Culligan confirmed that this subject was raised at all five meetings. But he said a solution had been devised permitting stations to delay Monitor—the weekend service which is in conflict with such sports events—for 60 or 90 minutes as necessary to avoid interference with the local broadcasts.

George Harvey of WFLA Tampa, chairman of the NBC Radio Affiliates Executive Committee, who himself had made the cross-country swing with Mr. Culligan and other network officials, said he was confident that virtually all stations would go along with NBC’s request for 100% clearances. He said the meetings also produced “a lot of good, constructive ideas” about the handling of network programming—none of them major in itself, but all adding up to substantial improvement.

“I think this plan will revitalize all stations,” Mr. Harvey said. “With it, they can build any image they please. If they want to be extreme they can sound as just independent as the screamers down the block. Or, if they wish, through the new NBC Program Service—which lets them buy entertainment programs to fit their needs and wishes—they can sound just like they’ve sounded for the last 25 years. This plan lets them be what they want to be.”

Heavy-Traffic Times • Mr. Harvey observed that 7 and 8 a.m. and 6 p.m., for example, are important local-sales times for all stations and in the case of big outlets represent “hundreds of thousands of dollars.” If stations are willing to give up these local revenues in order to clear for hourly network news analyses as well “they must like the plan.”

Harold Grams of KSD St. Louis said the plan “fits us perfectly—if they had asked us to blueprint it ourselves, we couldn’t have done it better.” He said KSD considers news “the best service we can provide” and that the new NBC format both perpetuates and strengthens the NBC News service.

He acknowledged that the NBC plan was somewhat akin to what he and a half-dozen other affiliates had in mind when they held a separate session of their own a few months ago. But he indicated that this was not otherwise related to that, and suggested the earlier meeting might best be forgotten now.

The regional meetings were held in Atlanta, Dallas, New York, San Francisco and Chicago, starting Oct. 19 in Atlanta. Mr. Harvey made the swing with NBC officials to all sessions except the one in New York.

Tv expose in Miami brings vice crackdown

Two half-hour news programs on WTVJ (TV) Miami, Fla.—a filmed one showing minors buying liquor, playing pinball machines and purchasing obscene literature in violation of city laws, and a “live” one featuring a “B-girl” who described how she and other B-girls fleeced “suckers”—have resulted in a proposal by the Miami City Commission to close down all strip-tease joints and B-girl hangouts, the station reports.

The two WTVJ programs—“Honky Tonk” and “Honky Tonk No. 2”—are the first two of a 12-part series being telecast by the station’s news department under the title of F.Y.I. (For Your Information).

WTVJ’s “Honky Tonk No. 2,” in which a B-girl interviewed “live” told how she and her co-workers “relieved suckers” of as much as $3,000 in one night, proved to be more than the City Commission could stand. After the first program it had called a special meeting to investigate non-enforcement of laws by Miami police, but found no “proof” of non-enforcement.

Second • But when the second program, featuring the B-girl, was telecast, another meeting was hurriedly called
DES MOINES TELEVISION
FACTS

The most recent TV audience measurement made in this market (Nielsen, July, 1959) revealed that KRNT-TV delivered more television homes than its competitors.

The survey by ARB in January of 1959 showed the same thing.

SPECIFICS:
(from Nielsen, July, 1959 survey, homes viewing)

Paar on KRNT-TV leads against movies by 19.8%!
The KRNT-TV 10:30 PM strip of local and syndicated half-hours leads against movies by 21.9%!
The KRNT-TV 10:00 to 10:30 PM local news, weather and sports leads against news - weather - sports by 46.6%!

And here is something to think about. Among local advertisers, where THE TILL TELLS THE TALE, KRNT-TV consistently carries more local advertising than its competitors combined!

MORE SPECIFICS:

KRNT-TV carried over 80% of all the local business in 1958!
KRNT-TV carried over 79% of all the local business in 1957!
KRNT-TV carried over 80% of all the local business in 1956!

So far in 1959, KRNT-TV's local business is running at about the same ratio. Yes, when that cash register must ring in order to stay in business, those who know the stations best choose KRNT-TV four to one!

DES MOINES TELEVISION
KRNT-TV CHANNEL 8

A COWLES STATION REPRESENTED BY THE KATZ AGENCY, INC.

BROADCASTING, November 5, 1959
Tv termed the best medium for suburbia

Tv outreachs newspapers in a market's suburbs and thus can carry the retailer's message beyond only the urban area.

This was the thought carried to Denver by Howard P. Abrahams, Television Bureau of Adv.'s vice president for retail sales, in a talk Oct. 26 before a retail clinic sponsored by both the National Retail Merchants Assn. and its Denver unit.

The vast coverage of urban and suburban areas has created a new marketing pattern for retailers, explained Mr. Abrahams, who outlined the growth to the suburbs in recent years led by young families who, he said, are the "people who need more of the things department stores sell." Suburban families, according to the TvB retail expert, earn and spend more than those in the city.

Suburbia • The non-electronic media, Mr. Abrahams commented, do not reach all of the retailer's customers. In Birmingham, he said, 44 per cent of customers live in town where newspaper circulation is 72 per cent, but 56 per cent of customers are out-of-town where newspapers deliver only 28 per cent of their circulation.

He cited the Charlotte retail trading area where tv circulation comprises 224,500 families, or 97 per cent greater than the total newspaper circulation.

As to costs in Charlotte, Mr. Abrahams said a 543-line print advertisement costs $21.39 per thousand compared to a tv minute of $6.48 per thousand. And, he commented, in Davenport, a retailer would have to use 29 daily newspapers to reach his customers.

Lee speaks in Wis.

Emergency Technical Communications, including facets of the Conelrad Broadcasting System, were outlined by FCC Comr. Robert E. Lee in an address before the Wisconsin Broadcasters Assn.'s annual fall meeting in Madison Oct. 23-24.

Hugh Boice Jr., vice president and general manager of WEMP Milwaukee, was appointed chairman of a state industry advisory committee to work with the commission in planning civil defense for Wisconsin. He will work closely with civil and military defense on availability of communications operations in the event of an emergency. His appointment was announced by Comr. Lee.

WBA delegates also were appraised of recent industry developments by Percy Tannenbaum, director of the U. of Wisconsin's Mass Communications Research Center. The association re-elected Mig Figi, Waukesha, as president as well as other officers (see FATES & FORTUNES). Social highligt was the Ohio State U.-Wisconsin football game in Madison Oct. 24.

Opens brokerage firm

Harris Ellsworth, former Republican congressman from Oregon, has announced the opening of a station-newspaper brokerage firm to serve the Pacific Northwest. Mr. Ellsworth will headquartered at his home in Laurelwood, Ore. His mailing address will be P. O. Box 510, Roseburg, Ore. Phone Orchard 2-2426.

Mr. Ellsworth, a member of Congress from 1942 to 1956. Upon leaving Congress, he served on the Civil Service Commission before returning to Oregon. A graduate of the U. of Oregon School of Journalism, he was the first manager of the Oregon Newspaper Publishers Assn. He resigned that post to become editor of the Roseburg News- Review and supervised building of that paper's KRNR Roseburg. He still owns stock in the newspaper and station.

New Maine station

WJAB Westbrook, Me., was slated to go on the air Nov. 1 with a top-40 format composed of big bands, rock'n'roll and newcasts. Personnel includes Raymond B. Durigin, station-sales manager, WCMF Brunswick, Me., general manager; Walter J. (Mike) Norton, from WPOR Portland, Me., program director; Paramaz Baghdassarian, from WSMN Nashua, N.H., chief engineer. WJAB is on 1440 kc with 5 kw.

Taft second quarter net is $248,000

Taft Broadcasting Co. has reported a net income after estimated taxes of $248,000 for the second quarter of its fiscal year ending Sept. 30. This compares to the net income of $148,000 for the same period in 1958, Hulbert Taft Jr., president of the publicly held broadcasting entity, reported. This is an increase of 67%.

For the first six months of the company's fiscal year, Mr. Taft announced, net income was $643,000—43.7% over the same 1958's period of $447,000.

The company's board of directors approved a dividend of 10¢ a share payable Dec. 15 to stockholders of record Nov. 15. The board also elected as vice presidents Roger B. Read, former manager of WKRC-TV Cincinnati and now in charge of administration and planning, and Donald Chapin, national sales manager for the Taft Stations.

In addition to its Cincinnati WKRC-AM-FM-TV stations, Taft Broadcasting Co. also owns WTVN-AM-FM-TV Columbus, Ohio; WBRC-AM-FM-TV Birmingham, Ala.; WKYT-TV Lexington, Ky. It is now a minority owner of WBIK-AM-FM-TV Knoxville, Tenn., but has bought 100% ownership pending FCC approval.

KVUE (TV) on air

KVUE (TV) Sacramento, Calif. began broadcast operations Nov. 1. Owned and operated by Capital Television Inc., (ch. 40 uhf). It is on a 4 p.m. to 11:30 p.m. schedule daily.

The station will serve the metropolitan and greater Sacramento area. Staff includes Lance Holien, operations manager; Richard Godon, sales manager; and Jay Kloer, chief engineer.

TV'S BIG BOOST TO POWER COMPANIES

The television Bureau of Advertising has an affinity for facts about the medium it promotes, has come up with this data on tv power usage:

- The electric power industry, says TVB President Norman E. Cash, receives over $511 million a year in new income created by usage of tv sets. As these same sets are replaced with color, power sales will increase to more than $700 million.

- In an independent analysis — after consulting power companies throughout the U.S.—TVB reported yearly tv power usage in the regional sections of the country as follows:
  - New England—$417.7 million, over $50 million with color.
  - Middle Atlantic—$123.7 million, $173.7 million with color.
  - East North Central—$115.7 million, $162.4 million with color.
  - West North Central—$52.2 million, $73.3 million with color.
  - South Atlantic—$54.6 million, $82.3 million with color.
  - East South Central—$17 million, $23.9 million with color.
  - West South Central—$46.6 million, $65.4 million with color.
  - Mountain—$16.4 million, $23 million with color; Pacific—$39.7 million, $55.7 million with color.

72 (THE MEDIA)
From Boston to Washington, and throughout New York State, FM radio now reaches a quality audience for good music in 17 major markets through

THE QXR NETWORK

If you have a product or service to sell to a better-income audience, you now can reach hundreds of thousands of these families in a single “buy.” Affiliates of the QXR Network are the leading FM stations in their markets...and their markets are among the biggest in the U.S. More than 30,000,000 people live within range of QXR Network stations.

The format of the QXR Network—good music and the hourly news of The New York Times—is the same that has made WQXR America's Number One Good Music Station. The people who listen to the QXR Network have higher incomes and better jobs. And they spend most of their listening time tuned attentively to the QXR Network. As a result, they cannot be reached effectively through any other broadcast medium.

Get in touch with us today for full data on audience characteristics and listening habits.

The QXR Network, 229 West 43 St., New York 36, N.Y.
**BOWLES WANTS TV FACELIFT**

RTES also hears Mickelson of CBS discuss television's effect on politics

The TV industry received several recommendations from a congressman on how to cure itself of "a deeper malady which is causing profound distress to the friends and well-wishers of radio and television."

The speaker was Rep. Chester Bowles (D-Conn.) who shared a platform with Sig Mickelson, president of CBS News, in a discussion of broadcasting and politics before the Radio & Television Executives Society "roundtable" luncheon.

Mr. Mickelson struck to the subject, outlining the power of TV to inform an electorate. But Rep. Bowles changed the title of his talk to "Broadcasting and The Public Interest."

A summary of Rep. Bowles recommendations:

- Form a commission to appraise the entire communications structure, with particular reference to radio and TV. Membership, he said, should include members from the industry, from advertising, education, the arts and government. Its task: examine the present functioning of the communications system as far as future needs in education, information, public understanding and entertainment are concerned.

- Dissociate advertisers from programs—"advertisers would merely buy chunks of radio or TV time much as they buy chunks of space in newspapers." Responsibility of what comes in between the commercials "would be nil—and if necessary, specifically disclaimed."

- End "television's worship at the false altar of ratings."

- Take a fresh look at the selling of radio and TV time to political candidates. (Prime time is so costly to candidates as to be prohibitive, he said.)

- Expand news coverage in "depth."

**Need Incentive** - The objective, he said, should be to "devise ways to make public information and education more interesting, more democratic. We have the creative people; yet we lack the incentive to use them."

Mr. Bowles, who with William Benton, formed the original Benton & Bowles advertising agency in the 30's, asserted at one point that a "letter from the NAM (National Assn. of Mfrs.) or from the AMA (American Medical Assn.) would cause a shiver to go through any agency in New York."

**TV's Influence** - Mr. Mickelson acknowledged that television has not materially affected the actual results at the poll, but contended that the medium has changed the course of political campaigns, increased the turnout of votes and provided a "clearer understanding of issues and personalities."

The effect of television in politics, he said, has been to design conventions and other political meetings "for the eye of the camera rather than for the eye of the on-the-scene spectator." The change, he maintained, has been a tactical one, adding that "the help of television has been available to all sides, thus tending to cancel out any marked advantage to any one party."

Mr. Mickelson made the point that TV has had an "enormous" influence on the citizen, rather than the voter. He claimed that the medium has effectuated a broadening of public participation in democratic processes; has provided a clearer understanding of trends and issues; has given Americans a personal acquaintance with their leaders and those who aspire to leadership, and has increased the degree of independent thinking.

**Britain's Example** - Mr. Mickelson offered the opinion that television did not affect the outcome of the 1952 and 1956 presidential elections. He said this conclusion was borne out in the British elections in early October. He noted that this was the first British election campaign to be covered by the television medium, and therefore, any changes in the voting pattern would have been most apparent.

"There was general agreement among observers that television did not materially change the outcome," Mr. Mickelson stated. "Labor used television more effectively and Labor's Gait-skell came off better as a television personality than did the Tories' MacMillan. Still the conservative won by an overwhelming majority."

**Good popular music new programming core**

"Our listeners will never be more than one minute away from music," Wendell B. Campbell, managing director of KPOP Los Angeles, said last week in explaining the station's new programming, which goes into effect this morning (Nov. 2) at 10:20 a.m. (KPOP's frequency is 1020 kc.).

News and sports reports will be presented in one-minute capsules, Mr. Campbell said. News capsules will be broadcast at 15, 30 and 45 minutes past each hour. Sports capsules will be broadcast on the hour.

Good popular music will provide the core of KPOP's new programming, Mr. Campbell stated. "In using the much-abused word 'good,' we refer to popular music with appeal to mature adults and mature teens, omitting the raucous rock-and-roll."

**KWRW's d.j. school**

Farrell M. Brooks, owner, KWRW Guthrie, Okla., has announced establishment of a school for disc jockeys which is designed to give students sufficient on-the-air experience to obtain employment. In training, students have their own show on KWRW and are taught the proper use of studio equipment.
retain final control, the committee nevertheless would be helpful and, by its existence, inspire “more confidence in the final product than is possible in any other way.”

Differences with ACN • Signing of all three networks for the new ARB service came as a surprise, although it will be well known that all three had been having their differences with the Nielsen organization over terms for new contracts to replace the current ones, which run out next year. ABC-TV, CBS-TV and NBC-TV all argued that ACN was asking too much money for too little service.

All three had given one-year contract-termination notices to Nielsen. But it was not the first time they had done this during renewal negotiations, and the general impression given to observers was that this was largely a formality, required by the current contracts in order that they would be in a position to pull out next year if they hadn’t come to terms by then.

Only a few weeks ago all three networks signed with Nielsen for “fast” ratings—to be delivered within six days of the last reported telecast in each week—covering 24-three-network markets for the 1959-60 season. At that time negotiations for new national-service contracts were said to be continuing (CLOSED CIRCUIT, Oct. 12).

Dissatisfaction • Network authorities reported last week, however, that they appeared to be making little progress in these discussions—that ACN still wanted too much money. They said that in signing with ARB their purpose was to get a service that was “better,” “more complete,” “faster” and “cheaper” than what they had been getting from Nielsen.

One network representative said flatly, after signing with ARB, that “I don’t have enough budget to buy two services.” Another said much the same thing, noting also that he had cautioned Nielsen that he was serious in his objections to the price-vs-service ratio in the ACN proposals. A third said it was “conceivable” that his network might also sign with Nielsen, but that Nielsen would have to “change its attitude” and bring the cost down to “a much more reasonable” point where it now stands.

In announcing his new plans, Mr. Seiler said ARB’s service will be based on “an entirely new, carefully drawn probability sample of the entire continental U.S.” The sample will contain 1,500 homes, with each home being “electronically measured on a continuous basis.”

No Details • Mr. Seiler declined to elaborate on the new technique except to say that “a new type of transponder eliminates the need for leased lines into homes.” The transponder is the Arbitron device installed in sets to transmit to the data collection center—heretofore via special lines—information as to which station is being watched.

The ARB executive felt that the new service, with its three-way industry advisory board, “combines the best features of an industry operation and a private one.” He said the data would be tabulated and processed by “complete automation” through a “new Univac solid state 90, the latest electronic computer . . . already installed.”

The new national report, he said, will “tie in closely with ARB’s nationwide local service to supply complete audience composition and characteristics data, along with the performance of every U.S. tv station on a local basis.”

Seven-City Expansion • While the full national sample is being installed, ARB said, its present multi-city Arbitron will be expanded gradually. This now provides reports on seven cities where all three networks are in competition: New York, Chicago, Detroit, Cleveland, Philadelphia, Baltimore and Washington. In addition there is an Arbitron instant-rating local service in New York, and ARB also provides local reports—via the diary technique—on 250 markets.

Mr. Seiler said presentations explaining the new service to major advertisers and agencies already were underway.

has been produced in three markets to show brand activity on tv in number of commercials by stations and share of audience.

The firm is contacting advertisers about the proposed service, and will step up efforts during the next few months, it was indicated by Mr. Rahmel and Eric E. Sundquist, vice president.

Other Media Research • Mr. Sundquist 10 months ago began talking to agency media and research directors to gauge demand for a service embracing tv, magazines and newspapers. To date a dozen or more advertisers and agencies have shown interest.

Objective of the cross-media evaluations would be to find a common denominator of advertising exposure in terms of homes reached. Such questions as whether three-media ratings would be on an individual-ad or general-circulation basis have not been settled yet, with the whole project in the early planning stage. In any case it would not be undertaken by media Nielsers, the experts indicated.

George Ralph, Nielsen vice president and Canadian Broadcast Div. manager, explaining the first all-province coverage study for Canada, said it has been ordered initially by Procter & Gamble, J. Walter Thompson and the Canadian Broadcasting Corp. County-by-county radio and tv ownership figures will be supplied subscribers this month and station circulation data will be ready early next year. The Canadian NCS supplements the Nielsen Broadcast Index measurements.

This country’s next Nielsen Coverage Survey, (NCS #4), covering radio and tv, was announced last month for delivery in 1961.

Final argument today on Dominican’s claim

Final argument will be heard today (Nov. 2) by U.S. referee Asa Herzog on the Dominican Republic’s claim against Mutual for $750,000.

Later in the day referee Herzog will accept stipulations on the out-of-court settlement made by Mutual with the City of New York on claimed back business taxes. Originally the city had sought to recover $300,000 for back taxes from Mutual but the settlement is reported to be “considerably lower.”

These two claims against Mutual have held up the confirmation of its financial re-organization plan, which is being heard by referee Herzog. Mutual owes creditors included in the reorganization plan a total of about $1.9 million. They have agreed to accept 10 cents on the dollar, except for news stringers and guest panelists, who will receive 50 cents on the dollar up to $600, and 10 cents on the dollar thereafter.

Los Angeles papers buy back KTTV-TV

Times-Mirror Co., publisher of Los Angeles Times (morning) and Los Angeles Mirror-News (afternoon dailies, has repurchased from Loew’s (MGM) the 3,334 shares of capital stock in KTTV (TV) Los Angeles (25%) which it sold to the motion picture company in August 1956.

Price was not disclosed, but it was stated as exceeding the $1,625,000 which Loew’s paid for the stock. Transaction, which restores to the Times-Mirror Co. 100% ownership of KTTV, is not related to the film license agreement which gives KTTV exclusive L.A. tv rights to the pre-1948 library of MGM theatrical films, which still has four years to run.
THE MEDIA

TV NETWORKS SWITCH TO ARB

Using new monitoring device, research firm will supply fast and fully national ratings and other audience data

American Research Bureau got its biggest boost in years last week—and in the process A. C. Nielsen Co. may have suffered the biggest blow that has yet come its way in the television ratings field.

ARB announced it would have its Arbitron instant-ratings service operating on a "complete and true" national basis by September 1960. Its clincher: signed contracts from all three national tv networks.

A canvas of network authorities produced no encouragement for the thought they would also be willing to renew the Nielsen national service—certainly not at current rates. These were estimated unofficially to represent approximately $800,000 a year to the Nielsen organization.

Radio Nielsen • The ABC, CBS and NBC radio ratings contracts with Nielsen are not affected. But one network executive wondered whether, if tv network renewals were not forthcoming, it would be economically feasible for ACN to continue this radio service, which commands considerably lower prices.

Nielsen officials could not be located immediately for comment. The ARB announcement came soon after Nielsen's own disclosure of plans for a number of major new projects including an instant-ratings service for New York (story below).

There was speculation also that Trendex's multi-network overnight service, once extensively used by all three networks to get quick reports on specials, new shows and tight competitive situations, would feel the effects of ARB's move if it develops as announced. But it was noted that network use of this overnight service has dropped sharply this year; and some network officials also reported they would continue to use Trendex for information other than ratings.

New Device • The new ARB service is reportedly made possible by development of new equipment which eliminates the need for leased lines to link in-home tv sets to the central collection office. Here is what ARB's director, James W. Seiler, said his new and expanded service would offer:

• Weekly reports, year-round—each one issued during the week following measurement.
• "Complete and true" reports, issued at less frequent intervals, giving exhaustive statistical analysis of the data."
• Daily "morning-after" reports on the 25 to 30 markets where all three networks are fully competitive.

To his plans Mr. Seiler added an innovation—a tripartite advisory committee to be kept informed of details on costs, technical data and sample selection techniques and on this basis to give advice to ARB. The committee would be composed of three members representing the networks, three advertisers, three agencies. Mr. Seiler said ARB would "request and encourage" the formation of such a nine-man committee on the theory that, while ARB would

NIELSEN EXPANDS TV SERVICE

NSI to cover 146 markets, plans made to rate ads in tv, magazines, newspapers

The A.C. Nielsen Co. announced last week its broadcast ratings are spreading out, in breadth and depth. On the first plane, the Chicago-New York firm announced it is expanding the tv station index (NSI) to 146 market areas by spring and inaugurating instantaneous ratings in New York City.

Also forthcoming are Nielsen Coverage Service #4 for radio and tv and the first all-Canada NCS, (Broadcasting, Oct. 26).

In the depth dimension, Nielsen is doing pilot work on two projects: tv brand ratings and tri-media advertising ratings combining tv with magazines and newspapers.

Added NSI Markets • John K. Churchill, Nielsen Broadcast Div. vice president, said new market areas in the station index would give the service 97% coverage of all viewing in markets accounting for 98% of all tv advertising dollars. The spring target of 146 market areas (50 were covered last spring) will include all multi-station tv markets in the country today. There are 231 cities in the 146 markets. NSI reports on radio audiences cover 43 of these areas.

Expansion of the NSI monthly and bi-monthly reports makes them increasingly useful in conjunction with the national Nielsen reports (NTI) showing competitive network ratings, Mr. Churchill noted. NSI subscribers, besides stations in all the areas covered, include advertisers, agencies and others.

New to the list this month: Areas of Mobile and Montgomery, both Alabama; Little Rock-Pine Bluff, Ark.; Santa Barbara-San Luis Obispo, Calif.; West Palm Beach, Fla.; Columbus and Savannah, both Georgia; Springfield-Decatur, Ill.; Evansville, Ind.-Henderson, Ky., Mason City, Iowa; Austin, Minn.-Rockford, Ill.; Sioux City, Iowa; Baton Rouge area and Shreveport, both Louisiana; Springfield-Holyoke, Mass.; Cadillac- Traverse City, Mich.; Duluth, Minn.-Superior, Wis.; Jackson, Miss.; Greenville-Washington, N.C.; Columbus, S.C.; Chattanooga, Tennessee City-Bristol and Knoxville, all Tennessee.


Instant NYC Panel • Nielsen's electronic "Instantaneous Audimeter" was introduced by Henry Rahmel, manager of the Broadcast Div., and executive vice president. tv set activity in 270 city homes is registered minute by minute on a machine at Nielsen offices, providing the basis of reports to clients. First of New York's seven stations are WABC-TV, WNEW-TV, WPIX (TV) and WNTA-TV.

Mr. Rahmel sketched in background of the firm's development of instantaneous audience-measurement growing out of a total 20 years' use of meter gear on receivers.

• For the projected brand ratings, Nielsen will use NSI figures, starting with 25-30 markets. A sample study
*Why are WXYZ Radio and WXYZ-TV Detroit's Most Popular Stations?

Young in heart and busting out all over, that's the personality of Broadcast House. WXYZ Radio and WXYZ-TV are stations with WXYZing!

Southeastern Michigan is chock-full of bustling young people who work and play hard... and they buy things as if money was going out of style!

We know what they like—programming with WXYZing. And that's what we give them. Put WXYZing in your plans!

*Seeing is believing... check your rating books.

The Stations with WXYZing

WXYZ Radio 1270
WXYZ-TV Channel 7
ABC—Detroit

Represented Nationally by John Blair & Co. and Blair-TV
radio on a limited basis in 1930 with a barn dance show on WHO Des Moines; it really got serious in 1954. Chances are, it will continue to use spot programming (farm conditions vary in parts of the country to make network radio impracticable). It's intimated that TV costs too much and the pattern of saturation does not align with that required to push farm equipment. (It has done a job for some dealers in isolated cases, as in Green Bay, Wis.) Radio remains the medium, it seems, that produces the richest harvest.

'Fight blue noses'

Rev. Hugh Michael Beahan, radio and television director of the Grand Rapids Roman Catholic Diocese, told the 10th Annual Convention of the National Licensed Beverage Assn. Oct. 27 that they should "stand up and fight the blue-nosed enemies of the liquor industry."

The nation's tavernkeepers, he said, should get rid of their inferiority complexes because they are in an honorable profession. "You have every right to take your legitimate place in your community as a man who provides a legal and honest service," Rev. Beahan stated.

Controlled drinking, he declared, relieves tensions and relaxes. Because drinking creates a problem for a relatively few people, "we should not consider depriving the vast majority of normal adults."

• Business briefly

Time sales

French fashions • Chesebrough-Pond's Inc., N.Y., will coordinate a line of beauty products with 1960 Paris fashions in an hour-long color special set for Feb. 29 (10-11 p.m. EST) on NBC-TV. Parisian mannequins will model creations of some 15 top French fashion designers in a program that also will use singers and dancers. Agency: J. Walter Thompson, N.Y.

Two to Philadelphia • Westclox Div. of General Time Corp., LaSalle, Ill., and General Mills Inc., Minneapolis, will co-sponsor "The Philadelphia Story," to be colorcast on NBC-TV Dec. 7 (Mon. 9:30-11 p.m. EST). Adapted for tv by Jacqueline Babbin and Audrey Gellen of Talent Assoc., comedy by Philip Barry was originally a stage play and later was made into a movie titled "High Society." BBDO is agency for both sponsors.

Nucoa news • Best Foods Div. of Corn Products Co., N.Y., is buying minutes and 20-second announcements for Nucoa Margarine beginning this month on TV nationally and in a few radio markets. Agency: Dancer-Fitzgerald-Sample, N.Y.

Watch special • Longines-Wittnauer Watch Co., N.Y., signed for special pre-holiday colorcast, "The 13th Orphan," to be seen Dec. 9 on NBC-TV (Wed. 7:30-8:30 p.m. EST). Christmas fable by Paul Gallico will be staged by Leon Leonidoff of Radio City Music Hall and produced by Jack Philbin. Agency: Victor A. Bennett Co., N.Y.

Agency appointments

• Associated Products (5-day labs. products), West New York, N.J., names Doyle Dane Bernbach, N.Y., as agency, effective Nov. 1. Billing estimated at $1 million. Grey Adv., N.Y., formerly handled the account.

• George Widemann Brewing Co., Newport, Ky., appoints Doherty, Clifford, Steers & Shenfield, N.Y., as agency with budget estimated at $1.5 million. Advertiser uses spot radio and tv, newspapers and outdoor in a five-state area in the Ohio valley. Account formerly was at Tatham-Laird, Chicago.

• Helene Curtis Industries (hair preparations), Chicago, appoints Campbell-Mithun, same city, as agency for Suave Hair Dressing, Suave for Men and Shampoo Plus Egg and Altman-Stoller Adv., New York, for Lenthalie products, all formerly handled by Gordon Best Co. Billings breakdown: slightly under $2 million for former, about $500,000 for latter.

---

**ARB**

**Date**

Wed., Oct. 21

**Program and Time**

Steel Hour—Caesar (10 p.m.)

Uncoutrables (9:30 p.m.)

Gunsight (10 p.m.)

Loretta Young (10 p.m.)

Danny Thomas (9 p.m.)

Special Tonight (9:30 p.m.)

**Network**

CBS-TV

ABC-TV

CBS-TV

NBC-TV

CBS-TV

CBS-TV

**Rating**

28.5

19.4

27.6

29.2

31.6

26.1
Who could sell her anything now...except RADIO

Radio Is Greater Than Ever — All Day, Every Day ...the Great Stations Make It So!

Radio reaches into people's minds persuasively and economically... all day, every day. Especially great-station radio! This is the kind that attracts attention by important features, commands respect by outstanding service, holds audiences by solid programming. No pitchmen, no shoddy giveaways, no triple spots!

In most market areas there is one great station... like the 18 listed at the right. And you need add only 30 to these 18 to have great-station radio across America. Get the facts about today's greater-than-ever value in "the companion medium"... documented by Alfred Politz Research. Call any Christal office.

HENRY I. CHRISTAL CO., INC.
NEW YORK - CHICAGO - DETROIT - BOSTON - SAN FRANCISCO - ATLANTA
YOU CAN'T KCOVER TEXAS without KCEN-TV

POWERHOUSE! we're the only FULL POWER station for miles around Central Texas!

BLAIR TELEVISION ASSOCIATES National Representatives

BROADCASTING, November 2, 1959

HOW TO REACH FARM MARKET
Harvester has formula to keep 'em happy down on farm while also selling products

International Harvester is digging deeper and deeper furrows in the fertile fields of radio advertising.

Last week I-H claimed 110 radio outlets advertising its tractors, planters, pickers, combines and nine other major product lines. Spot radio programming continues to be its primary medium for a relatively modest budget, despite the experimental TV overtures by some dealers.

Top Secret • I-H’s secret formula: established local personalities (usually radio farm directors) conducting market, news and weather programs in peak listening periods (6-7 a.m. and 12 noon-1 p.m.) The company’s farm equipment division got into spot radio in January 1956 and has been active in it almost continuously ever since, with a varying lineup of stations, because of its pin-point flexibility (as contrasted to network).

The farm equipment account is handled by Aubrey, Finlay, Marley & Hodgson, Chicago. Dix L. Harper, farm radio-tv director and one-time RFD at WLS that city, and his staff work closely with the IH team of D. C. Elliott, general supervisor of farm equipment advertising; Joseph I. Pettit, advertising supervisor, and others.

Harvester officials are frankly high on farm broadcasting. They acknowledge a sizable sales increase in all equipment sales for January-May 1958 (as much as 100% in combined lines). Overall farm equipment sales were up 30% for the first nine months of the current fiscal year (ended Nov. 1, 1959), with radio drawing an acknowledged media assist. The present radio budget of approximately $600,000 will be allocated next year, it’s understood.

Mr. Harper tells representatives flatly that “we don’t buy ratings, we don’t buy power (signal strength)—we buy personalities, top-rated programs. It’s part of a total media selection to reach the farm market without which we would not be able to reach the whole potential of the farm market. We use radio to carry the same message as in other media. We use it to get the advantages of the farm personalities who become, in effect, part of our sales force in the field.”

Local People • Local farm personalities supply data on marketing, weather and other field conditions and work closely with Harvester and agency representatives. Dealers set up displays for promoting the local station’s IH show and personality. (There are dealer tie-in schedules with IH in nearly 60 markets.) IH farm equipment commercials are catchy and infectious, featuring jingles with original lyrics. They also provide for dealer cutins and invite listeners to field demonstrations.

Station and personalities report outstanding success stories. The most recent: three dealers utilized IH discounts on discontinued corn-pickers to buy three 15-minute newscasts weekly on KMA Shenandoah, Iowa, during September-October. Results: 40 sales at $52,000 worth of merchandise. Among other station successes: KGLO Mason City, KPRC Houston, KMOX St. Louis, KWKH Shreveport and KMMJ Grand Island, Neb. Contests and offers also have commanded substantial audience response.

Cooperate • To get this response stations personalities work hard as part of promotion and merchandising agreements with client and agency. They cooperate with IH regional and district personnel, prepare program posters for dealers, attend client sales and promotional activities, call on dealers, conduct farm interviews with equipment buyers, and otherwise carry out heavy promotion in newspapers, on the air and in other areas.

Harvester actually went into farm

Music hath charms • The farm market, International Harvester has found, is reached through music as well as other devices. This duet was featured during the Minnesota State Fair by the manufacturer of farm machinery which is making heavy advertising use of radio and TV.
Another big, bright salesmaker on WWJ-TV! It's the first-time-in-Detroit "Clutch Cargo" adventure cartoon series featuring the amazing Syncro-Vox lip process.

Cash in on "Clutch"—timed perfectly to reach WWJ-TV's big early evening family audience just when week-end shopping plans are being made. Your PGW Colonel has complete details. Phone him today!
OPENING GUN IN BBDO RATE CHECK

Agency makes queries in stiffening resistance to further increases in magazine, radio and tv rates. Move construed as polite warning

BBDO is analyzing rates. The major New York agency is going back five years to study rates of radio and tv stations in the top 50 markets. This move by a major agency in the broadcast field is a key to what is obviously a build up toward a stiffening resistance to further increases in rates in national media—including magazines along with radio and television.

So far, BBDO is pecking away at what it believes is a continuing problem of increased costs in advertising.

Specifically the agency wants to know if rate increases by tv stations—or the "failure to adjust" rates by certain radio stations—can be justified by the statistical record of audience or circulation.

Dear John • As a result of its probe of the situation, those stations adjudged to be "out of line" will be sent a "Dear John" letter, which in effect will warn the individual station that "we love you, but..."

The letters to individual stations will be sent in about 10 days. The top 50 markets were selected because the agency figures some 80 percent of national broadcast advertising expenditures are placed in these markets.

The BBDO move, initiated and handled by the media department under the direction of Fred Barrett, vice president and media director, and Herbert Maneloveg, associate media director, covers both radio-tv and magazines. Letters to individual magazines whose rates are believed by the agency to be too high from the standpoint of circulation and cost per thousand already have been received.

A similar letter for broadcast stations has been drafted; the media department is now awaiting the research analysis.

What's Involved • BBDO's research will study the individual stations' rate structures and "plans" with an eye on basic circulation trends, audience received and computed cost per thousands for that station.

While tv is the chief interest of the study, radio also will be included, because of BBDO's belief that there probably are instances of radio stations failing to compensate for a drop in circulation or audience as well as a rise in costs per thousands.

What's Behind It • BBDO has been studying the problem of the increased cost of advertising from the viewpoint of media one line.

As expressed by Mr. Maneloveg last week: it (rate increases) "must stop some time." BBDO, he said, is not content "to sit back and watch this." Hence, the analysis, market by market and station by station and finally the letter.

Network rates are not part of the study, nor will the networks be accorded the station treatment. Why? There are two reasons, which for practical purposes are related. These are (1) the agency must start some place and the stations appear to be the logical place to begin, and (2) network rates for the most part are based on the rates of the individual stations which form the facility's lineup.

The agency media spokesman takes the position that actually some broadcast stations are charging what the traffic will bear rather than to anchor rates to significant rises in either audience or circulation. These rating abuses, BBDO people say, come about via a vicious circle: station "A" increases its rates, perhaps on a basis that is borderline, and then station "B" in that market follows suit but with no justification other than the readjustment in rates made by the competing station.

Magazines also get involved in this rationalization, according to BBDO. A national magazine when confronted with an agency protest on a price jump will throw the ball back at the agency with the retort, "you never protest when broadcast rates go up."

BBDO to Magazines • In its letters to magazines (against which the agency had a complaint) BBDO said in part: "We hasten to add that the print industry is not alone in this trend (higher costs per thousands forcing less frequency of advertising). Broadcasters also have been charging more and delivering less."

BBDO explained last week that by "delivering less" the agency was referring to the rise in rate being out of line with the accompanying increase in circulation (or audience).

The agency said in its letter to magazines that it was concerned with the increased rates because "almost every BBDO client has had to increase the cost of its product within the past few years; yet very few have done so at the same rate of increase occurring in the magazine industry."

Long-range Effect • asked if the agency can expect immediate remedial results, BBDO media spokesmen felt the effects will be of long-range benefit. Stations apparently will not be warned of reprisal but subjected for the nonce with subtle pressure.

Radio has advantage in co-op advertising

Although newspapers come first to mind when co-op advertising is mentioned, radio has certain advantages over the print media for the manufacturer entering into a co-op arrangement with a retailer, especially in the food field, David Fenwick, vice president, Robinson, Fenwick & Haynes, said.

Addressing an Oct. 22 luncheon meeting of Southern California Broadcasters Assn. in Hollywood, Mr. Fenwick pointed out that the typical food chain uses radio at all times of day, reaching various types of listeners.

He added that through the relationship of the food chain and radio station, the manufacturer using radio cooperatively with the chain will frequently get shelf space and display space as well as time.

Virtually all co-op advertising in the food field is commissionable to the agency, he said. He contrasted this with the situation in the appliance field, where the custom is for the retailer to consider the manufacturer's advertising allowance as his own money to spend as he sees fit, without benefit of an agency.

If an appliance dealer uses radio, he generally sponsors a particular time segment of the station's schedule and so reaches only that segment of the total audience, Mr. Fenwick noted, which is not as good for the manufacturer as the food chain practice of spreading its spots throughout the broadcast day.

Five name Doner

Aegean Products Inc. (Grecian Formula 16 hair treatment), Fair Lanes Inc. (bowling establishments) and Bata Shoe Co., as well as two other local accounts have appointed the Baltimore office of W. B. Doner & Co. to handle their advertising.
# 15 features at your fingertips...

## with RCA TV TAPE CONTROL CENTRAL

All operating controls on a single 19” x 17” panel!

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Variable Speed Rewind</strong></td>
<td>Fast forward, fast reverse. Rewinds 90 minute reel in 4½ minutes. Rapid cue any point on tape. Tape speed can be varied until audio or cue channel becomes intelligible.</td>
</tr>
<tr>
<td><strong>2. Single Control Playback</strong></td>
<td>A single push button activates playback functions. Automatically stops at the end of the tape. A stop button is provided for manual operation.</td>
</tr>
<tr>
<td><strong>3. Independent Control of Video, Audio and Cue Recording</strong></td>
<td>A set-up switch activates all electronics, placing the recorder in operation without running tape through. This enables operators to checkout circuitry prior to recording or playback.</td>
</tr>
<tr>
<td><strong>4. Local-Remote Operation</strong></td>
<td>Selector switch delegates basic record/playback functions for local or remotely controlled operation.</td>
</tr>
<tr>
<td><strong>5. Automatic Shoe Positioning</strong></td>
<td>The tape shoe position is automatically controlled during playback to prevent skewing effects. In the record mode, operation is electrically switched to manual—head-to-tape pressure can be adjusted using calibrated dial.</td>
</tr>
<tr>
<td><strong>6. Capstan Speed Control</strong></td>
<td>Manual override of normal operating speed to permit synchronization of two machines.</td>
</tr>
<tr>
<td><strong>7. Video Head Current Indication</strong></td>
<td>Switchable to indicate recording current in each of the four heads or total current in the head assembly. Permits quick diagnosis of performance during recording.</td>
</tr>
<tr>
<td><strong>8. Multi-Purpose Meter/Speaker Selector</strong></td>
<td>Provides instantaneous check of input, record and play functions, and erase in either audio or cue channels.</td>
</tr>
<tr>
<td><strong>9. Independent Audio/Cue Record and Playback Level Controls</strong></td>
<td>Standard RCA broadcast audio amplifiers associated with these controls are interchangeable.</td>
</tr>
<tr>
<td><strong>10. Built-in Monitoring Speaker, and Speaker Volume Control</strong></td>
<td>For monitoring audio or cue channel input, record or playback output. Built-in RCA BA-24 Broadcast Monitoring Amplifier will also drive external speaker.</td>
</tr>
<tr>
<td><strong>11. Master Erase Current Meter</strong></td>
<td>Shows master erase circuit is operating by indicating current in master erase head.</td>
</tr>
<tr>
<td><strong>12. Control Track Current Meter</strong></td>
<td>Provides continuous indication of current in servo-control track head.</td>
</tr>
<tr>
<td><strong>13. Control Track Phase Adjustment</strong></td>
<td>Dual control provides coarse and vernier adjustments. Coarse adjustment is for slipping any of the four heads on to any given recorded track. Vernier adjustment is for centering the heads precisely on that track.</td>
</tr>
<tr>
<td><strong>14. Head Hour Meter</strong></td>
<td>Indicates number of hours on video heads during actual recording and playback.</td>
</tr>
<tr>
<td><strong>15. Sync Selector</strong></td>
<td>For locking equipment to power line or local sync generator.</td>
</tr>
</tbody>
</table>

---

**RADIO CORPORATION of AMERICA**

BROADCAST AND TELEVISION EQUIPMENT  •  CAMDEN, N. J.
The central control panel of the RCA TV Tape Recorder puts all operating controls at your fingertips. Major control features are illustrated on the panel, zoned in 15 areas as follows: (1) Variable Speed Rewind; (2) Single Control Playback; (3) Independent Control of Video, Audio and Cue Record; (4) Local-Remote Operation; (5) Automatic Shoe Position Control; (6) Capstan Speed Control; (7) Video Head Current Indication; (8) Multi-Purpose Meter/Speaker Selector; (9) Independent Audio/Cue Record and Playback Level Controls; (10) Built-In Monitoring Speaker, and Speaker Volume Control; (11) Master Erase Current Meter; (12) Control Track Current Meter; (13) Control Track Phase Adjustment; (14) Head Hour Meter; (15) Sync Selector.

ASK ABOUT THE OTHER VITAL REASONS WHY IT PAYS TO "TAPE IT RCA"!
COTY'S CORTNEY
Proposes network control
nate their "ill gotten gains" to charities so as to clear their conscience.

The events both leading up to and encompassing the bizarre Tuesday (Oct. 27) at New York's Roosevelt Hotel had tinges of a second-rate mystery script.

Open Forum • For last Tuesday's luncheon the Sales Executives Club had scheduled a panel on the tv quiz question. According to Philip J. Kelly, a vice president of Lynn Baker Inc. (advertising agency), who is the club's president, the club maintains an "open forum for ideas and new developments of interest to sales-minded executives."

Mr. Cortney was invited to speak when it was suggested the Coty head would launch — "a campaign for honesty in advertising and selling."

The club planned the following panelists to appear with Mr. Cortney: The Rev. Charles (Stony) Jackson, a Tennessee minister who first charged the Question with having been rigged. Mrs. Louis J. Robbins, National Council of Women of the U.S., and the Rev. Lawrence W. McMaster Jr., executive director of the department of radio and television, the United Presbyterian Church in the U.S.A.

Of the four Mr. Cortney and Rev. McMaster appeared on the platform. Mrs. Robbins withdrew saying she could speak only unofficially and Rev. Jackson failed to appear because of a minor ailment.

Charges of 'Pressures' • On the day before the luncheon meeting, it became known that both Mr. Kelly and spokesmen for Mr. Cortney were charging a Coty competitor with applying pressures to "stop" the planned news conference and the luncheon. Mr. Kelly said Mr. Cortney's statements regarding "alleged irregularities in connection with tv programs, and quiz shows in particular... brought about some positive reactions in the form of pressures from parties who felt that Mr. Cortney's remarks might be a reflection on them."

He cited the pressures to cancel the program as follows: on the program chairman through some of his key clients resulting in his resignation, refusal of an ad agency to carry Mr. Cortney's newspaper advertisement, a "reported attempt to influence" the Coty public relations representative (Christopher Cross, former vice president in charge of public relations and promotion at Grey Adv. and now president of Pan-American Public Relations Ltd.) to "change certain of Mr. Cortney's statements," and "a key participant in the program withdrawing and another begging off due to a stomach ache."

The Rev. McMaster's talk was based on an "open letter" he had written to "associates in the radio and television industry" asking for examination of tv programming and a vigilant, constant re-evaluation. He attacked popularity as the prime criterion in programming. He said he had received a "heartening" response from network, agency and programming executives.

Mr. Cortney's talk centered on a theme of the deleterious effects of the quiz scandal on the tv industry, on businessmen and on the U.S. as a democratic, moral force in the world.

Justice quiz probe to touch all bases

The Dept. of Justice moved into action last week, following within a week President Eisenhower's request that it look into the rigging of television quiz shows (Broadcasting, Oct. 26).

On Wednesday, Attorney General William P. Rogers conferred in Washington with CBS President Frank Stanton and NBC President Robert Kintner. Mr. Stanton was accompanied by CBS-TV General Attorney Thomas K. Fisher; Mr. Kintner by David C. Adams, senior executive vice president; and Thomas E. Ervin, vice president.

A Justice Dept. spokesman said that this meeting was the first in a series of conferences to be held with network officials, the FCC and the Federal Trade Commission.

Two Month Deadline • This investigation, he said, will be completed before Congress reconvenes in January.

Sitting in with Mr. Rogers were the following Justice Dept. executives: Lawrence E. Walsh, deputy attorney general; Malcolm R. Wilkey, chief of the criminal division; Robert A. Bicks, acting chief of the antitrust division, and Robert Kramer, chief of the office of legal counsel.
They said it couldn't be done

(They may be right.)

TEEN-AGE television at seven a.m.? In Houston? With news...sports...music...reports...of a kind important to young people? And panel discussions? LIVE?

It's enough to give a program manager insomnia: Every dawn a new problem, breakfast practically a midday meal, and Studio A full of teen-age egos five mornings a week.

That's what the Corinthian station in Houston has brought about with the new half-hour Ginny Pace Show. Object: To serve an important segment of the community—teen-agers, some 200,000 of whom live within TV sight of KHOU-TV—and many parents, eager to share in the interests of their offspring. Developed with the blessings of the Superintendent of Schools and the encouragement of PTA's, the Ginny Pace wake-up show may also awaken others in the industry to the potential of early-morning local TV.

The perils need not be spelled out. You're aware of them and so are we. We're also aware that someone has to assume responsibility for pioneering with new ideas if television is to maintain vitality and commercial effectiveness. Each station of the Corinthian group is encouraged to take program risks, to try out new ideas, to avoid always playing safe. Sometimes it's good box office, sometimes it isn't. It's always healthy.

Responsibility in Broadcasting.

THE CORINTHIAN
Serving the greater DALLAS-FORT WORTH market

BROADCAST SERVICES OF THE DALLAS MORNING NEWS

There are no short cuts to quality, as evidenced by the beautiful prints produced by the age old process of stone lithography.

Neither are there short cuts in the building of a quality image so precious in the operation of today's better radio and television stations.

Represented by
Edward Petry & Co., Inc.
The Original Station Representative
While the trade talked Stanton-Murrow, the public was talking Van Doren-Bloomgarden. Charles Van Doren and Hank Bloomgarden, big money winners on NBC's defunct Twenty-One, had gone voluntarily to the New York District Attorney Oct. 23 and reportedly made "substantial changes" in the statements they had given earlier. The District Attorney wouldn't say what the changes were. He did say Mr. Van Doren's original statement "related to his receiving questions and answers on the program."

At about the time Mr. Van Doren was visiting the Distrist Attorney, NBC-TV was announcing cancellation of Tic Tac Dough. "Further evaluation of public reaction following recent evidence of previous rigging of the program has led to the conclusion that its public standing has been impaired," NBC explained. It took pains to note that testimony "clearly established" that the rigging occurred before NBC took over production from Barry & Enright a year ago.

**CBS-TV affiliates support Stanton**

CBS President Frank Stanton got the full backing of the CBS-TV Affiliates Board last week in his campaign to drive "deceits" off the network.

Holding its annual meeting at Pebble Beach, Calif., the board elected William B. Quarton, WMT-TV Cedar Rapids, Iowa, as chairman of the affiliates association. It also adopted this resolution: "Whereas: the CBS-TV Affiliates Board recognizes that public trust and confidence are essential to the effective performance of broadcasting, and that tawdry practices in the production of quiz shows as recently disclosed have violated this public trust and confidence; "Be it therefore resolved: that this board unanimously and without reservation endorses the action of the CBS in eliminating big-money television contests from the CBS-TV network, in assuming full responsibility for content and quality of network programs, and in assuring the American public that what they hear and see on CBS programs will be exactly what it purports to be; "And further: that this board records its gratitude for the decisive and courageous leadership exercised by Dr. Frank Stanton and the CBS-TV network in actions which enable television to move toward its constantly increasing potential for the public service."

---

**'HANDS OFF THOSE SHOWS'—COTY**

Stick with commercials, says Cortney; rival Revlon sings

A side fracas to the general furor over TV quiz rigging broke out along Madison Avenue last week. The skirmish involved two TV advertisers, an advertising agency and an innocent bystander.

The advertisers were cosmetic competitors Coty Inc. and Revlon Inc. BBDO was the agency, while the innocent organization caught in the incident was the Sales Executives Club of New York.

Among the developments:

- Coty's President Philip Cortney launched a crusade against repetition of the "shameful TV quiz hoax." Mr. Cortney proposed that advertisers not be permitted to exercise any control over programming in the broadcast media, and that stations and networks alone "must . . . control program content and thereby assume full responsibility for protection of public interest." (Mr. Cortney's "solution" was similar to that set forth a day later by Rep. Chester Bowles, Connecticut Democrat, who spoke at a luncheon in New York [see story, page 70]).
- Charges of "pressures" being brought by a competitor were aired publicly both by Mr. Cortney and the Sales Executives Club of New York which provided the platform for a panel to speak on "The Honest Quiz." The principals involved later identified Revlon as the "competitor." Revlon officials refused comment.
- It appeared that Coty and BBDO, its agency, were far apart on the matter. Mr. Cortney at a news conference before the luncheon accused BBDO of having (1) refused to place his "public service advertisement" in newspapers in New York and elsewhere in the country, and (2) of having hinted to Mr. Cortney that his ads would embarrass the agency because it was associated at one time with The $64,000 Question (BBDO was Revlon's agency a few years back when the advertiser enjoyed a sensational sales success as a result of the show's popularity).
- It was speculated freely that Coty Inc. and BBDO had come close to a parting of ways. When asked how his call for "morality" in business would apply since he was continuing to place business with BBDO, Mr. Cortney said if he developed that the agency had participated in "this fraud," Coty would withdraw its account.

Coty In Tv • Coty bills an estimated $3.5 million a year, of which approximately $2.1 million is in television; the bulk in spot tv and the rest in participations in ABC-TV's daytime program block (Gale Storm Show, Beat the Clock and American Bandstand).

Mr. Cortney told newsmen that he had been offered several quiz shows by the agency but that he had declined to buy into any one of them.

In addition to outright network control (they are "licensed by the government to exploit the air," he asserted), Mr. Cortney demanded that "businessmen" who sponsored the ill-fated quiz shows testify before the Congressional Subcommittee; that they, as well as the networks and winning contestants do...
MORE GREAT CONSOLIDATED SUN RAY STATIONS

WSAI CINCINNATI

and

TAMPA-ST. PETERSBURG WALT

Join WPEN—Philadelphia’s foremost station in teaming up with GILL-PERNA as exclusive national representatives

GILL-PERNA, INC.
NEW YORK LOS ANGELES
CHICAGO SAN FRANCISCO
DETROIT BOSTON
Probe resumes

The House Legislative Oversight Subcommittee will resume its TV quiz hearings today (Monday) in Washington. Big-money winner Charles Van Doren is under subpoena to appear.

But, just what course the subcommittee will follow and what shows will be on the firing line still was being planned as late as yesterday. None of the nine committee members were due in Washington before the weekend. Chairman Oren Harris (D-Ark.) planned to arrive Saturday after a Friday night meeting of Democratic hierarchy in Little Rock.

The subcommittee staff deferred all questions last week with “It will be up to the members and chairman to decide.” Many of the members were not due in Washington until late last night but several have stated, from their home districts, what they would like the subcommittee to investigate.

It is known, for instance, that $64,000 Question and $64,000 Challenge will be on the firing line. Several other defunct shows face the same prospect. Network executives also will be called.

“It promises to be an interesting week,” predicted one member of the subcommittee.

Contestants are required to return their winnings and that this money be used to defray the expense of the subcommittee. “Thanks for doing a wonderful job,” he wrote.

From Atlantic City came a letter demanding the immediate ouster of FCC Chairman John C. Doerfer and a correspondent from Oneida, N.Y., said the Commission should be abolished. “... What useful purpose does this group serve?” he asked. The same Oneida writer accused TV of censoring news by not covering the TV quiz hearings (prohibited by House rules).

Writers from Live Oak, Fla.; Arvada, Colo.; Abington, Conn.; Cleveland, Amarillo, Dallas, Nashville and other cities praised the subcommittee for airing the TV quiz skullduggery. One said he has suspected all along that Whatever My Line is rigged, “but I couldn’t prove it.”

Another correspondent, from Amarillo, felt that the subcommittee is questioning the wrong people and that the networks should be held accountable.

Subcommittee Condemned • “How can representatives be so dumb?” asked a Los Angeles writer in claiming they are on the wrong tangent.

A La Jolla, Calif., writer asked: “Why all the fuss about TV quiz shows? The contestants won money. The viewers were highly entertained. Congress would be better off spending its time and money on important things.” In a P. S. he said that most of his friends feel the same way.

A letter from Indianapolis suggested that the congressmen investigate their “own backyard” while talking about immorality. “I feel that a little dishonesty on TV quiz programs is insignificant compared to the immorality of some of the acts of Congress...” he said.

From Redlands, Calif., came a plea for the return of quiz shows, “the highest quality programs on TV.” The writer accused the Harris subcommittee of “making a mountain out of a molehill” and said it isn’t the contestants who are important, but the information passed on to the viewer.

More important things should occupy the time and money of Congress, opined a writer from Amarillo. “Is the skullduggery of a TV program as important as excessive taxation and spending?” he asked.

A Philadelphian charged that the committee investigation is a “... fake, just like all the other headline hunting investigations. Why does the committee try to kid the public? Happy election day.”

Murrow-Stanton exchange aired

For the span of 24 hours or so last week, it was almost quiet. There was nothing really startling to report in the way of new reactions within the industry to the quiz scandal. But it was only an interlude between the verbal storm.

The most talked-about item in the trade was what Edward R. Murrow had to say about his boss, CBS President Frank Stanton—and what it meant for Mr. Murrow’s future. Dr. Stanton had said the previous week that people ought to know Person to Person was re-heard—and they were so told in the Oct. 23 program—and producers John Aaron and Jesse Zousmer, reacting to this “slur,” had announced “amicable” settlement of their contracts (Broadcasting, Oct. 26).

Then, over the weekend, Mr. Murrow was heard from. In London, on a working sabbatical, he issued a statement asserting that “Dr. Stanton has finally revealed his ignorance both of news and of requirements of TV production. ... Surely Stanton must know that cameras, lights and microphones do not just wander around a home. Producers must know who is going
...telecasting from the world's tallest man-made structure!*

PORTLAND'S NO. 1 STATION

WGAN-TV

The Gay Gannett Broadcasting Services

CHANNEL 13 • PORTLAND, ME.

*The WGAN-TV tower stands 1,619 ft. high

FULL POWER . . . FULL-TIME OPERATION BEGAN OCTOBER 30
Now it's deceit in commercials

Is there hanky-panky in television commercials as well as in television quiz programs? The Television Code Review Board intends to find out.

On Oct. 23 Donald H. McGannon, president of Westinghouse Broadcasting Co. and chairman of the code board, told the NAB regional conference in Boston that the board was investigating charges that some tv commercials were faked.

He did not identify the source of the charges beyond saying it was a newspaper columnist. Plainly, however, he referred to Drew Pearson whose nationally-syndicated column, earlier in October, had described several commercials which Mr. Pearson felt were fraudulent.

Last week Mr. McGannon amplified his Boston remarks. In an interview with BROADCASTING, he said that the code board wanted to know whether tv advertisers were going beyond reasonable limits in demonstrating product claims.

Examples Alleged • The following examples of alleged rigging in commercials cited by Mr. McGannon in his Boston talk, point up what the tv code board is investigating.

A commercial shows two cleansers used. Product X fails to scrub the sink to a sparkling white. When the advertised product is applied, the sink suddenly is spotless. But the sponge which applied the advertised product had an abrasive—perhaps sandpaper or steel wool—under it.

A commercial shows a glass of water on top of the dashboard panel of the advertised automobile. The auto takes the bumps, but not a drop of water is spilled. The background is actually on a rear projection screen. The screen is made to move up and down and the automobile is not in motion.

Mr. McGannon took these two complaints from several which were printed in Pearson's column. Mr. Pearson has been asked officially to identify the commercials as to product, and if he has the information, to as agency. Once the review board has evidence in hand, it will then approach the agency which handled the commercial to find out what devices were used in the commercial's production. Any information uncovered by the board will be kept confidential. Mr. McGannon expects that a report will be ready for the board in about the second week of November.

A Serious Study • The code board will carry through its inquiry whether or not Mr. Pearson cooperates, Mr. McGannon said. Though its staff is limited, the board is prepared to conduct a tedious search of tv commercials, pinning down those in which the contents could be suspect. The agency responsible for the commercial in question then will be approached and a suggestion made that the film's producer also be made available for questioning.

In any of these probings, should evidence be uncovered of fraudulent presentation, the agency and/or advertiser will be asked to withdraw the commercial from the air. If this is refused, the code board has the alternative of identifying the commercial and suggesting to stations that they do not carry it.

Has any agency executive given Mr. McGannon reason to believe there is some hanky-panky in tv commercial production? Mr. McGannon says 'no, while noting he has received a number of communications from fellow broadcasters commending the board's inquiry.

Get After It • Mr. McGannon admits the code probe of commercials hits at a time when tv's prestige is at low ebb because of the quiz scandal. But, he stresses, if the tv commercial issue is left on the shelf—as was the tv quiz matter—it can boomerang with similar impact.

A fine line must be drawn in the sensitive area of possible deceit in commercials, Mr. McGannon says. There is a difference between "theatrics" or other tampering with the product or situation in order to make a more dramatic impression—for example, highlighting the lettering on a box or deepening the color of a good food so as to make it look more appealing (often a food loses its natural appeal when viewed on a tv screen)— and making claims that are clearly extravagant.

The question, Mr. McGannon asserts, is whether the public is misled by commercials. The mode of presentation is in degree, he comments, emphasizing also that "allegations have been raised" against the integrity of tv advertisements and it behooves the industry to answer the allegation.

after they had been sealed upon presentation, has received only a moderate amount of mail from the public on its tv quiz investigation.

The total is less than was expected, several sources said last week, and "substantially less" than the subcommittee received during the Adams-Goldline hearings in the summer of 1958.

Best guess from different subcommittee sources placed the daily average of mail, since the first round of tv quiz hearings last month, at about 60-65 pieces daily. Total mail is a "drop in the bucket" to that received by the parent Commerce Committee on pay tv, it was reported, which drew more in one day than the tv quiz investigation all together.

Much of the mail was critical of the subcommittee, running as high as 40%; one source estimated, and as low as 15% according to another. A number of the mail condemned the subcommittee for "persecuting" Charles Van Doren.

The offices of individual members of the subcommittee reported receiving very little tv correspondence addressed to them personally, with most going to Chairman Oren Harris (D-Ark.). The mail was "very heavy" immediately after the first public hearings closed last month (BROADCASTING, Oct. 19) but had tapered off to very little late last week.

Rep. Harris has given orders that the mail is not to be released to the public and, as a subcommittee source said last week, "We've gotten some damned valuable leads from some of this mail."

A large percentage of the letters were written by persons who had individual axes to grind, in many instances not related at all to the current investigations. One lady from Vermont wrote that, after applying to become a contestant on Tic Tac Dough, two "sharpies" showed up and forced an expensive set of encyclopedia on her. They claimed, she said, that questions on the program were based on information in the volumes. Others "demanded" investigations of such things as baseball, taxes, sewing machines, newspapers and jazz.

Random Sampling • A sampling of comments taken from the congressional mail, mostly to individual members:

From "six families from a six family house" in New York: "We demand the jailing of those in on the fix. We mean executives as well as those who fed and those who had the answers fed to them. No whitewash of these frauds and crooks. We are waiting and watching what's done here in Congress and by whom."

A Miami, Fla., man suggested that
TEN YEARS OF QUALITY REPRESENTATION...

Just over ten years ago—it seems much shorter—Harrington, Righter and Parsons opened shop in the old Marguery Hotel at 247 Park Avenue in New York.

There were only 900,000 TV homes across the country then—45 million today. Our first headquarters in 1949 operated from a hotel room; today they cover 10,000 square feet in our new whole floor at

415 Madison Avenue, New York 17

Expansion is always exciting. We think it even more exciting when growth results from a basic philosophy of business operation. In our case, this has been a continuing belief in television representation only for a selected list of quality stations in key markets.

---

television — the only medium we serve

WAPI-TV Birmingham  WBEN-TV Buffalo  WJRT Flint
WFMY-TV Greensboro/Winston-Salem  WTPA Harrisburg
WTIC-TV Hartford  WJAC-TV Johnstown  WDAF-TV Kansas City
WHAS-TV Louisville  WTMJ-TV Milwaukee  WMTW-TV Mt. Washington
WRVA-TV Richmond  KSLA-TV Shreveport  WSYR-TV Syracuse
What public thinks of TV quiz issue continued

ly to feel the big money quiz shows are dead. Would they watch big money quiz shows in the future? Most said “no.”

In Seattle-Tacoma • Public reaction to the quiz show scandal is sharply divided between those whose confidence in television has been badly shaken and those who believe television is show business—a vaudeville act or magic show, in which deception is part of the act. Among the comments:

Housewife: “It never occurred to me the shows weren’t rigged. What’s all the fuss?”

University professor: “I personally was delighted at the disclosures. Quiz shows kept good programs off the air and the scandal about them merely vindicates my judgment about them.”

Insurance executive: “The public was duped, without a doubt. The integrity of the entire industry is now open to question.”

Waterfront worker: “A quiz show is entertainment, not an art form. That’s why they hooked the quiz shows up. Those congressmen are just looking for some free publicity.”

In Hollywood • Most, but not all, people interviewed by Broadcasting expressed more concern that Charles Van Doren’s seeming surrender to a cynical acceptance of a crooked situation for cash, would result in “setting education back 20 years.” They felt that this side effect was more serious than the temporary black eye television has received.

The reasoning of this group was that people would want TV as long as the shows were put on free, no matter how bad. But if a man from a good family, brought up without much economic pressure and with a first rate education, forgets moral precepts the minute he has a chance at $100,000, what’s happened to American standards. Have we become decadent?

Some parents interviewed asked: What do you tell a teenager about not cheating on an exam because it hurts him, not the school, when he believes that perhaps a professor cheated and got big dough for doing it? Among other responses:

Apartment house manager: “I hope Name That Tune and Original Amateur Hour won’t be affected. They’re good shows. Helped start a lot of people to stardom. I don’t see how they could be dishonest.”

In New York • The quiz investigations were staple table talk at such gatherings as the American Marketing Association’s workshops and luncheon meetings. Comments to a large degree were personal reflections and not those of TV insiders. Lunchers quizzed each other on whether or not Mr. Van Doren was coached during his Twenty One career, for instance. A market researcher on one table told of his wife’s experience a short time ago on a quiz which urged participants to go for high stakes because it enhanced the show’s suspense value. Another luncheon protested investigations by Congress without specific legislative purpose. Elsewhere in the big city:

Cleaning woman in mid-town skyscraper: “When are they coming back? TV quizzes are entertaining. I don’t care if they are fixed or not.”

Fireman and wife: “They were pretty good entertainment. We suspected they were fixed, but it doesn’t matter much.” The husband felt canned laughter on comedy shows is “offensive and phony” but his wife disagreed. She said it “helps put the viewer in the spirit of the program.”

New Jersey cab driver: “I thought all the shows might be fixed, but we still enjoyed watching them.”

His wife: “I’m disappointed some of the give away shows are being dropped. I was thrilled at the mink coats and wonderful jewelry won by some of the contestants.” Questioned about confidence in TV, the husband answered, “What’s confidence got to do with it? You like TV or you don’t. We like lots of the shows.”

Attorney: “I was never really certain the shows were rigged. But I’m extremely disappointed about Van Doren. I studied under Mark Van Doren at Columbia and had a tremendous respect for the Van Doren name. Among thinking people, TV’s image is somewhat soiled, but this will improve with time.”

School teacher: “The networks were negligent in their duty to the public in letting people think those quiz shows were honest and true. The contestants didn’t win their prizes, they were given presents.”

Mail on Capitol Hill • The House Legislative Oversight Subcommittee, which unlocked the grand jury findings
SIGMUND FREUD reversed the traditional thought of centuries by emphasizing the subconscious mental functions that motivate people to action. Here was a creative genius. Through his writings, he sold the world an entirely new concept: psychoanalysis. He has been called many things—now a salesman. WRIT has revised the traditional concept of radio programming. Its music, dominant personalities and public services form a powerful voice that sells your products and services on every level of consciousness in the big Milwaukee market. WRIT, above all, is a salesman! No wonder wonderful WRIT is first in Milwaukee. (June-July Nielsen.)

WRIT MILWAUKEE

BERNIE STRACHOTA, General Manager
SOLD NATIONALLY BY ROBERT E. EASTMAN

THE BALABAN STATIONS
in tempo with the times

JOHN F. BOX JR., Managing Director
What public thinks of

Mr. Van Doren. Such a nice person.”
Lawyer: “Entertainment’s entertainment.”
Secretary: “Who takes television seriously?”
Taxi driver: “What the hell, it was free entertainment.”

Housewife: “Any of us would have done the same thing.”

In Dickinson, N.D. Apathy appears to best describe public reaction to the tv quiz disclosures. Among the responses the Broadcasting interviewer got were these:

Housewife: “The shows shouldn’t be rigged, but let’s have them back on, fixed or not.”

Housewife: “I want Name That Tune back.”

Barber’s customer: “It’s a shame some of the programs were rigged. They should be cleaned up within the industry and come back with the programs.”

Businessman: “A small issue made much bigger than necessary.”

Businessman: “I watch them strictly for entertainment. They don’t disturb me a bit one way or another.”

College professor: “All too often their delayed and thoughtless answering of questions seemed phoney on a number of the big money shows. The rigging should be exposed for what it is. TV has an obligation to reflect the truth. The programs were very persuasive in establishing and planting of an image in the mass audience of an intellect, and now because of deception they will probably arouse some disillusionment. On the other hand, the public many times enjoys being duped. They enjoy it even though they know it’s phoney.”

Man-on-the-street: “The only regret I have was that I didn’t have a chance to get on one of the shows before they were discovered rigged.”

In Houston A woman secretary commented, “I see no reason to let the rigging affect my enjoyment of television. Perhaps a code of morals was violated, but rigged or otherwise, the quiz shows gave me good entertainment.”

Secretary: “Why not assign tutors for contestants on future quiz shows or put a ‘second’ in each corner.”

Secretary: “Perhaps more of those who were defeated by the rigged stars should be given another chance. If I had been one of those competing against the stacked deck, I’d be plenty sore. And inclined to do something about it.”

Night chief of police: “I think what went on in the quiz shows definitely will make the public lose faith in all give-away shows, now, and in the future. The rigging has destroyed any illusion of reality which might have existed on the quiz shows. As for canned laughter, let it be. I like to watch comedy shows. If they’re funny, I laugh.”

Police reporter for newspaper: “The rigged quiz shows definitely defrauded the public, but my beef is canned laughter. It’s phoney and the intent is the same as those faked quiz shows.”

Housewife: “I don’t think there was anything wrong with helping contestants. I like quiz programs. I never really thought about whether they were on the level and I doubt that many viewers did not think they were fixed.”

Attorney: “The worst part of the rigging quiz shows to me was the passing off of the contestants as being honest. People watch television to be entertained. They don’t mind being fooled unless it’s done the wrong way. The quiz shows did it the wrong way. As a result, when there is any doubt whether a program is on the up-and-up, the viewers are going to think the worst. They will remember the rigged quiz shows, at least for a while.”

Insurance salesman: “I don’t blame television. I blame the people who run the program, whomever they may be. They figure they have a show that will sell, so they write a script, pick the actors, and full speed ahead.”

Secretary: “As far as over-all television programs are concerned, the quiz scandals have not disillusioned me because television is strictly a medium of entertainment. I enjoyed Twenty One and Wagon Train.”

Secretary: “Fifty percent of today’s entertainment is faked and it is regrettable that those of Phi Beta Kappa intelligence allowed themselves to be exploited for money, dropping them from a hero’s role to that of a villain, but the blame lies with the producers, networks, and sponsors, not the contestants.”

In Oklahoma City Belief appeared almost unanimous that the quiz scandals have not changed viewing habits nor affected the enjoyment of other tv fare. Those most shocked or disappointed were older viewers who said it was as if a member of the family had been arrested or jailed. Random quotes:

Teenager: “I knew it all the time. Nobody could know that much.”

Filling station attendant: “I expect a wrestling match to be faked, but I didn’t expect a quiz show to be.”

Housewife: “Canned laughter doesn’t bother me. When I’m ironing and hear laughs, I look up, get interested.”

Man-on-the-street: “Canned laughter’s an insult to the intelligence.”

Those interviewed appeared general-
Adventure shows, mysteries—you name the big ones, WSOC-TV carries them in Charlotte. By being able to pick the best of both NBC and ABC, WSOC-TV comes up with program strength unmatched anywhere in the Carolinas. It is changing the viewing habits of America's 25th largest television market—fast! Buy WSOC-TV now ... one of the great area stations of the nation.

WSOC and WSOC-TV are associated with WSB and WSB-TV, Atlanta; WHIO and WHIO-TV, Dayton

BROADCASTING, November 2, 1959
WTHI-TV offers the lowest cost per thousand of all Indiana TV stations!

One hundred and eleven national and regional spot advertisers know that the Terre Haute market is not covered effectively by outside TV.

WTHI-TV

CHANNEL 10 • CBS—ABC

TERRE HAUTE INDIANA

Represented Nationally by Bolling Co.
Sealed with a shake • The new owner of WIP Philadelphia greets the new vice president of Metropolitan Broadcasting Co. John W. Kluge (1), president of Metropolitan, and Benediet Gimbel Jr. (r) president of WIP, seal with a handshake the $4.5 million purchase of WIP by Metropolitan, which includes the appointment of Mr. Gimbel as vice president in charge of radio for all Metropolitan stations (BROADCASTING, Oct. 26). Mr. Kluge also announced that Metropolitan Broadcasting will pursue the WIP application for ch. 12 in Wilmington. Del. WIP is one of four applicants for the vhf channel relinquished earlier this year by Storer Broadcasting Co. The others: Rollins Broadcasting Co.; Egmont Senderling and associates and the Metropolitan Philadelphia Educational Radio-TV Corp.

WZKY is 250 w daytimer on 1580 kc.
• KCOG Centerville, Iowa: Sold by Robert K. Beck and associates to Leroy Okerlund and group for $55,000. Mr. Beck also publishes the Centerville Iowa Home. Broker was Blackburn & Co. KCOG is 100 w fulltime on 1400 kc.
• WLSC Loris, S.C.: Sold by Terrell J. Rozier, Arthur D. Nix and associates to Pee Dee Broadcasting Co. for $45,000. Pee Dee company comprises James Harpring, Walter Molic and Joel E. Cole, who also own WATP Marion, S.C. Broker in the transaction was Paul H. Chapman Co. WLSC is daytimer with 1 kw on 1570 kc.

AB-Paramount profit
In its third quarter report for 1959 released last week, American Broadcasting-Paramount Theatres Inc., New York, showed an estimated net operating profit of $1,340,000 or 32 cents a share, compared to $1.1 million or 25 cents a share in the like period of 1958.

For the first nine months of 1959, AB-PT's estimated net operating profit was 26 percent higher than the like period a year ago, reflecting improvement both for the ABC Broadcasting and Theatre Divisions of the company, according to Leonard H. Goldenson, president. Net operating profit for the nine months was $5,226,000 or $1.22 a share compared with $4,142,000 or 94 cents a share for the same period last year.

• Rep appointments
• KOWH Omaha: Daren F. McGavren Inc., N.Y.
• WKAT Miami, Fla.: The Bernard I. Ochs Co. for southeast.
• KKKD Los Angeles and WATV Birmingham: Avery-Knol dell Inc., N.Y.
• The Paul Bunyan Television Network (WPBN-TV Traverse City and WTON-TV Cheboygan, Mich.): Venard, Rin toul & McConnell Inc.

Media notes
News conference • More than 100 high school newspaper editors and their faculty advisors will attend Thursdays' (Nov. 5) WSB-AM-TV Atlanta-Henry W. Grady School of Journalism (U. of Georgia) News Broadcasting Conference. The meeting is at WSB's White Columns studios, 8:45 a.m.-3:30 p.m. A year's tuition scholarship to the journalism school will be offered by the stations in a contest for students. Contestants will enter their interpretations of the conference after the meeting.

KOIL moves offices • KOIL, Omaha, Neb., executives have moved from the studios to 8401 Dodge there.

Broker moves • Edwin Tornberg & Co. (national radio-tv broker), has moved its west coast office to 860 Jewell Ave., Pacific Grove, Calif. Telephone: Frontier 2-7457.

WPON on air • WPNC Plymouth, N.C., commenced operation Sept. 11. The station is owned by Harry A. Epperson Sr., owner of WBRG Lumburg, Va. WPNC, managed by Lew' R. Kurtz Jr., is on 1470 kc. with 1 kw.

Four more to ABC • ABC Radio has announced signing of four new affiliates—WICU Erie, Pa.; KWEB Rochester, Minn.; WPCF Panama City Fla., and KCKC San Bernardino, Calif. WICU is owned and operated by Dispatch Division of Airway Branch. Inc. Edward Lamb is president and Ben McLaughlin is general manager. KWEB is owned and operated by Oli-

---

Settle quiz account

NBC last week confirmed reports that the network had settled a "personal services" contract with Barry & Enright Productions, New York, for $26,000 a week before the Congressional investigation began. In May 1957, B & E sold four quiz programs—Do Re Mi, Twenty One, Tic Tac Dough and Concentration—to NBC for $2,200. B & E produced the shows for the network until Oct. 1958 when charges of "rigging" erupted. Since that time, B & E had a "personal services" contract with the network, the precise details of which has not been explained by NBC.

---

Greenville - Spartanburg, S.C., theatre chain and other interests - increases its voting stock in WFGA-TV to 46½ % and preferred to 60%. Mr. Hodges, president, is retiring from active business. WFGA-TV is on ch. 12, affiliated with NBC-TV (primary) and ABC-TV (secondary). It began operating in 1957.
• KKIS Pittsburg, Calif.: Sold by Ronald B. Woodyard group to Burrel L. and Len H. Small for $350,000. The Smalls own WKNK Kankakee and WRRR Rockford, both Illinois, and also publish the Kankakee Journal and Ottowa (III.) Republican Times. The transaction was handled by Blackburn & Co. KKIS is 5 kw on 990 kc.
• WPET Greensboro, N.C.: Sold by Guilford Advertising Agency to James S. Beattie and wife for $170,000. Mr. Beattie, a Washington, D.C., advertising agency man, already owns 45% of WMBT Butler, Pa., and 33½% of WELE Daytona Beach, Fla. He sold his interest in WPIT Lexington Park, Ky., last summer. WPET operates on 950 kc with 500 w, daytime.
• KCIX-TV Nampa, Idaho: Sold by Roger L. Hagadone to KTII Inc. for $128,600. KTII Inc. is 80% owned by KBLI Inc., licensee of KBLI Blackfoot and of KTLE(TV) Pocatello, Idaho, and 20% by Joe Bloom (Forjoe Inc.). KBLI Inc. principals (Howard D. Johnson and others) also own KNAK Salt Lake City. KCIX-TV is independent on ch. 6, began operating in November 1958.
• WZKY Albermarle, N.C.: Sold by Jake T. Presson, Lottie P. Kellum and H. E. Payne to Robert R. Hilker and others for $70,000. Mr. Hilker has interests in WCGG Belmont and WEGO Concord, both North Carolina, and WPCC Clinton, S.C. Transaction was handled by Paul H. Chapman Co.
**PROGRAMMING

A TV SERVICE NETWORK?**

Video tape key factor in current analysis; Khrushchev coverage, football set pattern

Can another television network be formed—and flourish? A full-grown, conventional network appears to be beyond the pale of reality. But on the drawing-board is a blueprint for a “service network” to provide selected types of news and topical programming to groups of stations on an interconnected basis.

The prime protagonist of this project is United Press International. The catalyst is television’s wonderchild, videotape recording. Through the years, plans for a service network have been proposed for both radio and television. The economic bugaboo has been telephone line cost. UPI believes that this consideration can be resolved, though admittedly it won’t be easy.

With little fanfare, UPI has implemented two projects that has given the organization a background in service networking:

- On September 15-17, through its subsidiary, United Press Movietone News, UPI established and operated a one-hour closed-circuit network that fed film coverage of the Khrushchev visit for video-tape recording by 11 stations and the Canadian Broadcasting Corp. and their subsequent use on local news programs.
- During the current football season, UPI has established an interconnected network, serving 58 stations with a one-hour tape program of each Saturday’s Notre Dame football game for presentation on the air the following day.

**“K” Coverage Analyzed**

W. R. Higginbotham, manager of United Press Movietone, who supervised the Khrushchev experimental coverage, is now analyzing various facets of the project: the cost of establishing a service network; the ways the cost can be met, including various uses of the circuit; technical problems, and types of programming material to be furnished.

Mr. Higginbotham believes that a service network can become a reality and can make a useful contribution to television stations. He points out the service UPI is contemplating would provide about 20 minutes of newsmagazine material per day and notes that conventional networks, during their prime evening newscasts, utilize six or seven minutes of film footage. This factor, Mr. Higginbotham reasons, would make the UPI projected service useful to network as well as independent stations.

Within the next few weeks, Mr. Higginbotham hopes to complete a financial analysis of the Khrushchev project and discuss it with station officials who participated in the undertaking. Their reaction will help to shape UPI’s future steps.

**Diversified Programming**

Mr. Higginbotham concedes that it is “exceedingly doubtful whether a video network can be financed solely for the purposes of a news or newsmagazine service. He adds, however, that a solution lies through supplying various programming (sports, documentaries, special events) that would be devised by participating stations and acceptable to all of them.

The Khrushchev project was a “smashing success,” according to Mr. Higginbotham. Without exception, stations praised the undertaking and only a few minor criticisms were voiced about such procedures as cueing. The quality of transmissions were called “excellent.”

The Notre Dame football package is produced by Newspix Inc., New York, with UPI serving as sales agent and arranging for telephone circuits. The game is taped at the field, fed by cable to a nearby tv station (usually WNDU-TV South Bend when Notre Dame is playing at home) and edited to a one-hour version. The narration by Harry Wismer and Edward (Moosie) Krause is supplied during the re-recording of the tape. Several duplicates also are made for air-mailing to stations who are unable to receive the regular feed originating from WNDU-TV the following day.

The Notre Dame project is under the supervision of Philip R. Curran, UPI’s assistant director of client relations and Philip G. Reed, assistant general business manager.

**Conley Electronics buys SRTS library**

Purchase of the Standard Radio Transcription Services Music Library by Conley Electronics Corp., Skokie, Ill., was announced in Chicago last Wednesday.

The library will provide an additional source adaptable for Conley’s new Moodmaster Automatic Background Music system for business establishments, according to Tom Parrish, director of audio programming. The library consists of over 7,000 selections recorded at an initial cost of $1 million. Among the artists in the diversified library (light concert, popular, dance, concert pops, vocal and novelty) are Tommy and Jimmy Dorsey, Bill May, David Lewinter, Bob Crosby and Frankie Lane.

The library will provide material for “mood” music magazines, with music re-recorded through a special control process, setting volume and determining necessary equalization. The system is leased or sold through local distributors. Purchase of the SRTS library was understood to be the first of a series of acquisitions by Conley as part of an expansion and diversification program.

**Paramount film, vtr activity is expanded**

Paramount Picture Corp. is reorganizing its tv activity in film production and tape.

The appointment of George Gruskin to head film programs and west coast operations for the new Paramount TV Div. was announced last week. The division is headed by Robert J. Rubin, who works out of New York and provides liaison between East and West Coast. Mr. Gruskin, for many years identified with the radio-tv department of William Morris talent agency, will develop new programming for Paramount. Paramount’s tv tape operation, being operated separately, was announced by James A. Schulte, vice president of Paramount Television Productions. A stepped-up syndication program gets underway next year under Al Goustin, who will be offering a minimum of three film series a year, it was reported. KTVA (TV) Los Angeles, owned by Paramount, has been active in tape production.
Pacific Ocean Park • CBS Inc. and Los Angeles Turf Club have sold Pacific Ocean Park, oceanside amusement park at Santa Monica, Calif., to John M. Morehart, west coast beach property developer. Price was not disclosed but it is reported to be in excess of $10 million. CBS and the Turf Club had jointly and equally owned the park, which was opened in July 1958. Subsequently, Jack Van Volkenberg, who was former president of CBS-TV, took over as operating head of POP, remaining in that capacity through the present season which ended Oct. 11, when the park closed for the winter. Mr. Van Volkenberg was in Florida last week and not available for comment.

Adds second vtr • WTTG-(TV) Washington, D.C., announced the purchase of a second Ampex video tape recorder on the anniversary of their initial purchase. John E. McArdle, general manager of the Washington station said that the second recorder “will add a new dimension to WTTG (TV)’s telecasting potential. We will now be able to transmit video tape, while at the same time we are producing new tapes. Our ability to videotape record programs and commercials now becomes limitless.”

Music fund raiser • American Composers Alliance, New York, last week named comedian-musician Jack Benny as winner of its Laurel Leaf Award for 1959, presented annually for distinguished service to music in America. The award, which will be given to Mr. Benny by Ben Weber, president of the ACA, at the President’s Ball of the National Press Club in Washington on Nov. 21, is in recognition of Mr. Benny’s benefit concert appearances. In the past four years he is credited with raising more than $1.5 million for musicians and music organizations.

Action on access • W.C. Swartley, Westinghouse Broadcasting Co. vice president for the Boston area and 1959 president of the Massachusetts Broadcasters’ Assn., has recommended that the association set up a permanent freedom of information committee. Its first project would be to set up demonstrations and discussions on court coverage with local bar associations. This would complement work done at the national level by NAB, he said.

Windfall • Big Joe’s Happiness Exchange Foundation, distributor of charitable funds collected by Big Joe Rosenfeld through his nightly (midnight-4 a.m. EDT) program over WABC New York, has received a $1.21 million bequest in General Motors stock. It was left by Mrs. Dewitt Page, who died Oct. 5. The widow of a General Motors vice president three years ago had given the Happiness Exchange Foundation $40,000 in cash. The 22,060-share block of GM stock left the foundation was the largest single gift in a will distributing millions to charity, schools and relatives.

AMST gains five • The Assn. of Maximum Service Telecasters has announced that five more video stations have joined the organization, bringing its total membership to 125. New members: O. M. Schloss, WIC (TV) Pittsburgh, Pa.; Robert R. Thomas Jr., WOAY-TV Oak Hill, W.Va.; Hulbert Taft Jr., WTVN-TV Columbus, Ohio, and WBRC-TV Birmingham, Ala., and Thomas S. Bretherton, WTOL-TV Toledo, Ohio. AMST is composed of tv stations operating on maximum authorized power and has participated in tv allocation studies.

New home • Caribbean Networks Inc., N.Y., formerly at 200 W. 57th St., moved Sept. 28 to 20 W. 43rd St., Zone 36. Telephone: Longacre 5-7840.

Signs lease • WVOX New Rochelle, N.Y., which has had its facilities in two separate locations, has signed a long-term lease to consolidate its operations in the Pershing Square Bldg., 270 North Ave., there. WVOX will occupy more than 2,000 square feet in the building’s lower lobby.

More space • ARB Surveys Inc., associated with American Research Bureau Inc., New York, has moved to larger quarters at 11 W. 42nd St., New York 36. Telephone: Wisconsin 7-6977. The company was formerly at 201 E. 57th St.

Lamb profits • Third quarter profits of Lamb Industries Inc. totaled $187,521.74, Board Chairman Edward Lamb reported last week to stockholders. Earnings per share for the three months ended Sept. 30 were 17¢. For the first nine months of 1959, the company had an operating profit of $736,811.78, or 34¢ per share. Figures for the same period of 1958 are not comparable, Mr. Lamb said. Included in the diversified Lamb properties are WICU-AM-TV Erie, Pa., and WMAC-TV Massillon, Ohio, a uhf which is not on the air.

WKVT turns turf • WKVT Brattleboro, Vt., is under construction by the WKNE Corp. (WKNE Keene, N.H.). It’s slated for completion next month. WKVT will be on 1490 kc with 250 w.

Predictions • KDKA Pittsburgh opens its 20-year-old time capsule today (Nov. 2) to broadcast predictions made in 1939 by a group of distinguished citizens. Each recorded his ideas of what life would be like in 1939. Today’s broadcast will mark the pioneering Westinghouse station’s 39th birthday. Broadcasting in front of the KDKA Radio Time Capsule on Nov. 4, 1939 (above 1 to r) were Lenox R. Lohr, NBC president; H. S. Wherrett, president, Pittsburgh Plate Glass Co.; and Dave Garroway, in 1939 a KDKA announcer. Next Monday (Nov. 9), new predictions will be made and sealed in the time capsule until 1979.
Looking ahead • Planning for NAB's 1960 convention has begun as the Engineering Conference Committee met last Wednesday (Oct. 28) in Washington to consider more than 100 technical papers offered or suggested for presentation at the annual Broadcast Engineering Conference. Approximately 20 papers will be selected. Attending the committee meeting were (seated, 1 to r) Russell Pope, KHSL-AM-TV Chico, Calif.; George Hixenbaugh, WMT-AM-TV Cedar Rapids, Iowa; Warren Braun, WSVA-AM-TV Harrisonburg, Va. (committee chairman); A. Prose Walker, NAB (engineering manager); George W. Bartlett, NAB assistant engineering manager; (standing, 1 to r) Harold E. Fellows, NAB president; James D. Parker, CBS-TV; Raymond F. Guy, NBC; Frank Marx, ABC; J.R. Livesay, WLBH Mattoon, Ill.; and Allan T. Powley, WMAL-AM-FM-TV Washington, D.C. 1960 convention will be held April 3-7 in Chicago.

Paschall plaque • The late Walter Goode Paschall of WSB-AM-TV Atlanta, Ga., who died May 5, is commemorated on a plaque given by the city to be placed in one of Atlanta's housing projects. Mr. Paschall was active in slum clearance activities.

WBIC getting set • WBIC Islip, N.Y., due to go on-air soon, has completed its transmitter building. The new daytimer will be on 540 kc with 250 w.

Studio for KIVA (TV) • KIVA (TV) Yuma, Calif., has inaugurated new 37x 50 ft. studio-production facilities. Features are sliding rear doors providing access for automobiles, scenery, etc.; technical equipment for live and projected programming in the master control room, a dark room, conference room and clients' viewing area.

KVI moves • KVI Seattle moved Sept. 14 into its new $100,000 facilities in the Tower Bldg. at 7th and Olive Sts.

KYA-FM hours • KYA-FM San Francisco now is on the air 7 p.m.-1 a.m. every evening with unduplicated programming.

At French Lick • Indiana Broadcasters Assn. adopted revised dues structure for members and heard industry speakers at its fall meeting in French Lick Oct. 9-10. Joseph Higgins, WTHI-AM-TV Terre Haute, presided as IBA president over conference, which drew about half of organization's membership. Among speakers: John F. Box Jr., managing director, Balaban Stations; Charles Tower, NAB manager of broadcast personnel and economics, and John L. McClay, general manager of WJZ-TV Baltimore, Md., Westinghouse station.

WDXI (TV) fulltime • Ch. 7 Jackson, Tenn., has started operating from 10 a.m.-midnight, Monday-Saturday. WDXI (TV) formerly signed-on at 2 p.m.

WAFM (FM) on air • WAFM (FM) has commenced operation. It's on 93.1 mc, with 17.5 kw.

Reaching out • WGAN-TV Portland, Me., after a period of extensive testing, Friday (Oct. 30), officially began full-power, full-time transmitting from its new 1,619-foot tower, said to be tallest in the world, according to Creighton E. Gatchell, vice president and general manager of Guy Gannett broadcasting services. Reception from the ch. 13 CBS-TV outlet was excellent as far away as 70 miles, Mr. Gatchell said.

Nominations due • National Conference of Christians and Jews, N.Y., reminds that nominations for the seventh annual Brotherhood media awards must be submitted by Nov. 24. Winners will be named during Brotherhood Week, Feb. 21-28, 1960. Among the categories: advertising campaigns (national and local); radio programs and television programs (both series and single broadcasts eligible). Entry forms may be obtained from NCCJ headquarters at 43 W. 57th St., New York 19.

Visitor from Thailand • American Broadcasting Co., in cooperation with the National Educational Exchange Service of the State Dept., is hosting Pichai Vasanassong, tv producer-director from Thailand, who arrived in New York Oct. 26. The visit resulted from the five-week tour of Australia and Southeast Asia made last month by Leonard Goldenson, president of AB-PT Inc., and Oliver Treyz, ABC-TV president. Mr. Treyz invited Mr. Vasanassong to New York to observe and study tv programming and technical operations. The government of Thailand operates two stations in Bangkok and is planning to build three more in that country, it was learned.
WMAZ...wins!

Middle Georgia Radio and Television Stations Win First Place in ZESTA Contest!

An unusual, distinctive, custom-tailored promotion and merchandising program captured first place in the country in the Zesta contest for WMAZ Radio and Television in Macon, Georgia. The judges, in selecting WMAZ for the award, pointed out that the station used fresh, new ideas rather than stale approaches to promotion and merchandising.

We are proud to salute WMAZ Radio and Television as the winner in our contest for the best promotion campaign built around the introduction of the new Zesta 8-pak carton.

The Streitmann Biscuit Company
A DIVISION OF UNITED BISCUIT COMPANY OF AMERICA
“Last time I ever try my hand in Kentucky without WAVE-TV”

The helpingest hand in advertising in Kentucky and Southern Indiana... that's us. The more you compare balanced programming, audience ratings, coverage, cost-per-thousand, or trustworthy operation, the more you'll prefer WAVE-TV.

* Jack Paar gave us his blessing.

WAVE-TV

CHANNEL 3 • Maximum Power
LOUISVILLE

NBC SPOT SALES, Exclusive National Representatives
Allied Artists enters tv production field

The entry of Allied Artists Picture Corp. into the tv production field was pointed up in an announcement last week that Allied Artists has entered into an agreement to produce two tv film series for distribution by ABC Films Inc.

The series will be financed by ABC Films and Allied Artists. Titles and cast information on the programs will be announced shortly and short material will be drawn from more than 200 stories in Allied Artist's motion picture library. The announcement said that production on the two series is scheduled to begin at AA's studios in Hollywood before the first of the year.

Recent feature films produced by Allied Artists include "The Al Capone Story," "The Big Circus," "Friendly Persuasion" and "Love in the Afternoon."

Screen strike would have no tv effect

A strike of Writers Guild of America against the major motion picture studios would have no effect on the writing of tv films, even those produced by those same studios, a WGA spokesman said last week. If the Nov. 3 meeting of the WGA membership, called to consider such a strike, approves strike action and a strike actually occurs, this would bar only those writers who are members of the screen writers branch of WGA from working for these studios.

Writers of tv films are covered by a separate contract. Thus, a WGA member might find himself on strike against Warner Bros. so far as theatrical films are concerned, but free to write for one of the eight series Warners is producing for ABC-TV.

WGA is currently on strike against 56 independent film producers with the question: Should writers of post-1948 theatrical feature pictures which are released to tv receive additional pay for them? Now the same question has caused a breakdown in negotiations between WGA and the Assn. of Motion Picture Producers, comprising the major studios.

Same Issues • The producers' stand is that they face the same issues with other guilds and unions and must consider them on an industry-wide basis, not piece-meal, union by union. The writers insist that if theatrical films made after 1948 are released for use on tv, they should be paid for this use.

The WGA contract with AMPP ran its course on May 15 and has been twice extended with Nov. 17 as its present termination date. AMPP has notified WGA that the major studios will not consent to any further extension and that after Nov. 17 the terms of the contract will no longer apply. WGA, which launched its strike against the independents on Oct. 10, has called the Nov. 3 meeting to discuss similar action against AMPP. The guild's tv contracts with the major studios run until Jan. 15, 1960.

SAG claims violations

Board of directors of Screen Actors Guild has authorized union executives to take immediate steps to halt violations of SAG's collective bargaining contract with Warner Bros., which SAG states have produced "widespread complaints from actors."

The SAG action followed a meeting of a special board committee with a large group of Warner's tv stars.

Alleged abuses concern violations of meal periods, rest periods and other working conditions, won for actors by SAG in collective bargaining, the union said, adding that failure to correct them would "have a most serious effect on negotiations for a new contract scheduled to start in December."

COLORCASTING

Here are the next 10 days of network color shows (all times are EST).

NBC-TV

Nov. 2-4, 9-11 (6:30-7 a.m.) Continental Classroom.

Nov. 2-4, 9-11 (12:30-1 p.m.) It Could Be You, participating sponsorship.

Nov. 2, 9 (10-11 p.m.) Steve Allen Plymouth Show. Plymouth through N.W. Ayer & Son.

Nov. 3, 10 (9-9:30 p.m.) Arthur Murray Party. P. Linnard through Lennen & Newell and Sterling through Dancer-Fitzgerald-Sample.

Nov. 3, 10 (9:30-10:30 p.m.) Ford Star Time. Ford through J. Walter Thompson.

Nov. 4, 11 (9:30-9:30 p.m.) Price Is Right. Lever through Ogilvy Benson & Mather and Spiegel through Norman Craig & Kummel.

Nov. 4, 9-10 p.m.) Another Evening With Fred Astaire, Chrysler through Young & Rubicam.

Nov. 5 (9-10 p.m.) Ford Show. Ford through J. Walter Thompson.

Nov. 6 (8:30-9:30 p.m.) Bell Telephone Hour, AT &T through N.W. Ayer & Son.

Nov. 7 (10-10:30 p.m.) Howdy Doody Show, Continental Baking through Ted Bates.

Nov. 7 (10:30-11 p.m.) Buff and Reddy Show, Mars through Knox-Reeves and Borden through Benton & Bowles.

Nov. 7 (10:30-11 p.m.) NCAA Football, participating sponsorship.

Nov. 8 (6-6:30 p.m.) NBC Opera Company presents "Fidelio," sustaining.

Nov. 8 (7-8 p.m.) Riverboat, Corn Products through Lennen & Newell.

Nov. 8 (8-9 p.m.) Dinah Shore Chevy Show, Chevrolet through Campbell-Ewald.

84 (PROGRAMMING)

Negro news service

Associated Correspondents News Service, Washington, has been formed to serve the nation's Negro radio stations. Taped five-minute daily newscasts and 15-minute weekly roundups are the services supplied to members. ACNS is designed to better inform the Negro audience with executive capital. Correspondents cover Capitol Hill, the White House, State Dept., Pentagon plus other agencies and foreign embassies. Their reports are edited, recorded and sent air mail to participating stations.

• Program notes

Sports wrap-up • Sterling Sports Div. of Sterling Television Co., N.Y., has sold its Boston Celtics-Boston Bruins radio package of 120 games to Ballardine beer, Blackstone cigars and Dodge automobiles. N.H. Boston will originate the broadcasts for airing on a 12-station network in New England.

Yuletide • Trans-Lux Television Corp. is offering tv stations a Christmas holiday package of five films—"Night Before Christmas," "Christmas Through The Ages," "Christmas Rhapsody," "Santa and the Fairy Snow Queen," and "Jerusalem, the Holy City."

Supermarket • The Daitch-Shopwell stores in the New York area have signed as the first supermarket chain outlets for NTA Storevision, it was announced last week by Ted Cott, NTA Storevision president. NTA Storevision will present the Daywatch programming of 54 hours of live tv over WNTA-TV. Newark, N.J. NTA Storevision desires to beam the Daywatch programming to a total of 400 super markets, including 59 Daitch-Shopwell outlets.

Behavior & peace • The U. of Michigan's WUOM (FM) Ann Arbor is producing Human Behavior: Social and Medical Research, a series devoted to "discussions of current research conducted in areas of the behavioral sciences and medical research." The series, composed of about 40 programs, is produced through a grant from National Educational Tv & Radio Center for distribution by National Assn. of Educational Broadcasters. A second series of 20 programs about the problems of international relations and the study-promotion of world peace will be produced under a supplementary grant from the university's newly-formed Center for Research on Conflict Relations.
FACTS ON FEATHERBEDDING

In the next few weeks, increased public attention will be focused on the problems posed for the nation’s railroads by union work rules which exact double to triple pay for single-time work and force the use of two to three men on a one-man job. The carriers’ proposals of November 2, 1959, chart the way to end such waste by re-establishing the principle of a fair day’s work for a fair day’s pay. The basic questions newsmen ask about this timely topic are covered here as follows:

Q. What Is Featherbedding?
A. Webster’s “New Collegiate Dictionary” defines the practice as “requiring an employer to pay unneeded workmen, or to pay for unnecessary or duplicating jobs, or limiting the amount of work to be done in a day as a means of stretching work.” It is pay exacted for work not done or not needed, for services not performed, for goods not produced.

Q. What Makes the Problem Timely?
A. A three-year moratorium against changing the work rules that lead to featherbedding on the railroads expired Oct. 31, 1959, opening the door to proposals for a long-overdue overhaul.

Q. How Big a Problem Is Featherbedding for the Railroads?
A. Detailed ground-level studies of operating practices show that more than $500,000,000 each year is being wasted on unnecessary train-crew positions, for needless duplication of work, and for wage payments unjustified by the amount of work performed.

Q. What Concern Is All This to the General Public?
A. Since railroad revenues come only from the public, the American people pay the bill for featherbed waste whether this comes in inflated prices, reduced employment or weakened transportation service.

Q. How Did Featherbedding Arise on the Railroads?
A. There are three main causes: (1) the biggest is obsolete work rules dating from 1919 and earlier, which have remained largely unchanged despite a near-revolution in railroad technology and operating methods; (2) outside referees in contract disputes have interpreted many rules out of all context with original intent, and (3) “excess crew” laws in 23 states legalize featherbedding by requiring unneeded brakemen and other positions on trains.

Q. Where Is Featherbedding Concentrated?
A. In certain train-operating positions, mostly in through-freight and passenger service. All operating employees number about 210,000 — one fourth of total railroad employment.

Q. What Are the Specific Areas of Waste?
A. There are three: (1) requirements for unnecessary train positions such as for firemen who tend no fires on pushbutton diesel locomotives, (2) rigid jurisdictional walls that bar road crews from working in yards, and vice versa, and prevent railroads from extending train runs in keeping with rising train speeds, and (3) the 40-year-old dual pay system for train and engine crews.

Q. Is a Fireman Really Needed on Diesel Freight Trains?
A. No. This same conclusion was recently reached by an authoritative Royal Commission in Canada which held that the fireman’s functions “have either totally disappeared . . . or are a mere duplication of what is discharged by another or others.” As a result, firemen are now being withdrawn from diesel operations in freight and yard service throughout Canada.

Q. Should Not an “Extra Pair of Eyes” Be Aboard Anyway?
A. In freight and yard service, extra men are already on the job besides the fireman. In road freight service the fireman is the third man in the cab since the head-end brakeman also accompanies the engineer. In yard service, a ground crew works alongside the locomotive at all times. Equally important, railroads are NOT proposing to remove the fireman from passenger trains.

Q. How Do Jurisdictional Work Rules Result in Featherbedding?
A. Bans against interchanging road and yard train crews except at heavy penalty raise roadblocks to customer services, result in unnecessary engine and train crews, and lead to double or triple pay for single-time work.

Q. Can You Give Examples?
A. When yard employees work outside “switch limits,” they usually get an extra day’s pay for their work, while the road crew that should have done the work may demand and get an extra day’s pay for NOT doing it. Also, the splitting of rail operations into divisions 100 or 50 miles long has led to multiple crew changes on short runs. Thus, on the 1,034-mile, 16½-hour passenger run between Chicago and Denver, a railroad must use eight different engine crews, with each man averaging ¾ basic days’ pay for 2 hours’ running time.

Q. How Does the Mileage-Day Pay System Work?
A. All road enginemen as well as road freight crews draw a basic day’s pay for covering 100 miles or less. Passenger conductors and trainmen put in 150 miles. This “piecework” pay plan was standardized 40 years ago and is based on a speed of 12½ MPH for freight trains and 20 MPH for passenger trains. Modernization has nearly doubled average train speeds since — but the pay rule remains unchanged, resulting in unearned “windfalls” and bleeding off the benefits of dieselization and streamlined service.

Q. How Will the Elimination of Featherbedding Affect Rail Employment?
A. During the past decade 500,000 jobs or an average of 1,000 jobs each week have disappeared on the competition-hit and featherbed-riddled railroads. By eliminating featherbedding and reducing internal costs, the lines can become more competitive, attract more business and stabilize or expand employment.

Q. What Is the Railroads’ Basic Objective in Proposing Rules Changes?
A. Overhaul and modernization of the 1919 work-rules structure to conform with 1959 conditions. Stated in the most simple terms, the objective is a fair day’s work for a fair day’s pay.

For further information on this subject, write, wire, or phone (National 8-9020).

ASSOCIATION OF AMERICAN RAILROADS
News Service, Transportation Building, Washington 6, D. C.
'Way' bill • Bernard L. Schubert Inc., N.Y., has sold its Way of Life half-hour package of 143 dramatic programs to KOMO-TV Seattle, WFIL-TV Philadelphia, CKLW-TV Windsor (Ont.) Detroit and WGAN-TV Portland. Me. Total markets: 42.

Spanish on KEYT (TV) • Tony Garcia Presents Television Espanol, a weekly series of Spanish language movies began Oct. 24 on KEYT (TV) Santa Barbara, Calif. The series' host, Mr. Garcia, formerly was a d.j. with KIST Santa Barbara.

Sterling sales • Sterling Television Inc., N.Y., reports the following sales of film packages: Time Out for Sports to KTRK-TV Houston (for Singer Furniture Co. through Kamiz-Hahas-Blumberg Inc., Houston), WDSM-TV Duluth, WTVW (TV) Evansville, Ind., and KUAM-TV Guan; Abbott & Costello to WFLA-TV Tampa, Fla. WHEC-TV Rochester, N.Y., and WRAL-TV Raleigh, N.C.; Capt'n Sailor Bird Cartoons to WGN-TV Chicago, WGR-TV Buffalo, and WKTV (TV) Utica.

Regal region • Regal Pale Brewing Co., San Francisco, has made the following purchases from Screen Gems Inc.: Seven League Boots for eight western markets, and Behind Closed Doors for Los Angeles, Bakersfield and Chico, all California. Regal's agency: Lennen & Newell Inc., New York.

New western • Four Star Television, Hollywood, has completed arrangements with NBC-TV to produce a new half-hour western series in partnership with the network. Sam Peckinpah will write and Brian Keith will star in series. Production begins this month.

New and renewed • Fremantle International Inc., N.Y., reports the following sales in Mexico City: You Are There was purchased by Cia. Mexicana Luz y Fuerza Motriz and Twentieth Century, which like You Are There is produced by CBS, was renewed for a second season by Asbestos de Mexico. Series of champs • Flamingo Telefilm Sales Inc., N.Y., offers a new TV series titled Live Like a Champion, starring top sports personalities. The series is made available through Heritage Productions Inc., in association with the National Sports Council. The programs, which feature weekly guests interviewed by host Kyle Rote, are available on both film and video tape.

Video tape—a cure-all for etv's financial problems?

Video tape is a wunderkind to television as a whole, but educational TV, particularly, pins its hopes on tape to ease the financial strain of operations and solve some of etv's collateral problems.

Mid-November promises to be an evenful time of the year for the National Educational Television & Radio Center, which makes its headquarters in New York and maintains distribution facilities at Ann Arbor, Mich. About Nov. 15; five Ampex tape recorders, including built-in tape reproducing equipment, will be installed at Ann Arbor.

NETRC believes that tape—and the tape-copying facilities—will help alleviate the four "problem-children" of educational TV—finance, program content, technical quality and timeliness of presentation.

By mid-November, the 41 educational stations affiliated with NETRC will be equipped with Videotape recorders. Soon thereafter, the "tape network" is expected to become a reality. The cost of the recorders is being underwritten by a $2,706,000 grant to NETRC by the Ford Foundation.

To the center and to educational TV stations, NETRC officials assert, the recorders and the copy attachments are calculated to alleviate shortcomings in the following areas:

• Finances: The tape-duplicating device will enable the Center to make tapes, and erase them for reuse. The Center need not, as in the past, make copies of films or kinescopes which lose value after the initial showing on stations.

Education via tape • Howard Town (l), technical director of the National Educational Television & Radio Center, inspects some of the video tape television recorders with Bob Paulson (c) and Tom Merson, both of the Ampex Corp. Recorders with tape-duplicating attachments are to be installed at the Center's facilities in Ann Arbor, Mich., while 41 affiliated educational TV stations throughout the country will be equipped with recorders.

Education via tape • Howard Town (l), technical director of the National Educational Television & Radio Center, inspects some of the video tape television recorders with Bob Paulson (c) and Tom Merson, both of the Ampex Corp. Recorders with tape-duplicating attachments are to be installed at the Center's facilities in Ann Arbor, Mich., while 41 affiliated educational TV stations throughout the country will be equipped with recorders.
"Taller tower by Dresser-Ideco helps reach 683,000 more viewers.

"New 1042' tower increases our coverage 32%," says Harry Le Brun of Atlanta’s WLW-A.

"Here’s how a taller tower is paying off for WLW-A. Our new 1042’ Dresser-Ideco tower with travelling wave antenna blankets 117 counties in Georgia, Alabama, Tennessee and North Carolina. That’s 43 more than could be covered with the smaller 585’ tower it replaced. And now WLW-A reaches almost three-quarters of a million more Georgians than before. In Georgia alone, WLW-A’s enlarged market has a buying income of $3.7 billion, seventy percent of the state’s total. Its audience of 2,880,700 viewers account for over two-thirds of Georgia retail store sales."

WLW-A had good reasons for selecting a Dresser-Ideco tall tower when they decided to expand coverage. "We wanted a completely dependable tower for equipment as vital as our antenna," reports Harry Le Brun, "and no one matches Dresser-Ideco’s experience in tall towers. It’s easy to see the results of this experience. We were impressed with Dresser-Ideco’s careful attention to detail at every stage of the job’s development. They did an excellent job, we haven’t had a bit of trouble. Believe me, it pays to deal with a top-notch tower designer-builder."

Dresser-Ideco has built over half the 1000’ plus television towers in service today. It will pay you to talk to Dresser-Ideco about your plans to grow bigger with a taller tower.

WLW-A's new 1042'
Dresser-Ideco tall tower.
Tombstone odds • Ziv Television Programs, N.Y., reports that Tombstone Territory has been sold in a total of $4 markets, with latest sales to KSYD-TV Wichita Falls, Tex.; WALA-TV Mobile, Ala.; KTVB (TV) Boise, Idaho; KIDO-TV Idaho Falls, Idaho; KVII (TV) Amarillo, Tex.; KLIX-TV Twin Falls, Idaho; KPTV (TV) Portland, Ore., and KSL-TV Salt Lake City.

Down video ways alley • A projected tv tape series, Stars and Strikes is being offered by Videoways Inc., N.Y. Show host is Paul Winchell and the pilot tape features show and sports personalities as guest stars. Bowlers include contestants with certified averages as well as average bowlers, with home viewers offered a chance to participate in the competition. Co-producers for Video- ways are Burton Greenberg and Vincent Talotta.

Radio mystery market • Charles Michelson Inc., N.Y. program syndicator, sees a radio trend in current sales. In one day, Michelson sold 14 half-hour mysteries. KGEE (TV) Bakersfield, Calif., the syndicator says, is scheduling 12 mystery half-hours, running two each night, six nights a week, 11:30 p.m.-12:30 a.m. KLMX (TV) Clayton, N.M., bought two of the shows for the Wednesday 1-2 hour, Michel-son reports.

Highway Patrol re-runs • Ziv announce reports that re-run programs of Highway Patrol have been sold in 63 markets with sales in major cities made to KTTV (TV) Los Angeles, WNTA-TV Newark, WBZ-TV Boston, WGR-TV Buffalo, WFAA-TV Dallas, WWL-TV New Orleans, WCKT (TV) Miami, KPRC-TV Houston, WTAE (TV) Pittsburgh, WSB-TV Atlanta, WGN-TV Chicago, and KSL-TV Salt Lake City.

ABC Films Inc. • Has completed 15 additional sales of The People’s Choice series, raising total markets sold to 100, and has sold Adventures of Jim Bowie in ten cities, raising total number of markets to 75.

GOVERNMENT

AN AMBER LIGHT FOR VHF BOOSTERS

One poser: how strict can standards be without being self defeating?

The FCC is preparing to authorize vhf boosters.

Last Monday and again on Wednesday the Commission took up a staff document which would legalize the hundreds of illegitimate repeaters which have dotted the Northwest for the last several years.

A majority of the five commissioners who were present at both meetings were understood to favor the issuance of this document. Only Com'rs. Robert T. Bartley is known to have opposed this move. Comms. Rosel. H. Hyde and T.A.M. Craven are attending international meetings.

Because of still unsolved problems, the release of the order is being held in abeyance.

Basically, the Commission is pondering the degree of technical standards which it would require tv repeaters to meet. It is feared that if these standards are too stringent, the Commission’s move would be self-defeating. Booster operators would continue to “bootleg” tv signals from distant cities as they do now.

Another factor troubling FCC lawyers is what to do about existing boosters. The Communications Act prohibits the FCC from issuing licenses to applicants who begin construction before the issuance of a grant for construction.

Boosters came into existence, mainly in the rugged terrain of the Northwest several years ago, bringing big city tv signals to small communities unable to receive good signals from existing tv stations. The Commission ordered them off the air, but they have continued to operate, and to multiply. Operators have enlisted the aid of congressmen and senators in their fight to maintain their service.

Vhf boosters are transceivers which receive a vhf signal from a big city tv station and convert it to another tv channel on which it is transmitted over the air to local viewers.

Last April the Commission announced that it would accept the responsibility of licensing these repeaters. It suggested that certain technical standards would be required. Among these were low power, automatic shutoff, engineering personnel on call and frequency stabilization.

During Congressional hearings before a Senate Communications committee early this summer booster advocates protested that the standards proposed by the FCC would make it impossible to continue operating vhf repeaters.

The Senate passed legislation early in September which authorized the FCC to license vhf boosters previously constructed without benefit of FCC permission. It also permits the FCC to sanction operation of repeaters without a licensed operator on duty at all times.

This legislation has not been taken up yet by the House.

Senate resumes ex parte hearings

Hearings by the Senate Judiciary Subcommittee on Administrative Practice & Procedure, headed by Sen. John A. Carroll (D-Colo.), will be resumed for two days on Thursday, Nov. 19.

The hearings, which were recessed July 23 (Broadcasting, July 27) will deal with S 600, a bill, introduced by Sen. Thomas C. Hennings (D-Mo.), that would establish an Office of Federal Administrative Practice as an independent agency; and S 2374, introduced by Sen. Carroll at the request of the American Bar Assn. The ABA bill would establish standards of conduct for federal agency hearings and would impose a $10,000 fine and/or one year imprisonment for “willful” attempts to improperly influence commissioners or hearing examiners.

Expected as witnesses for the hearings are the chairmen of six agencies:

Vacuum tubes

The FCC has deleted the requirement in broadcast technical standards for am, fm and tv stations that spares of all vacuum tubes used in transmitters, frequency and modulation monitors be kept on hand at the transmitter site of the broadcast station. The Commission said that the rules (Secs. 3.90, 3.17 and 3.687) are no longer necessary.
Helping you jet there sooner!

You get your “welcome home” hug hours sooner—in today’s jet age. And the jet age itself arrived here sooner, thanks in part to a special oil developed by Esso Research. Every jet engine throughout the free world grew up on it. And most pure jets flying today still use it and it alone. For happy homecomings or “happy motoring”... **ESSO RESEARCH** works wonders with oil.
KYA survey evokes protest to FCC

A San Francisco majority candidate has protested to the FCC against editorials endorsing incumbent Mayor George Christopher aired by KYA San Francisco. The protest, lodged by attorney Emmet F. Hagerty on behalf of candidate Russell L. Wolden, did not question KYA's right to endorse Mr. Christopher but claimed a misrepresentation was made.

Mr. Hagerty charged the station did not take a survey of public opinion upon which, he said, KYA announced it based its support of the incumbent. The FCC replied that it did not have the authority to order KYA to stop the editorials, as requested, because of the no censorship (Sec. 326) provision of the Communications Act.

The Commission also told Mr. Hagerty that he had not furnished the agency with enough facts to determine if KYA had violated the FCC's editorial policy. A copy of the complaint was sent to the station for its comments.

Morton J. Wagner, general manager of KYA, said Wednesday (Oct. 28) that the station will continue the editorials and "has no intention of revising its opinions concerning Mayor Christopher's qualifications, based on threats from his opponents." The station said it is prepared to offer equal time to other qualified candidates (there are seven in addition to the incumbent).

KYA is owned by the Bartell family, multiple station chain. Bartell purchased the California outlet in March 1958 from J. Eieren McCaw and associates.

- Government notes

Veto • FCC has turned down applications by several telephone companies of the General Telephone System seeking authority to shift common carrier microwave stations from 890-942 mc to 840-890 mc, currently occupied by uhf television. In dismissing the applications, the FCC said favorable action at this time "would be premature in view of present consideration of identical proposals." The FCC for sometime has had under study the entire spectrum from 25 mc to 890 mc.

Withdrawn • The Sisters of Charity of Cincinnati last week withdrew, five days after it was filed, an application with the FCC for a new commercial fm station in Pittsburgh. Frieda B. Hennock, attorney for the Sisters and former FCC member, said the application was withdrawn because "problems too costly to pursue" arose in seeking a transmitter site.

Translator origination • Adler Electronics Inc., New Rochelle, N.Y., has asked the FCC to permit uhf translators to be used for local origination by educational organizations. In a formal petition to the FCC last week, the translator manufacturer also asked that the translator service be given more space for operations—from 14 channels as at present to 24 channels, all contiguous.

The Adler firm asked also that present separation factors, based on uhf "taboos" be eliminated and that assignments be permitted on a non-interference basis.

NEW AMPEX CO. IS FORMED
Will market to broad communication field

Formation of Ampex Professional Products Co. is announced today (Nov. 2) by Neal K. McNaughten, vice president of Ampex Corp. who becomes manager of the new subsidiary. Mr. McNaughten has been manager of Ampex Professional Products Div., which the new company replaces, as manufacturer and distributor of audio and video equipment for am, fm and tv stations and networks, the commercial recording industry, producers of radio and tv programs and commercials and government and defense agencies.

Under the new organization, separate divisions for audio and video have been set up with their respective engineering and marketing departments. The video products division will market not only Ampex Videotape recorders of which more than 500 are in use throughout the world but the Marconi Mark IV tv camera, Conrac monitors, Tektronics test equipment, Telechrome test and special effects equipment, Houston-Fearless tv camera mounts and other, studio gear as well as vehicles for custom-designed mobile tape recording facilities.

The audio products division will handle professional audio tape recording and duplicating equipment for radio stations and networks and commercial recording companies, as well as Ampex theatre equipment.

Best Environment • "The new company," Mr. McNaughten said, "not only provides the best environment for continued growth in video and audio development but also enables us to better serve our customers with an ever-expanding product line. Prime objective of this company is to constantly push forward the state of the art through creation of new products and techniques to better serve the industry."

"Our finance, operation, planning, manufacturing, quality control and personnel divisions make up a coordinated, tightly knit company that gives us freedom for achieving the company's goal."

Thomas E. Davis, formerly marketing manager of Ampex's professional products division, becomes manager of the Video Products Division of Ampex Professional Products Co. Frank G. Lennert, manager of the audio department of the old division, becomes manager of the audio division of the new company.

In addition, the heads of four other divisions of the new company will report directly to Mr. McNaughten. They are: Arthur Kromer, manufacturing; William Rolly, quality control; Theodore Scudder, personnel; and Ray Stewart, operations and finance. They all occupied similar positions in the old professional products division.

Robert Miner, also continues to serve as a special assistant to Mr. McNaughten, in charge of market planning and research.

New sampler

Relief for the most invertebrate dial twisters and channel shifters may soon be on the way. Edward T. Molinaro of Carbondale, Pa., has been issued a patent number (2,906,875) for a station-sampling radio. A pointer scans the dial, stopping at each station for 10 or 20 seconds, and the listener can press a foot switch or a dial switch to hear the one he likes most. The switch can be closed again to start the tuning motor and resume the sampling. The equipment reportedly will work either on radio or television.
FEATURES

BROADCASTING, November 2, 1959

“Mother and baby doing fine”

Wonderful progress has been made in protecting the lives of mothers and babies. In the last decade alone, maternal death rates have been reduced by 75 percent.

Never before has childbirth been so safe — thanks to excellent prenatal care and improved obstetrical techniques.

Equally important, some 95 percent of today’s babies are born in our hospitals — where most birth emergencies can be handled promptly and effectively.

Information for expectant mothers: If your health is good—if you have no family history of diabetes, kidney, heart or other serious diseases — the chances are excellent that no major complications will occur before your baby’s arrival.

However, for your own and your baby’s welfare, your physician may suggest these safeguards if your condition is normal:

1. Eat a variety of foods. Your baby will be no stronger or sturdier than the building materials your diet provides. For you and your baby, a varied diet is best.

2. Watch your weight. Too much weight strains the heart and other organs. Normal increase is 16 to 20 pounds. Your doctor will decide how much you should gain.

3. Get needed rest and exercise. Walking is one of the best exercises and it’s usually all right to play golf and dance in the middle months of pregnancy.

4. Keep in touch with your doctor. It may comfort you to know that no serious problem develops during pregnancy without a warning signal. Your doctor can foresee and act to avoid difficulties — if he’s consulted early and as often as necessary.

5. Take care of your teeth. Have your dentist clean your teeth and do whatever repair work is necessary.

6. Make your hospital reservation early. The maternity wards of most hospitals are crowded nowadays. The sooner you make your reservation, the better.

Take a calm, happy, confident attitude toward pregnancy. It is, after all, a natural event and a proper frame of mind helps to encourage an easy delivery.

Never before has there been a year like 1959 — when birth is so free of risk, so likely to turn out happily for you, your baby and your husband.

Metropolitan Life
INSURANCE COMPANY ©
A MUTUAL COMPANY, 1 MADISON AVE., N.Y. 10, N.Y.
TAPE RECORDER COMPATIBLE
RCA color tv plays back on other machines

RCA has made its color television tape recorder fully compatible for playback on other machines. Last week in Camden, N.J., an invited group of engineers came to see RCA run off on closed-circuit color tapes made on other RCA recorders and on "non-RCA" (Ampex) recorders.

Heretofore the recorder head assembly has had to be stored with the recorded tape to insure top quality in playback, RCA said. With achievement of interchangeability, one more limitation has been removed from maximum use of video tape.

The development already has had its effect on sales. Glenn and Mark Armstead of Hollywood have placed an order with RCA for more than $500,000 worth of mobile equipment, including tv tape recorders for both monochrome and color. The package of two mobile units, cameras and recorders is to be used for broadcast pickups and syndication under technical direction of Joseph Bluth.

To Japan • RCA also has sold a color unit to NTV in Japan, with weekly Perry Como color tapes to be furnished, a service made possible by the interchangeability factor.

Interchangeability should help clear the way for adoption of technical standards, now under consideration by a committee of the Society of Motion Picture & Television Engineers.

An Ampex spokesman in New York said he had not heard of the RCA development in interchangeability but hoped it would prove itself in use. He said the burden of proof rests with RCA, since that company has only a handful of video tape recorders in the field, while there are about 550 Ampex units in use.

There were about 125 engineers at the Camden meeting, representing networks, stations, production firms and others.

• Technical topics

Realistic rising sun • RCA has shipped its first color tape recorder by air to Japan. The unit, ordered by the Nippon TV Network Corp. (NTV), is being put to immediate use for color recordings of Perry Como’s weekly Kraft Music Hall (NBC-TV, Wed., 9-10 p.m. EST) under an agreement with the network. NTV has been telecasting live color pickups of sports and other events since last year. The new recorder will be used for these and dramatic shows.

Bonanza • Paul V. Galvin, board chairman, Motorola Inc. has announced figures for the first nine months of this year: sales of $77,145,487 as against $52,618,421 and earnings of $3,598,653 ($1.86 per share) compared with $1,739,429 (90 cents a share)—all quarterly comparisons. Sales of $206,012,733 against $137,162,983 and earnings of $9,485,024 ($4.90 per share) compared with $3,217,726 ($1.66 a share)—nine-month figures.

Step toward global tv • Government space scientists sent up a passive reflector balloon last week—and found that it worked.

The test, limited as it was, heralded the dawn of trans-global and tv relaying through the use of aluminized, 100-ft. spheres acting as reflectors for high frequency signals.

The National Aeronautics & Space Administration launched a test vehicle carrying a 100-ft. diameter inflatable sphere on Oct. 28. It rose 250 miles and ejected and then inflated the huge balloon as it was supposed to. (A balloon like the one sent aloft is shown in the picture at right. Its size is indicated by the man standing at the bottom and slightly left of center.)

The balloon drifted about 300 miles due east across the Atlantic and late Wednesday night it was presumed down. The vehicle carried telemetering equipment which reported performance to ground stations. The launch site was Wallops Station, Va., a NASA facility.

The balloon was made of mylar plastic, coated with aluminum half a mil thick. It weighed about 130 lbs. The aluminum coating will provide a high degree of reflection of light and radio signals.

The balloon was folded into a round magnesium container, 26.5-in. in diameter. When inflated the sphere encompassed 523,598 cubic feet. It weighed 190 lbs.

Inflation took place by residual air inside the bag. It was completely inflated when four pounds of water was released from two plastic bags inside the balloon. The water vaporized and fully inflated the sphere.

The launch was by a two-stage vehicle which stood 32.5 ft. high and weighed 5½ tons at take-off. The first stage was a Sergeant solid rocket with two Recruit assist rockets to increase initial thrust. This amounted to 130,000 lbs. The second stage was an X-248 solid rocket, designed as the third stage for a Delta rocket.

The Delta is scheduled to begin a variety of satellite and space probe missions for NASA next year. Among them will be the injection into orbit (from 800 to 1,000 miles above earth) of the 100-ft. balloon to serve as a reflector for radio and tv signals. It is believed this attempt may be made early next year.

According to plans, the balloon would be used to reflect radio and tv signals across thousands of miles of the earth’s surface. This is now impossible with vhf and higher frequencies since they generally travel in a straight line and disappear into space at the horizon. The lower frequencies which are reflected back to earth by the ionosphere are already heavily used. They also suffer interruptions from solar spot activity and, in the arctic regions, from the aurora phenomenon.

If the experiments are successful it is presumed that a series of orbiting balloons could be established which would maintain continuous communication over vast distances. The system would be used for relaying, not for direct reception by the public.
The Collins 26U-1 Limiting Amplifier provides high fidelity, thump-free performance. It effectively limits loud audio passages to prevent overmodulation, accompanying distortion and adjacent channel interference, but allows low level passages to be broadcast with true dynamic range as originally recorded and produced.

Tube selection and delicate balancing procedures usually associated with peak limiters are eliminated with the 26U-1. Performance, ease of operation, reliability and low maintenance cost make the 26U-1 an outstanding amplifier.

Conventional circuitry, negative feedback, full wave rectification for control voltage and silicon rectifiers in the power supply are incorporated into this unit. Designed for rack mounting, the Collins Limiting Amplifier has a minimum number of controls, tubes and tube types.

An illuminated VU meter with a special scale calibrated in VU and db of compression is provided in the 26U-1. The VU meter attenuator and a rotary switch allow measurement of external gain reduction, db of compression and levels of input, output and external audio circuits. This external meter circuit provides a facility that eliminates the requirement for an additional VU meter panel for measuring audio levels on other program lines.

Silicon diodes and extended life electrolytic capacitors are used in the power supply and provide an efficient, low heat power supply for years of worry-free service. A voltage regulator provides stabilized reference voltages. Input, output and VU meter level controls are Daven step-type attenuators.

The 26U-1 Limiting Amplifier is designed to provide broadcasters with an easy-to-operate peak limiter which will reduce the possibility of audio distortion. Continued success and reliable performance in the field have proven the validity of the Collins 26U-1 design.

PROJECT ENGINEER
BROADCAST AUDIO EQUIPMENT
COLLINS RADIO COMPANY
**Broadcast Advertising**

- **William A. Blount**, executive vp of Liggett & Myers Tobacco Co., N.Y., promoted to president effective Dec. 1 upon retirement of Benjamin F. Few. Mr. Blount joined L & M in 1923, moving up to head research, manufacturing, purchasing, leaf-buying and processing before being named executive vp last July. Liggett & Myers brands include Chesterfields, L&M filter, Oasis and new Duke of Durham.

- **James H. Cobb**, formerly vp, executive committee member and supervisor on Air Express account at Adams & Keyes, N.Y., to Fletcher Richards, Calkins & Holden, that city, as vp in charge of marketing and merchandising planning on Eastern Air Lines account.

- **Lewis Gomavitz**, associate tv producer on several network specials since 1957 and formerly director of Kukla, Fran & Ollie, appointed tv producer-director at Erwin Wasey, Ruthrauff & Ryan, L.A. He will serve as agency producer for new ABC-UK series, *Take a Good Look*.

- **Edward Robinson** and **Charles H. Swartz**, president and vp, respectively, of Edward Robinson Adv., Philadelphia, elected vps and board members of Yardias Adv., that city, following consolidation of all accounts of their agency with Yardias.

- **Gunther Goldschmidt** has left New York barter firm of Regal Adv. to set up his own barter business, Time for Advertising Inc., at 730 Third Ave., N.Y. Before joining Regal, Mr. Goldschmidt was with Tv Adv. Assoc. and Charles Antell, hair product manufacturer.

- **Carlos Franco**, formerly general sales manager of Crosley Broadcasting Corp., and prior to that radio-tv director for William H. Weintraub Adv., N.Y., to Swan & Mason Adv., N.Y., as vp. He will be in charge of media and marketing and serve as member of plans board.


- **J. Robert Barr**, formerly vp and general manager of Bearden-Thompson Frankel & Eastman-Scott's High Point (N.C.) branch office, transfers to firm's Atlanta headquarters with expanded scope of activities and responsibilities. Mrs. Ivy Barr, formerly in High Point office, also moves to Atlanta as production manager. John K. Kaiser, vp, assumes duties of operations plans coordinator.


- **Jack Bernhardt** and **Michael Turner**, account supervisors at Benton & Bowles, N.Y., elected vps. Mr. Bernhardt joined B&B in 1951 as account executive; he had previously been eastern sales manager of Acorn Refining Co. Mr. Turner joined B&B's research department in 1950 and was appointed account executive in 1953.

- **Edon Prose**, of Campbell-Mithun's Minneapolis media department, moves to agency's Los Angeles office as media supervisor. Dorothy Sieg makes similar transfer as assistant to Miss Prose.

- **Keith Andre**, account executive with WDAM-TV Hattiesburg, Miss., and Arthur E. Jost, sales manager of WDOG Marine City, Mich., to Radio Advertising Bureau, N.Y., as regional managers in member service department.

- **Frances Rutland**, formerly copy group head at Compton Adv., N.Y., to Dancer-Fitzgerald-Sample, that city, as copy supervisor.

- **Harold Lockmiller**, promoted from assistant copy director to manager of expanded radio-tv creative department at Needham, Louis & Brorby, Chicago. He reports to Kenneth C. T. Snyder, vp and director of creative operations. Other appointments: Pierre R. Garai and Barber Lockett, writers, as group heads; Christopher Ford as senior producer; Joseph P. Creatuko and Willis J. Davis, senior art directors; John S. Sheasby, associate producer. John J. Calnan and Harold Kaufman join creative department as writers.


- **Frank Rolfe**, appointed chief time-buyer on Theodore Hamm Brewing Co. (Hamms's beer) account at Campbell-Mithun, Minneapolis.

- **Willis Adams** appointed account executive at McCann-Erickson, Chicago.

- **John F. Lewis**, formerly program director of WFOX Milwaukee, to radio-tv department of Cramer-Krassell, advertising agency in that city.

- **William McQuillan**, formerly senior writer and copy supervisor at William Esty, N.Y., to Donahue & Coe, that city, as copy chief.

- **Jules Bundgus**, formerly tv supervisor at Lennen & Newell, N.Y., working on programs for Colgate-Palmolive Co. and P. Lorillard Tobacco Co., named vp in charge of radio-tv operations at Kastro, Hilton, Chesley, Clifford & Atherton, N.Y. He was previously manager of tv-radio department of Bryan Houston.

- **Pat Saunders**, continuity director of KVOO Tulsa, Okla., joins Paul Locke
moderate low-fat and well-balanced food values in cereal and milk serving

Among breakfast main dishes, the cereal and milk serving merits consideration when a reduction of dietary fat is indicated because it ranks low in fat and provides well-balanced food values. Few foods at such small cost can better its moderate low-fat, well-balanced nutritional contribution as shown in the table below. Served with nonfat milk, the fat content is very low.*

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Cereal 1 oz.</th>
<th>Whole Milk 4 oz.</th>
<th>Cereal** 1 oz.</th>
<th>Whole Milk 4 oz.</th>
<th>Sugar 1 teaspoon</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CALORIES</strong></td>
<td>203</td>
<td>104</td>
<td>83</td>
<td></td>
<td>16</td>
</tr>
<tr>
<td><strong>PROTEIN</strong></td>
<td>7.3 gm.</td>
<td>3.1 gm.</td>
<td>4.2 gm.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>FAT</strong></td>
<td>5.3 gm.</td>
<td>0.6 gm.</td>
<td>4.7 gm.*</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CARBOHYDRATE</strong></td>
<td>32.2 gm.</td>
<td>22 gm.</td>
<td>6.0 gm.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CALCIUM</strong></td>
<td>0.169 gm.</td>
<td>0.025 gm.</td>
<td>0.144 gm.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>IRON</strong></td>
<td>1.5 mg.</td>
<td>1.4 mg.</td>
<td>0.1 mg.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>VITAMIN A</strong></td>
<td>195 I. U.</td>
<td></td>
<td>195 I. U.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>THIAMINE</strong></td>
<td>0.16 mg.</td>
<td>0.12 mg.</td>
<td>0.04 mg.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>RIBOFLAVIN</strong></td>
<td>0.25 mg.</td>
<td>0.04 mg.</td>
<td>0.01 mg.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>NIACIN</strong></td>
<td>1.4 mg.</td>
<td>1.3 mg.</td>
<td>0.1 mg.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ASCORBIC ACID</strong></td>
<td>1.5 mg.</td>
<td></td>
<td>1.5 mg.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CHOLESTEROL</strong></td>
<td>16.4 mg.</td>
<td></td>
<td>16.4 mg.*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Nonfat (skim) milk, 4 oz., reduces the Fat value to 0.1 gm. and the Cholesterol value to 0.35 mg.

**Based on composite average of breakfast cereals on dry weight basis.

96

PETERS,

REPRESENTED

MORE than ANY Other Station!

(Read: Pulse July, 1959 CPA Ratings)

REPRESENTED NATIONALLY BY PETERS, GRIFFIN, WOODWARD, INC.

96 (FATES & FORTUNES)
Here is the fascinating field of BIO-MEDICAL ELECTRONICS

The purpose of this special November issue of Proceedings, as outlined in the guest editorial by J. W. Moore, National Institute of Health, is "to provide its readers with some interesting, informative and perhaps provocative examples of various weddings of electronic art and concepts to some of the life sciences. This collection of articles is not intended to delineate Bio-Medical Electronics, but rather to illustrate the breadth of the field of interest of the Professional Group on Medical Electronics, which, by constitutional definition, is the study of biological and medical systems." Thus begins one of Proceedings' most fascinating issues—one that presents the scope of the broad new avenues of experimentation in biological measurements opened up by the speed, versatility and precision of modern electronics. This special issue is not only the current record of the progress in Bio-Medical Electronics, it is fascinating reading for radio-electronics engineers in general.

26 ARTICLES BY LEADERS IN THE BIO-MEDICAL ELECTRONIC FIELD

Below is just a partial listing of the articles this special issue covers. For example, the development of a broadband electrometer is described in the article by Gesteland, Howland, Lettvin and Pitts on "Microelectrodes and Their Use." This issue gives considerable emphasis to basic biological research. And, because the recruitment and training of personnel to work in the bio-medical instrumentation area is probably the most pressing problem to be faced by the PGME, there are supplementary articles in this area. This special November issue of Proceedings of the IRE on Bio-Medical Electronics is only one of the many services offered members of the IRE. If you are a non-member and wish a copy of this vital link in the record of radio-electronics, return the coupon below, today, to reserve it for yourself or your company.

PARTIAL CONTENTS OF THIS NOVEMBER BIO-MEDICAL ELECTRONICS ISSUE:

"Electron Transfer in Biological Systems," by B. Chance, University of Pennsylvania
"Alternating Current Spectroscopy of Biological Substances," by H. P. Schwan, University of Pennsylvania
"Comments on Microelectrodes," by R. C. Gesteland, B. Howland & J. Lettvin, Massachusetts Institute of Technology
"Some Functions of Nerve Cells in Terms of an Equivalent Network," by W. H. Freygang, National Institutes of Health
"Electronic Control of Some Active Bioelectric Membranes," by J. W. Moore, National Institutes of Health
"Measurement of Mechanical Properties of Muscle under Servo Control," by M. Lubin, Harvard University
"Scanning Microscopy in Medicine and Biology," by L. E. Flory, RCA Laboratories
"Instrumentation for Automatically Pre-Screening Cytological Smears," by R. C. Bostrom, H. S. Sawyer & W. E. Tolles, Airborne Instruments Laboratory
"A Magnetic Flowmeter for Recording Cardiac Output," by H. W. Shier, R. B. Shackelford & K. E. Jochim, University of Kansas
"The Use of an Analog Computer for Analysis of Control Mechanisms in the Circulation," by R. R. Warner, Latterday Saints Hospital

"Stability, Oscillations, and Noise in the Human Pupil Servomechanisms," by L. Stark, Yale University
"What the Frog's Eye Tells the Frog's Brain," by J. Y. Lettvin, H. R. MacNichol, W. S. McCullough & W. H. Pitts, Massachusetts Institute of Technology
"Repetitive Analog Computer for Analysis of Sums of Distribution Functions," by F. W. Noble, J. E. Hayes, Jr. & M. Eden, National Heart Institute
"Medical Ultrasonics," by J. F. Herrick, Mayo Clinic; H. P. Schwan & J. M. Reid, University of Pennsylvania
"The Use of Electronic Computers to Aid Medical Diagnosis," by R. S. Ledley & L. B. Lusted, National Academy of Sciences
"New Instrumentation Concepts for Manned Flight," by L. J. Fogel, Convair
"The Origin of the Professional Group on Medical Electronics," by L. H. Montgomery, Vanderbilt Medical School
"Instrumentation in Bio-Medical Research," by P. E. Klopcsteg, National Academy of Sciences
"On the Role of the Engineer in Bio-Medical Instrumentation," by J. P. Hervey, Rockefeller Institute
"Medical Electronics Center—Interdisciplinary Coordination," by V. K. Zwykyn, Rockefeller Institute

PROCEEDINGS OF THE IRE

1 East 79th Street, New York 21, New York

Name

Company

Address

City & State

Enclosed is $3.00

Enclosed is company purchase order for the November, 1959, issue on Bio-Medical Electronics.

All IRE members will receive this November issue as usual. Extra copies to members, $1.25 each (only one to a member).

THE INSTITUTE OF RADIO ENGINEERS
1 East 79th Street
New York 21, New York

BROADCASTING, November 2, 1959
of WFRL Freeport, Ill., since 1947, and vp of station’s parent company, named general manager, succeeding Vincent S. Barker, who sold station Oct. 9.

• Emmett A. (Buzz) Hassett Jr., sales manager of WFMY-TV Greensboro, N.C., appointed general sales manager of WITI-TV Milwaukee, effective Nov. 15. He was previously in similar capacity with West Texas Television Network (KDBX-TV Lubbock, KPAR-TV Sweetwater and KEDY Big Spring, all Texas).

• Richard S. Mulford, for five years director of commercial division of Desilu Productions and more recently head of his own advertising consultant firm, appointed to newly created post of director of advertising, Crowell-Collier Broadcasting. He will be in charge of advertising, promotion and research for all C-C broadcast facilities. Bill Craig, news chief of KFWB Los Angeles, promoted to news director of Crowell-Collier Broadcasting (KFWB, KEWB San Francisco, KDWB Minneapolis).

• E. Ray Cooke, transmission supervisor of WXIX-TV Milwaukee, to WOKY, that city, as chief engineer.

• George W. Cyr, formerly program manager and film buyer for WRCV-TV Philadelphia, to WGR-TV Buffalo as program director, succeeding Paul Scandra, appointed to similar position with WROC-TV Rochester, N.Y. WGR-TV and WROC-TV are both Transcontinental Television stations.

• Don Patton named program manager of KJH-TV Los Angeles. Other KJH-TV appointments: Larry Hays, director of program development; Bill White, formerly of sales service department, named film and video tape manager; Bill Workman, sales service manager; Gene Sanders and Ray Clevenger, formerly on production staff, named directors.

• Gayle Gupton, formerly assistant vp in advertising and pr for Third National Bank of Nashville, appointed director of Clear Channel Broadcasting Service, Washington, organization formed by such stations to look out for interests of clear channel broadcasters before FCC, Congress and other agencies. Mr. Gupton succeeds Hollis M. Seahey, who is now president and general manager of WCUM-AM-FM Cumberland, Md.

• Ron McCoy, air personality with KLAC Los Angeles, promoted to program director. Previously, he was program director of KALL Salt Lake City and production manager of Intermountain Network.

• Steve Stone, news director of KNOP Nogales, Ariz., appointed program director. Pat Mulligan named news chief.


• Lee Kopp, air personality with KSJO San Jose, Calif., named program director, succeeding Frank Darien, who resigns to open his own agency, Advertising Media Assoc.

• Larry Fischer appointed program director of WKMH Detroit-Dearborn. He was previously with WNOE Monroe, La., and KTSA San Antonio, Tex., in similar capacity. John E. Davidson, sales representative with WKMH, promoted to local sales manager.

• Ward W. Hartman appointed general manager of WRRR Rockford, Ill. Prior to joining WRRR in May, as sales manager, Mr. Hartman had been with WROK, that city, for 19 years.

• Gene Edwards, previously program director of WROW Albany and KLIF Dallas, joins WMGM New York as associate program director. David Yarnell, formerly director of publicity for WCBS and WNEW, both New York, also joins WMGM as associate program director.

• David Savitt, formerly salesman with WHIL Medford, appointed sales manager of WARE Ware, both Massachusetts. Both are Tarlow stations.

• Philip Beuth, assistant promotion manager of WROW-FM (TV) Albany, N.Y., appointed promotion manager.

• O. C. Halvard Jr., Washington, D.C., public relations consultant, signed to do pr and promotional work for Horton-Kincaid stations. These are: WVLK Lexington; WFKY Frankfort, both Kentucky, and WHOO Orlando, Fla. Horton-Kincaid has filed applications with FCC to buy WOMP Belleair,
Ohio, and WCMI Ashland, Ky. Mr. Halyard will headquarter in Lexington.

- **Broadus (Speed) Johnson Jr.**, account executive with NBC Sales, N.Y., to NBC participating programs in similar capacity.

- **Lou Frankel**, previously public relations account executive with Rogers & Cowan, N.Y., and public relations consultant to The Pulse Inc., that city, appointed publicity director of WCBS New York.


- **Ray Starr**, station manager of WGRO Lake City, Fla., retires. Mr. Starr, who has been in broadcasting 20 years, is also president of Dixie Productions in that city.

- **Sidney Carter**, formerly sales executive with WEAW Evanston, Ill., to Chicago office of Peters, Griffin, Woodward, as radio account executive.

- **Burt Schult**, previously pr and publicity executive at Benton & Bowles, Hill & Knowlton and National Telefilm Assoc., has formed pr and publicity firm bearing his name, with offices at 654 Madison Ave., N.Y. Telephone: Templeton 8-0410.


- **Philip Ruskin**, CBS-TV, elected president of Chicago Local, Radio & Television Directors Guild. Other officers: Richard Ortner, CBS-TV, vp; Ronald Gunther, ABC-TV, secretary, and George Paul, ABC-TV, treasurer.


- **Dick Newton** named promotion and advertising manager for KEX Portland, Ore., succeeding Irving Stevens, who resigned. Mr. Newton was formerly theatre manager.

- **Doug Stiles**, assistant art director of KABC-TV Hollywood, promoted to art director, succeeding George Smith, who joins ABC in similar capacity.

- **Jack Powers**, formerly new director of WTIX New Orleans, to WADO (formerly WOV) New York, in similar

---

**NORTH APPALACHIAN MOUNTAIN DAYTIMER—**Initial for owner-operator. $95,000, total price with $17,500 down—balance in five years. Present absentee owner will retain partial ownership with a well qualified operator.

**SPECIAL! VERY SPECIAL! NEW VHF GRANT—**Latest grant east of the Mississippi. Will serve population in excess of 600,000. This new station needs approximately $150,000 cash and credit for equip-ment and operating capital. Network affiliation already contracted. Located in the central east. Real opportunity to get in on the so-called ground floor. Will sell upwards to 50% and maybe options for more.

---

**HAMILTON-LANDIS & ASSOCIATES, Inc.**

**BROKERS • RADIO AND TELEVISION STATIONS • NEWSPAPERS**

**WASHINGTON, D.C.**

<table>
<thead>
<tr>
<th>Ray V. Hamilton</th>
<th>Richard A. Shaheen</th>
<th>DeWitt 'Judge' Landis</th>
<th>John F. Horresty</th>
</tr>
</thead>
<tbody>
<tr>
<td>1737 DeSales St. N.W.</td>
<td>1714 Tribune Tower</td>
<td>1511 Bryan Street</td>
<td>111 Sutter Street</td>
</tr>
<tr>
<td>3-3456</td>
<td>7-2754</td>
<td>8-1175</td>
<td>2-5571</td>
</tr>
</tbody>
</table>

**NATIONWIDE • NEGOTIATIONS • FINANCING • APPRAISALS**

---

**PRESTO POLISHES BASE TO SAVE YOUR TAKES!**

The slightest flaw in a blank disc can spoil your finest "take." PRESTO—inventor of instantaneous lacquered discs—makes sure you cut into quality. Here's how: Each base is carefully selected for flatness, then polished to a jeweler's finish before PRESTO's special-formula lacquer coat flows on. Then, after curing, the disc is critically examined to make certain it is dust-free. This insistence on perfection pays dividends. Proof? More recording companies have used more PRESTO discs for more years than any other in the world. Hear the difference PRESTO-perfect makes...today?

Cut the best with the best—use PRESTO STYLI 100.

**PRESTO**

© Bogen-Presto, Paramus, New Jersey. A Division of The Sigler Corporation

**BROADCASTING, November 9, 1959**
capacity. Johnnie Holiday, formerly air personality with KWK St. Louis, to WADO.

- Harrison D. Kohl, formerly with sales department of KMTV (TV) Omaha, named sales manager of Muzak Div. of KFAB, that city.

- M. S. (Tony) Bachman, promotion director of KXTV (TV) Sacramento, Calif., assumes additional responsibility of public affairs director.

- Roland Vaile, of KTOO Henderson, elected president of newly formed Southern Nevada Broadcasters Assn. Other officers: Howard Kalmenson, KLAS-TV Las Vegas, vp; Mark Smith, KLJ-R-TV Henderson, secretary, and Walt Schull, KSHO-TV Las Vegas, treasurer.

- Yale Roe, formerly in charge of national spot sales for KGO-TV San Francisco, to local sales force as account executive. Betty Fleming succeeds him.

- Herbert I. Fields, formerly display advertising salesman with Philadelphia Evening & Sunday Bulletin, to WPEN, that city, as account executive.

- Ralph Renick, WTJ (TV) Miami, Fla., elected board chairman of Radio TV News Directors Assn. He succeeds

---

**Advertisement**

ERRATUM . . .

. . . the KRON/TV advertisement as seen in the October 19 issue of BROADCASTING, should have read as follows: "Khrushchev was enchanted with San Francisco, which didn't surprise any of us in the least. Nor were we surprised to find that more than twice as many viewers watched Khrushchev make his bay area address via KRON/TV than on all other San Francisco stations combined."

**KRON/TV**

**san francisco**

Jack Krueger, WTMJ-AM-TV Milwaukee, who was erroneously reported as being re-elected, in BROADCASTING, Oct. 26.

- Edward L. Lawson, formerly publicity and promotion writer for United Artists Associated, and David Hirth, formerly senior member of ABC's radio research section, join Avery-Knodel, N.Y., as tv and radio promotion writers, respectively. Ruth Jakas joins sales promotion, advertising and publicity staff there.

- WALT SCHULL, KLRJ elected president of director of KXTV sales air personality capacity.

- HERBERT ROLAND ROE, formerly with KTVV-TV New York, to WOR-AM-FM-TV that city, as director of KTVV's executive. He continues as executive of WJAR-TV Providence, as executive of WJAR's executive.

- Thomas M. Comerford, formerly media supervisor at Young & Rubicam, N.Y., to sales staff of H-R Television Inc., that city.

- Mike McNally, formerly San Francisco Bay area sales representative for Coca-Cola Co., to Daren F. McGavren Co.'s San Francisco office.

- Lucille Murovich, formerly with production staff of WNEW-TV New York, to WOR-AM-FM-TV that city, as assistant to director of press and special programs.

- Ray Wheat joins WAAF Chicago as chief announcer.

- Carl Bailey promoted from chief announcer to production manager of KBIG Avalon, Calif. He continues as assistant to operations manager and program director.

- Mel Leavitt, host of Byline on WDSU-TV New Orleans, appointed director of special programming and special events.

- Gary Markas, stage manager with KTLA (TV) Los Angeles, promoted to staff director.

- Ed Gray, formerly on news staff of WTOP-TV Meridian, Miss., to news department of WTVD (TV) Durham-Raleigh, N.C.


- Harvey Shaw, formerly with WPLM Plymouth, Mass., as air personality, to WTAO-WXHR (FM) Cambridge-Boston as account executive. Bill O'Brien, air personality with WHHY Montgomery, Ala., joins WTAO in similar capacity.

- Ray Hayes joins announcing staff of WDVA Danville, Va.

- Alan Field, music director and air personality with WWCO Waterbury, Conn., to WTH Baltimore in latter capacity.

- Ron Bailie, formerly with KOVO Provo, Utah, joins KJR Seattle.

- Rudy B. Wissler, formerly sales executive covering major advertising agencies for KNXT (TV) Los Angeles and with station's traffic and promotion departments prior to sales assignment, joins Peters, Griffin, Woodward, Hollywood, as tv account executive. He succeeds James Frances who transfers to PGW's San Francisco office.

- Norris Kal, joins WTTG (TV) Washington as account executive.

- Larry Quackenbush, formerly with WCOP and WBMS, both Boston; Dick Wahl, from KOMO Seattle, and Bud Haley, from KSDS San Diego, to KPQ Los Angeles, as air personalities.

- Mike Secrest, air personality with KFRC San Francisco, moves to KHI Los Angeles. Both are KRO-General Stations.

- Bob Lee resigns as news and sports director of KARM-AM-FM Fresno, Calif., to open automobile agency in that city.

- Dick Haynes, air personality with KLAC Los Angeles for 12 years before leaving last year to join KMLA Pasadena, Calif., rejoins KLAC.

- Don Hedman, formerly with KXK and KJR, both Seattle, Wash., to KOMO, that city, as air personality.

**Programming**

- Irving Briskin head of studio operations for Screen Gems Inc., Hollywood, and William Dozier, vp in charge of west coast activities, elected to board of directors. Mr. Dozier was formerly vp in charge of programs for CBS-TV.

- Walter J. Plant, vp of NTA Program Sales, named to head activities in Chicago office. He was previously headquartered in Beverly Hills, Calif. Max P. Brown, office manager and purchasing agent for NTA, N.Y., named director of administration for east coast operations. He was responsible for de-
sign and construction of new shipping plant for Kennis Film Service Inc. (NTA affiliate).

- Jerry Stanley, manager of film programs for NBC-TV Pacific division, promoted to director of entire film program. He succeeds Fred Hamilton who joins Ziv Television Programs as executive producer in charge of program development.

- George Gruskin, formerly with William Morris Agency (talent rep.), to Paramount Television Productions, Hollywood, as head of film programs and west coast operations.

- James A. Doyle, previously commercial manager of WLYL Richmond, Va., and WWIN Baltimore, appointed director of syndicated sales and broadcast relations of Recordings Inc., Baltimore. Burgess MacNeal rejoins firm as recording engineer, following military tour of duty.

- Pete Gilman resigns as Hollywood publicist of California National Productions following sale of screen rights of his novel, "Such Sweet Thunder," to Columbia Pictures for $100,000. Bob Fugate, who has been pr officer of Marine Corps in Hollywood, succeeds Mr. Gilman.

- Pete Rogers, recording executive formerly with Empire, B&C and RCA, appointed general manager of Allied Record Mfg. Co.'s eastern operation.

- Robert F. White, formerly broadcast operations supervisor of NBC-TV, N.Y. to Theatre Network Television (closed circuit tv), that city, as director of operation.

**Equipment & Eng'ring**

- George H. Ritter, responsible for tube and semiconductor manufacturing and engineering for associated companies services organization of RCA International Div., Clark, N.J., appointed plant manager of RCA's new transistor and rectifier manufacturing facility to be constructed in Mountain top, Pa. Production is expected to be underway there by mid-1960.

- Raymond T. Leary appointed general sales manager of Cornell-Dubilier Electric Corp., South Plainfield, N.J. He was formerly vp and sales manager of Distributor Div. Company manufactures capacitors, vibrators, antenna rotators and other electronic products.

- Herbert J. Pyle, formerly vp of Precision Instrument Labs, Glendale, Calif., appointed to new post of director of service at Cedar Rapids, Iowa, Div. of Collins Radio Co.

- Reed Waldron, promotional assistant in distributor division of International Resistance Co., Philadelphia, appointed sales promotion manager of that division.

- Don Kirkendall, formerly advertising manager of Interstate Electronics Supply Corp., Wichita, Kan., appointed assistant manager of advertising and sales promotion for Electo-Voice Inc., Buchanan, Mich.

- Warren B. Hayes, formerly vp of operations, Pacific Semiconductors Inc., appointed assistant to president for new enterprises, Thompson Ramo Woolridge Inc., L.A.

- Cliff Battles, former professional football player, named customer relations representative for Utah Radio & Electronic Corp., Huntington, Ind.

- Fred Nelson Hurst named plant engineer for Raytheon's Semiconductor Div. plant now under construction in Lewiston, Me.

**Government**


- Rocco C. Siciliano, formerly assistant to President Eisenhower for personnel management, joins Washington law firm, Wilkinson, Cragun & Barker, as partner Dec. 1.

**Deaths**

- Will Whitmore, 57, advertising manager of American Telephone & Telegraph Co., died Oct. 20 in New York. Mr. Whitmore joined AT&T in 1948 as radio advertising manager, and was subsequently tv advertising manager.

- Gilbert W. Harrison, 46, account executive at McCann-Erickson, N.Y., died last week following month-long illness. He joined M-E in 1945; prior to that he was head of market research for American Can Co.

- Cyril Nathaniel Hoyler, 54, manager of technical relations of RCA Laboratories, Princeton, N.J., killed in train-car collision at Saskatchewan, Canada last week. He was in Canada for series of demonstration lecture tours.

- Robert L. Murphy, 42, Chicago radio-tv announcer (Quiz Kids, News of the World, Bob & Kay Show, Don McNeill's Breakfast Club) and previously on staff of NBC and ABC, that city, died in Chicago's Mercy Hospital Oct. 25 after several months' illness.

---

**BROADCASTING**, November 2, 1959

---

**First On Your Dial**

**WMCA 570 KC**

**The Voice of New York**

Call us collect at Murray Hill 8-1500
Or contact AM Radio Sales.
INTERNATIONAL

ITC MANIFESTS AIR OF OPTIMISM

USSR shows cooperation; U.S. radio or tv so far not concerned

After more than two months of intensive deliberations, cautious optimism is ventured over the outcome of the International Telecommunications Conferences being held in Geneva to devise new ground rules for the burgeoning field of communications, including outer space.

The biggest surprise has been the unusually cooperative attitude of the Soviet Union and its satellites, but there is intrigue aplenty behind the scenes. Actually, there are two conferences—the Administrative Radio Conference which began Aug. 17 and which does all of the technical spade-work and the in-fighting, and the formal Plenipotentiary Conference, which got under way Oct. 14, and which follows behind the administrative group to do the diplomatic wrap-up. Both conferences are working toward a Dec. 15 deadline.

As this was written on the scene in Geneva two weeks ago, nothing in the way of definitive action on any critical problems of allocation had been achieved. But that very week there came the first optimistic breakthroughs—on outer space, international short-wave and radio astronomy service. These, however, were at the sub-team level. Agreements reached, through ad hoc committee, or similar groups, are subject to approval by full committee and then ratification by the conference itself. But once the smaller units agree (since they are representative of all tending viewpoints) the other steps are regarded as relatively easy.

Riding Herd • Riding herd on the U.S. Delegation of 90, including advisors, at the administrative conference, is FCC Comr. T. A. M. Craven, an old hand at international negotiations. His opposite number, as chairman of the U.S. Delegation to the Plenipotentiary Conference, is Francis Colt DeWolf, chief, Telecommunications Division, State Department. FCC Comr. Rosel H. Hyde is vice chairman of the Plenipotentiary Conference delegation, and Arthur L. Lebel, of the State Department's Telecommunications Division, is Comr. Craven's vice chairman.

Thus far, nothing has transpired that is of concern to the U.S. broadcaster, either in radio or tv. These operations are in Region II and are beyond the pale of this conference. But if the conference does not reach an amicable end, anything might happen. And there is yet the possibility that some of the auxiliary services involving domestic broadcasting (remote pickup, studio transmitter links and intercity relays) which operate just above the standard broadcast band which ends at 1500 kc., could be effected in the consideration of new service allocations.

Attending the Administrative Conference are some 900 delegates representing 80-odd countries. So far there are 6,000 different proposals for modification of spectrum assignments—many of them emanating from the new and developing nations.

Directing the policy and supervising the housekeeping of the conferences, meeting in three separate buildings, is Gerald C. Gross, acting secretary general of the International Telecommunications Union and former assistant chief engineer of the FCC. Mr. Gross became the acting chief administrative officer of the union in June 1958, upon the death of Dr. Marco Aurelio Andrada of Argentina. He is regarded as the logical successor, but there are other contenders. Last week, his chances improved remarkably.

Need • Need for the conference—the first full scale Telecommunications decisions since the Atlantic City conference in 1947—is reflected in a purely routine aspect. So many new stations in all categories have been licensed in the past decade that the whole band is running out of call letter combinations. First, three letter calls were used; then three and four letter calls. Now these are about exhausted. A recommendation before one of the working groups, agreed to in preliminary fashion, is that five letter calls be authorized, running the alphabet from Triple A (AAA) to Triple Z (ZZZ). These would make possible enough call availabilities assigned to each signatory nation (U.S. has W and K for commercial, plus A and N for military and government) to accommodate future needs.

The entente cordiale with the Soviet has been the big surprise of the administrative conference. Conversely, the early reticence of the United Kingdom and of Canada in supporting U.S. proposals has caused lifting of brows. It is deduced that the Soviet delegation was instructed to hold out the olive branch because of the Eisenhower-Khrushchev conversations in Washington and the upcoming Moscow meeting of the two leaders.

But there is a more practical side. It is no secret here that a major interest of the Soviet is in becoming a full participant in international commercial aviation, in which it is a late starter. Hence, it has no status in the worldwide systems set up cooperatively by the international air lines. It presumably feels that its domestic, intercity needs can be accommodated outside the ITU, but it must have channels for international communications either within the framework or outside ITU.

Thus, if the Soviet is given the air recognition it seeks it is presumed it
will work with the Western nations in amicable settlement of such matters as mutual interference (high frequency shortwave) broadcasting, and in space communications and radio astronomy, as well as other areas. If it does not get recognition in commercial aviation communications (and there is opposition) it is generally admitted that the roof could fall in, and the conferences wind up in confusion. The Soviet will be supported by its six satellites, and while this vote would not be adequate to override the Western majority, their non-adherence could bring chaos and precipitate an international spectrum war—an absolutely prohibitive in all areas of communications. This is what the signatories want to avoid.

One Clash • So far, only one personality clash has marred the deliberations, despite the tensions and the jockeying for advantage, and this was based largely on misunderstanding. Albert L. McIntosh, former FCC allocations engineer, now frequency manager for the Dept. of the Army and spokesman for the important allocations team for the U.S., walked out of a sub-level meeting on Oct. 3. This was after the presiding officer apparently misunderstood a procedural motion by Mr. McIntosh. A New York Times report stated Mr. McIntosh had walked out in protest against the Russians, but this is officially disclaimed. The British and Canadians thought they had been slighted, and there were apologies all around. The Russians argued about it.

The first real breakthrough in the high frequency broadcast deadlock came Oct. 19. Agreement was reached, after more than a month, on appointment of an ad hoc committee to evolve a plan for frequency management, being principally on the U.S. proposal. It is designed to bring about international coordination in the use of these frequencies, minimize the occurrence of interference, and thus provide for the more effective use of the spectrum by all nations—the have-nots as well as the haves.

The smaller nations believe the Big Four "have" nations (U.S.A., Great Britain, France and U.S.S.R.) want to retain the status quo, and that the outlook is bleak for them, even though the U.S. proposal provides for long range assistance. They wanted an enlargement and re-assignment of high frequency assignments to provide immediate "regional" facilities utilizing the 6, 7 and 9 mc. bands. All told, 11 nations in the "growth" category, led by Canada, made proposals for new shortwave allocations.

At the ad hoc committee meeting Oct. 22, a new demand arose from smaller nations for revamping of the international short wave rules to permit such channels to be used for domestic broadcasting. They contended these could be utilized to greater advantage internally than other modes of transmission (am or fm). Large nations, using international shortwave, are resisting this proposal on the ground that it deviates from long established principles and would do violence to international schedules.

So far in the proceedings no questions have been raised about the use by Russia (or, for that matter, by any other nation) of frequencies outside the charted shortwave band for international broadcasting. And the question of jamming is taboo because it is regarded as in the "political" category, whereas this is a "technical" conference. Obviously, it is diplomatically improper to question any delegate or delegation on matters of propriety or good faith.

Spectrum • Consideration of adequate spectrum space for radio astronomy service, involving listening to outer space, reached the resolution stage during the week of Oct. 19, with favorable action regarded as likely. The proposed resolution described this service as "devoted to the reception of extremely low level electromagnetic radiations of extra-terrestrial origin and must therefore be protected from radiations of man-made origin to the maximum degree practicable in those frequency bands wherein radio astronomy observations are required or desirable."

The conclusion was that all nations should make all practicable efforts to ensure that the service is afforded protection in a reasonable number of bands throughout the radio spectrum to promote progress of that service. Specified as important to this service were specified frequency bands ranging from 40 mc through 32,000 mc. This resolution, like other proposals, must negotiate the full committees and then the administrative conference, and finally get the protocol approval of the Plenipotentiary Conference.

The Plenipotentiary Conference, after its organization sessions which began Oct. 14, immediately was called upon to consider the admission of five Soviet-dominated countries. These are Red China, North Korea, North Vietnam, Hungary and Outer Mongolia. Since these political subdivisions are not members either of the United Nations or of the ITU, recognition was not accorded them. On demand for a recorded vote, rather than a secret ballot, there were
40 nations, against six (Soviet and its satellites) for and seven abstentions.

A new $2 million budget for ITU and its related functions, contributed by the member nations, was proposed by Mr. Gross, so that it can be fully assimilated into the United Nations common system of pay, pensions and allowances.

Candidate • The Plenipotentiary Conference, among other actions, must approve executive personnel. Mr. Gross is the candidate of the United States for permanent secretary-treasurer—a lifetime appointment. But there may be agreement on limiting the appointment to a specified term.

Only other top-ranking American in the international organization is John H. Gayer, U.S. member of the 11-man IFRB, who has served since 1953. A Nebraskan, he is a former consulting engineer, and likewise is in line as the U.S. candidate to succeed himself. In question, however, is the size of the board, which may be reduced to seven or increased to 15 and that would have a bearing on the various candidacies. IFRB appointments hereofore have run from international convention to convention—normally held at five year intervals. But the last full scale conference was at Atlantic City in 1947.

Overall, ITU has 260 employees, of whom three are Americans.

The Soviet has proposed abolition of IFRB on the ground that it is inefficient and unnecessarily expensive. It has proposed that its functions in registration of frequencies used on a world-wide basis, be made part of the general secretariat. The U.S. proposal is to retain IFRB but to alter its structure as conditions warrant.

Space Discussion • Space communications, spotlighted by the Soviet sputnik and lunik sensations, became urgent business of the radio conference almost from the outset. It was agreed that vehicles sent into space would be useless without the ability to transmit the information they collect back to earth and that radio is the only means of doing this. It likewise was agreed that special frequencies must be allocated internationally and that the recognized agency to handle this is the ITU, since it supervises the fair and effective distribution of frequencies for all purposes and all countries with the sole aim of making them free from harmful interference.

The conference was goaded into early consideration of the space problem, by Andrew G. Haley, Washington communications attorney and recognized authority in space law, who serves as president of the International Astronautical Federation. Shortly after his appearance in September, an ad hoc group was appointed to prepare a plan. A divergence of views between the USSR and Czechoslovakia, on the one hand, and the U.S., Britain and France, on the other, has developed, but all are agreed as to the need for action.

The U.S. view is that certain bands should be allocated immediately and protected for space research. The Russians say this is premature, and that for the present it would be enough to use the frequencies already activated for the various Russian and American space projects. There is the view, apparently having the support of all, that a special international conference on communications with, and by means of, space vehicles, will have to be convened soon. Specifically, the U.S. proposal was that space below about 500 mc. be considered for space research, and that specific allocations should be made. Russia didn’t object but felt it premature to restrict such space specifically for this purpose.

[First flight of the 100-ft. sphere by which the National Aeronautics & Space Administration intends to test out the theory of transoceanic communications via orbiting passive reflectors occurred Oct. 28 at Wallop’s Island, Va., see story page 92].

• Abroad in brief

77 Dramas • The Australian Broadcasting Corp. has bought 77 tv dramas from the Canadian Broadcasting Corp. The group includes one 90-minute, 28 hour and 48 half-hour dramas, mostly from the General Motors Presents and The Unforeseen Series.

Tv commercials • Rock Pictures of Canada, Toronto, is a new film company handling tv commercials. Principals are Ernie Taylor, Stan Lipinski and Dick Fonger. Address: 53 Queen St. East, Toronto.

Pictafilm • Pictafilm Inc. has been formed with offices in New York as a subsidiary of Williams & Hill Ltd., Toronto film producer. The new company will produce tv commercials using
been denied fullest use

second

however, briefs need

Ottawa.

isting

the

will

ing,

vancouver hearings, Nov.

Edmonton

has

in

the Pictafilm process invented by

Heinz Dreyer. The new process is said to eliminate much of the complicated sequence of production steps necessary in conventional film-making, giving results which can be previewed and controlled in advance. It has been in use in Toronto for three years, and is patented in Canada and the U.S. W & H producer Colin Smith will organize the New York company's first projects.

Canada sets hearings on second tv stations

The Board of Broadcast Governors has announced the opening dates of public hearings it will hold next year on applications for second tv licenses in eight Canadian cities. Till now, the CBC has held a tv monopoly in the communities. (Broadcasting, July 27, Aug. 10.)

Hearings in Winnipeg will open Jan. 11, in Vancouver Jan. 18, in Montreal March 7, in Toronto March 14, in Edmonton and then Calgary May 9; in Halifax and then Ottawa, June 20. Deadlines for the submission of applications to the Dept. of Transport were Oct. 30 for the Winnipeg and Vancouver hearings, Nov. 30 for Montreal hearings, Dec. 31 for Toronto hearings, Feb. 29 for Edmonton and Calgary, and March 31 for Halifax and Ottawa.

Applications for a second tv license will be heard only in the city in which the station will be established. These are the only hearings the Board will hold during the first half of 1960, however, briefs need not apply only to second tv licenses. Applications for new am or fm stations, increases in power, tv stations in areas not now served, etc., will be heard in any of the cities.

Because the technical rule of "one station per area" no longer is in force, the Board also will examine applications for changes in facilities from existing stations in an area, which have been denied fullest use of their channel by the old rule and want to extend their Grade A contour.

4 stations, 1 network licensed in Canada

The Board of Broadcast Governors of Canada has approved licenses for a new tv station, 2 am's, 1 fm and a new fm network.

New am licenses were approved for: Radio Richelieu Ltd., Joliette, Que., 1350 kc and 1 kw; Gerald Duffy on behalf of a company to be incorporated, at Pointe Claire Que., 1470 kc and 1 kw.

New fm licenses were approved for: La Tribune Ltd., at Sherbrooke, Que., 102.7 mc, with an ERP of 57 kw; Broadcasting Station CFJB Ltd., at Brampton, Ontario, 102.1 mc, with an ERP of 857 w.

The Board approved an application to establish a new tv station at Grand Falls, Newfoundland, by the Newfoundland Broadcasting Co. Ltd. Station would have an ERP of 7.3 kw (video) and 3.6 kw (audio) on ch. 4.

It also approved for an 18-month period operation as a network of the three CBC fm stations, CBM-FM Montreal, CBC-FM Ottawa and CBC-FM Toronto. Previously, the three stations used program material from the corresponding am stations; the CBC now plans to originate much of its own material specially for fm. Emphasis will be on music, though some use may be made of programs from the BBC's Third Program.

Power Changes - The Board also approved the following applications for changes in power: CBC, CBYT Corner Brook, Newfoundland, from 63.8 w (video) and 38.3 w (audio) to 197 w (video) and 98.3 w (audio) on ch. 5; in daytime, La Tribune Ltd., CHLT Sherbrooke, Quebec, from 5 kw to 10 kw on 630 kc, nighttime power remaining at 5 kw; in daytime power by La Bonne Chanson Inc., CJMS Radio, Montreal, Quebec, from 5 kw to 10 kw on 1280 kc, nighttime power to remain at 5 kw; in power by C-JOY Ltd., CJJOY Guelph, Ontario, from 250 kw to 10 kw daytime and 5 kw nighttime; in daytime power by Barrie Broadcasting Corp., CKBB Barrie, Ont., from 5 kw to 10 kw, nighttime power to remain at 2.5 kw on 950 kc; in daytime power by Sun Parlour Broadcasting Ltd., CISP London, Ont., from 250 kw to 1 kw on 710 kc; in ERP by Thunder Bay Electronics Ltd., CFJC-TV Port Arthur, Ont., from 28 kw (video) and 15 kw (audio) to 55.4 kw (video) and 30.2 kw (audio) on ch. 2; in daytime power by Southern Manitoba Broadcasting Co. Ltd., CFAM Altona, Manitoba, from 5 kw to 10 kw on 1290 kc; nighttime power remaining at 5 kw.

The following changes in facilities were approved: change in frequency by the CBC, CBRO (Low Power Relay), Greenwood, B.C., from 730 kc to 740 kc; change of site by Cape Breton Broadcasters Ltd., CJCB-TV-1 Inverness, N.S., offering slightly improved service to Antigonish; establishment of a 250 w standby transmitter at the main studio site by Edmonton Broadcasting Co. Ltd., CJCA Edmonton; increase in antenna height by CBC, CFWH Whitehorse, Yukon Territory, to 207 feet with a power of 250 w on 1240 kc; change in antenna site and increase in power from 150 w to 250 w of the CBC station CFYK Yellowknife, Northwest Territories; increase in power from 100 w to 1 kw by the CBC's station CHAK Aklavik, N.W.T., coupled with an increase in frequency from 1490 kc to 860 kc omni-directional and a change in antenna site and studio from Aklavik to Inuvik, N.W.T.

New English station

Anglia Tv, Independent Television Authority's ninth station, commenced operation in East England Oct. 27. A total of 93 commercials will be telecast in the opening night's transmission. Of these, almost a third will be time sold to local advertisers.

NOW CUTIE 2 to 1 OVER NEAREST COMPETITOR IN EVERETT WASHINGTON! KQTY runs away from closest competitor and outranks all other stations in the North Puget Sound market of over 300,000 people! Hooper, August 1959 KQTY-1230 Color Radio—24 hours of music owned and operated by Wally Nelskog. For availabilities contact FORJOE & CO. or call KQTY, Everett, Wash.
Java props • WCAU-TV Philadelphia is focusing on wives of key coffee buyers to merchandise the Maxwell House spot schedule. Hoping they'll tell their husbands about the brand that "tastes as good as it smells," the station has sent each of them a small percolator containing four coffee beans (Maxwell House Regular selects only one bean out of four), a recording of the commercial's background music ("The Sound of Ground") and a can of the product. "This is our way," an enclosed letter says, "of letting you know how Maxwell House Regular Coffee is helping to increase your husband's business." A p.s. tells about Maxwell House Regular's schedule on tv. The commercials in question, getting wide exposure across the country, are Ogilvy, Benson & Mather's solution to communicating a "trademark in sound" (BROADCASTING, Aug. 17).

WCHS-TV 'bribes' clients

Flashing lights and screaming sirens of the Charleston, W. Va. police department helped herald the premiere telecast of ABC-TV's The Untouchables on WCHS-TV, there. Members of the police force roared up to the doors of WCHS-TV clients, banged on their doors, and delivered bundles of "bribe money". The money in $10,000 and $50,000 denominations read: "This certifies that the bearer has taken this bribe to watch The Untouchables on WCHS-TV. This certificate is illegal and was accepted as a bribe."

To promote The Alasksans, a one-half pound bag of gold covered candy was given to the clients with a tag reading "gold rush tonight" and an admonition to watch the show.

Cakes get around

Recent birthday celebrations of two stations, one radio, the other tv, centered around the traditional birthday cake. KRAY Springfield, Ill., carried its ninth birthday anniversary to Springfield street corners, where it passed out over 2,000 slices of specially decorated cakes. Those having birthdays on the same date were given gifts.

KLTV (TV) Tyler, Tex., highlighted its fifth birthday celebration by having a special 300 pound cake prepared and baked through a one-week period. The cake was put together in KLTV's studio and shown on-the-air during the various stages of its construction. The final product was seven feet tall. It was made in five graduated layers—one for each year of KLTV's existence. The cake was donated to a state tb hospital where it served 600 patients at two meals.

New Studios for KMOX

A special 12-page section in the St. Louis Globe-Democrat heralded the opening of new studios and offices for KMOX St. Louis.

On its editorial page, the Globe-Democrat said "St. Louis is fortunate to have one of the most com-munity-minded of all American radio stations." The editorial also commended KMOX for its pioneering use of broadcast editorials.

'Moon and Sixpence' promotion

NBC-TV augmented its promotion barrage for last Friday's (Oct. 30) special, The Moon and Sixpence (8-9:30 p.m. EST) with daily contest on Dough Re Mi (Mon-Fri, 10-10:30 a.m. EST). Each day host Gene Rayburn asked viewers to watch and tell the network "Why I liked The Moon and Sixpence" in 25 words or less. Prizes include a trip to the Bahamas, RCA television sets, radios, appliances and record albums and General Foods Gourmet packages. Viewers have until Friday (Nov. 6) to send in entries.

Teens, parents like 'Baby-sitter' show

A station which programs to an adult audience but feels there is still a place in its schedule for rock and roll music may well follow the example of WAGC Chattanooga, Tenn., where a new program Baby Sitter's Special fills a community service, attracts teenagers and adults and satisfies advertisers.

Originated by Gilbert M. Kelley, general manager of WAGC, who felt there was a need for rock and roll music in moderation, Baby Sitter's Special is heard each Saturday from 4:30 to 6 p.m.—and it's completely sold out. The program obtains sitters for the adult listeners who would like an evening out. Teenage girls phone in their names and telephone numbers and parents simply listen for the numbers between rock and roll records and make their own arrangements for the evening. Advertisers on the show are primarily local theaters and restaurants, with the result that listeners receive suggestions on where to spend their "evening out on the town."

The brainchild of Mr. Kelley, Sitter's Special will soon have an additional time slot on late Friday afternoons, "because," Mr. Kelley says, "we have more calls than time on the Saturday show."

Stations desiring further information on the program are invited to write to WAGC, Box 349, Chattanooga.

Drumbeats

'Project' in print • Four books have grown out of NBC-TV Project 20 shows. They are Victory at Sea by Doubleday & Co., The Jazz Age by G.B. Putnam's Sons, Meet Mr. Lincoln and Mark Twain's America, both by Ridge Press. The last named is based on a program not yet broadcast and the book won't be out until fall next year. The others are current fall and winter releases. All include pictures and texts from the telecasts.

Fm sellout • KPLI (FM) Riverside, Calif.'s broadcast schedule was purchased for an entire day (Oct. 23) by the Downtown Assn. of Riverside for a giant retail promotion by the city's merchants. The main street was turned into a pedestrian mall to accommodate an estimated 50,000 shoppers. The next day's schedule was purchased by the Provident Federal Savings & Loan Assn., which limited its commercials to an occasional mention of its name. KPLI's full schedule on both days was broadcast to shoppers through hi-fi speakers mounted on the roofs of buildings.

Trick or treat • Little ghosts and goblins
in Omaha, Neb. went about their Halloween duties asking "It this the KOIL Trick or Treat House?" KOIL, that city, placed more than 100 radios in homes throughout the area. The radio's were awarded to trick or treaters who picked the correct houses.

Football for fund • KFMB-TV San Diego donated the commercial time of its coverage of the Notre Dame vs. U. of California football game to the United Fund Campaign. Local civic and business leaders went on the station to appeal for the fund. A concentrated announcement campaign on KFMB-AM-TV alerted Southern Californians to the event.

Award performance • What is lost in suspense should be made up in publicity for the NBC-TV Sunday Showcase Nov. 29, presenting winners of the National Academy of Recording Arts & Sciences awards. Ballot counting took place last week, with winners being announced as they are signed for the show. This represents a departure from tv and motion picture Academy shows, where awards are announced on the air. For the 8-9 p.m. award disc show, winners will perform award numbers, supporting Academy feeling that "performance is the essential ingredient of show business [and] that's why the first televised award show of the NARAS will be an hour of performances of the 'Best Recordings of 1959.'" Sponsor: Watchmakers of Switzerland through Cunningham & Walsh.

Bachelor's party • Authentic surroundings of a playboy's plush penthouse form the backdrop of a new weekly before-and-after midnight tv telecast started on WBKB (TV) Chicago, Oct. 24. Titled Playboys Penthouse, the program is characterized as a "playboy party, complete with 'playmates' and outstanding personalities from the fields of entertainment and the arts" who drop in to visit m. c. Hugh Hefner, editor-publisher of Playboy magazine. Set for the series is described as the largest and most elaborate ever constructed at the station. Program is aired Saturday, 11:30 p.m., to 1 a.m. Among the props: an "entertainment wall," with tv and high fidelity equipment, an aquarium with mermaid and a balcony complete with a playboy art collection.

WEWS (TV) town meeting • The pros and cons of a complicated county charter were presented by WEWS (TV) Cleveland last Wednesday (Oct. 28). The station has not telecast any paid advertising on the charter as it feels the issue "cannot be argued by slogans." An audience of 100 for the charter and 100 opposing it will mount the WEWS studio soapbox in the program.

St. Louis' 'Broadcast House' • Top broadcasters and agency executives journeyed to St. Louis for the opening of new $250,000 studio facilities for WIL, the Balaban Station. Shown above (1 to r) are John Box Jr., managing director of the Balaban Stations; G. W. Armstrong, vice president, Storz Stations, and Harry K. Renfro, radio-tv director, D'Arcy Adv.

In Cincinnati
One Station—WCKY
Does The Job of Two
24 Hours a Day

DAYTIME
NUMBER ONE IN METROPOLITAN AUDIENCE*
Mon.-Fri. — 6:00 AM-6:00 PM
Average 4.7 rating

NITETIME
THE LARGEST NIGHTLY AUDIENCE OF ANY STATION IN THE NATION OUTSIDE OF 3 N. Y. CITY STATIONS.**
476,150 Homes Nightly
CPM—8.4c
*April-May '59 Nielsen
**NCS #2

BROADCASTING, November 2, 1959
FOR THE RECORD

Station Authorizations, Applications
As Compiled by BROADCASTING

Oct. 21 through Oct. 27. Includes data on new stations, changes in existing stations, ownership changes, hearing 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, sign.—signal, vis.—visible, kilowatts—kW—watts—W, megacycles—cycles, D—day, N—night, L—local, signal mod.—modification, trans—transmitter, unl.—unlimited hours, kc—kilocycles, SCA—secondary communications authorization, SHA—special service authorization, STA—special temporary authorization, St.—station.

New TV Station

Actions by FCC

July 24—approved by Wa. Gov. to act as co-owner of WOKE TV, Bellingham, Wash. (Luce and Andrews have been granted a construction permit.

New Existing TV Stations

Actions by FCC

July 8—action of permit pending.

 existing TV stations

Actions by FCC

July 8—action of permit pending.

Existing TV Stations

Actions by FCC

July 8—action of permit pending.

Tv Translator

Actions by FCC

August 1—by letter, denied petition for reconsideration.

Tv Transmitters

Actions by FCC

July 8—action of permit pending.

New AM Stations

Actions by FCC

Naugatuck, Conn.—Naugatuck Valley Service Inc. Granted 880 kW, 250 W DA-13. P.O. address 59 Church St., Naugatuck. Estimated construction cost $46,600, first year operating cost $46,600, $36,300 first year station’s gross income, $20,600 for labor and supplies, $20,000 for rental of site, $6,000 paid in cash. Package 1.

Weldon, N.C.—Twin City Besty. Co. Granted 1400 kW, 10 kW DA-21. P.O. address Box 3041, Henderson, N.C. Estimated construction cost $14,000, first year operating cost $25,000, $36,300. Sole owner of WTED is Mr. John Alston, 3004 Martin Luther King Blvd., Tallahassee, Fla.

New FM Stations

Actions by FCC

Sylacauga, Ala.—Marble City Besty. Inc. Granted 50 kW, 50 W FM STA on ch. 21. P.O. address Box 51 Sylacauga, Ala. Estimated construction cost $18,000, first year operating cost $18,000, $14,000 revenue.

Santa Barbara, Calif.—KDB Besty. Co. Granted 50 kW, 50 W FM on ch. 88. P.O. address 2500 Address Road Square, Santa Barbara, Calif. Estimated construction cost $9,000, first year operating cost $9,000, $7,700 revenue.

Erie, Pa.—WFRB FM. Granted 100 kW, 25 W FM on ch. 88. P.O. address 1116 W 6th St., Erie, Pa. Estimated construction cost $20,000, first year operating cost $20,000, $15,000 revenue.

New York, N.Y.—WCOH FM. Granted 25 kW, 10 W FM on ch. 92. P.O. address 1876 Broadway, New York, N.Y. Estimated construction cost $17,750, first year operating cost $17,750, $12,000 revenue.

Other Stations

For Sale

WNYC-FM New York.—WNBC-FM New York.—WABC-TV, New York.—WJZ-TV, Baltimore.—WGN-TV, Chicago.—KBBM-TV, Dallas.—KOB-TV, Albuquerque.—KTVK-TV, Phoenix.—WILL-TV, Peoria.—WAVH-TV, Asheville.—WNCN-TV, Raleigh.—WAGA-TV, Atlanta.—WLBW-TV, Long Beach.—WGAS-TV, Shreveport.—KAIK-TV, Anchorage.—KRTV-TV, Houston.—KIVB-TV, Reno.—KTVN-TV, Rapid City.—KSDK-TV, St. Louis.—KOLD-TV, Tucson.—KNAR, Adrian.—KZTV, Las Vegas.—KTVF-TV, Fairbanks.—KTVK, Anchorage.—KWIT-TV, Williston.—KFWB, Hollywood.—KSE-T, Denver.—KJYO, Portland.—KTEN, Shreveport.—KTAS, Casper.—KZTV, Mesquite.—KVVV, Salt Lake City.—KTRK, Houston.—KTRV, Austin.—KTRK, Dallas.—KMOV-TV, St. Louis.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage.—KMTV, Omaha.—KSTP, St. Paul.—KSHJ, Phoenix.—KIFN, Norwalk.—KTVL, New Orleans.—KEPN, Idaho Falls.—KTVF, Fairbanks.—KTVN, Rapid City.—KTVK, Anchorage.—KABC, Los Angeles.—KPLH-TV, Honolulu.—KQV, Idaho Falls.—KQX, Twin Falls.—KTVK, Anchorage—
SUMMARY OF COMMERCIAL BROADCASTING
 Compiled by BROADCASTING through October 27

ON AIR CP TOTAL APPLICATIONS
ON AIR CP Not on air For new stations
AM 3,368 66 95 726
FM 605 54 159 89
TV 468 58 96 126

OPPORTING TELEVISION STATIONS
 Compiled by BROADCASTING through October 27

<table>
<thead>
<tr>
<th>VHF</th>
<th>UHF</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>81</td>
<td>526</td>
<td>607</td>
</tr>
</tbody>
</table>

COMMERCIAL STATION BOXSCORE
 As reported by FCC through September 30, 1959

<table>
<thead>
<tr>
<th>AM</th>
<th>FM</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,558</td>
<td>600</td>
<td>465</td>
</tr>
</tbody>
</table>

1 There are, in addition, ten tv stations which are no longer on the air, but retain their licenses.
2 There are, in addition, 38 tv cp-holders which were on the air at one time but are no longer in operation and one which has not started operation.


Dallas, Tex.—The McLeod Corp. Granted ed 98.7 mc, 16.5 kw, P.O. address 2104 Jackson St., Dallas, Tex. Estimated construc-
tion cost $33,000, first year operating cost $15,900, revenue $15,000. Applicant is owner of KLIF Dallas, Ann. Oct. 22.

Milwaukee, Ws.—Radio Milwaukee Inc. Granted 105.9 mc, 22 kw, P.O. address 199 N. State St., Chicago. Estimated construc-
tion cost $31,915, first year operating cost $25,000, revenue $21,900. Applicant is licensee WRM Milwaukee, Ann. Oct. 22.

APPLICATIONS

Cortez, Colo.—KVFQ Inc. 94.1 mc, 3 kw. P.O. address Box 740, Cortez, Colo. Estimated construc-
tion cost $2,500, first year operating cost $7,000, revenue $6,000. Princip al applicant is Jack W. Hawkins who is majority owner of KVFQ. Cortez is located in the mountainous area and is interested in KVLF Alpine and KUN Pecos, both Texas, Ann. Oct. 20.

Northfield, Ill.—Mid-Illinois Broadcasting Co. 106 mc, 6.1 kw, P.O. address Box 241, Northfield. Estimated construction cost $6,773, first year operating cost $7,500, revenue $6,000. Principal applicant is Harold L. Talley who is 87% owner of WSMI, Lockport, Ann. Oct. 21.

Detroit, Mich.—Earl Mullins, Torian, Propst and Stein 98.7 mc, 5.6 kw, P.O. address 1028 Raymond B. Torian, 7153 Pacific View Dr., Hollywood, Calif. Estimated construc-
tion cost $19,000, first year operating cost $25,000, revenue $40,000. Principal appli-
cants are Raymond B. Torian, Alex N. Stein and Don V. Propst, 26% each. Mr. Torian is majority owner of KNOB Long Branch, Calif. Mr. Stein has interest in KNOB and is commercial manager of KSQA Santa Paula, both California. Mr. Propst is employe of KNOB, Ann. Oct. 21.

St. Louis, Mo.—229 Television Inc. 97.3 mc, 25.7 kw N. P.O. address 200 N. Kings-
highway, St. Louis. Estimated construc-
tion cost $5,000, first year operating cost $25,000, revenue $50,000. Applicant is owner of KPLR-TV St. Louis. Ann. Oct. 21.

Jenkintown, Pa.—William L. Fox 103.9 mc, 750 kw, P.O. address 121 Juniper Ave., Mer-

Seattle, Wash.—Arthur Siegal 93.3 mc, 6.6 kw, P.O. address 1021 N. 58th St, Seattle, Wash. Estimated construction cost $13,062, first year operating cost $12,000, revenue $15,000. Applicant is electrical contractor. Ann. Oct. 21.

Existin FM Stations

ACTIONS BY FCC


Harvey Has Ampex

Equipment and Parts
For immediate Delivery

BROADCASTING, November 2, 1959

109
Radio equipment requirements, than and (FOR RECORD) required to operate, it minimizes for a tape, of AMERICA equal professional skill. Bartley, Mollring (of WBML -AM (to be changed to Corinthian Bcstg. Co.), Whitney Communications Corp. will represent Mr. Whitney's personal interests in each of Corinthian stations. Mr. Whitney's capital account in J.H. Whitney will be adjusted to reflect these changes. Ann. Oct. 21.

WISH-AM-TV Indianapolis, Ind.—Seeks transfer of control from J.H. Whitney & Co. to J.H. Whitney Communications Corp. to Corinthian Bcstg. Co. (to be changed to Corinthian Bcstg. Co.). Whitney Communications Corp. will represent Mr. Whitney's personal interests in each of Corinthian stations. Mr. Whitney's capital account in J.H. Whitney will be adjusted to reflect these changes. Ann. Oct. 21.


WOTY Tulsa, Okla.—Seeks transfer of control from J.H. Whitney & Co. to J.H. Whitney to Corinthian Bcstg. Corp. (to be changed to Corinthian Bcstg. Co.), Whitney Communications Corp. will represent Mr. Whitney's personal interests in each of Corinthian stations. Mr. Whitney's capital account in J.H. Whitney will be adjusted to reflect these changes. Ann. Oct. 21.

WNYR Norwich, N.Y.—Seeks transfer of control of Franklin Bcstg. Co. from George E. Keesey to Joseph T. Lane and partners to Joseph T. Lane for $175,000. Ann. Oct. 22.


KGUI Grand Forks, N.D.—Seeks assignment of license from J.H. Whitney & Co. to J.H. Whitney Communications Corp. to Corinthian Bcstg. Co. (to be changed to Corinthian Bcstg. Co.), Whitney Communications Corp. will represent Mr. Whitney's personal interests in each of Corinthian stations. Mr. Whitney's capital account in J.H. Whitney will be adjusted to reflect these changes. Ann. Oct. 21.

Hearing Cases

FINAL DECISIONS

By Order, Commission, on motion by applicant, made effective immediately Sep. 17 initial decision and granted applications of William Farmer Fuller III for new station to operate on 1000 kc in Salt Lake City, Utah, and Canyon Valley Broadcasting Corp. for new station on 1000 kc in Logan, Utah. Ann. Oct. 21.

KBOU-TV Houston, Tex.—Seeks transfer of control of KBOU-TV from KBOU Co. (to be changed to Corinthian Bcstg. Co.), Whitney Communications Corp. will represent Mr. Whitney's personal interests in each of Corinthian stations. Mr. Whitney's capital account in J.H. Whitney will be adjusted to reflect these changes. Ann. Oct. 21.


STAFF INSTRUCTIONS

Commission on Oct. 21 directed preparation of document looking toward granting application of Eastern Idaho Beta. and Television Co. for new station to operate on 1530 kc in Fine Hawaii, and dissolved interest of James A. Noe to change facilities of KNOE Monroe, La., from 1350 to 3.5 kc DA-N Unl. to 1530 to 5 kw DA-N. Oct. 27, 1967 initial decision looked toward granting of KNOE application and denial of Farrish.


Commission on Oct. 21 directed preparation of document looking toward granting application of The Bridgeport Bestg. Co. to increase power of station WTRC Bridgeport, Conn., from 1 kw-D to 500 w for 3 kw-D 184 kw to 600 w for 750 w-D 1 kw-D, install new DA with same pattern for day and night operation, continuing operation on 1950 kc. Dec. 2, 1967 initial decision looked toward denial.

INITIAL DECISIONS


Hearing Examiner Isadore A. Hosig issued initial decision looking toward granting application of KDYO The Voice of Fresno, to increase daytime skywave power to 5 kw, non-DA, continuing operation on 1350 kc, DA-N; engineering condition. Ann. Oct. 22.

OTHER ACTIONS


By memorandum opinion and order, Commission denied petition by Broadcast Ru-

raii for reconsideration of that portion of July 29 order (reopening record on application for new station on 1450 kc 550 w Unl. in Jeffersonville, Ind., and requiring proceeding to hearing before Examiner for new station) which requires submission of additional field intensity data. Oct. 21.


By memorandum opinion and order, Commission dismissed petition by Central Virginia Bestg. Inc. (WVAH) 1500 kc D to 10 kw D, and Kalamazoo, Mich., for new station to operate on 1530 kc 550 w D; made final decision. Nov. 22.

By memorandum opinion and order, Commission dismissed petition by Central Virginia Bestg. Inc. (WVAH) 1500 kc D to 10 kw D, and Kalamazoo, Mich., for new station to operate on 1530 kc 550 w D; made final decision. Nov. 22.

By memorandum opinion and order, Commission denied petition by Broadcast Ru-

raii for reconsideration of that portion of July 29 order (reopening record on application for new station on 1450 kc 550 w Unl. in Jeffersonville, Ind., and requiring proceeding to hearing before Examiner for new station) which requires submission of additional field intensity data. Oct. 21.


By memorandum opinion and order, Commission dismissed petition by Central Virginia Bestg. Inc. (WVAH) 1500 kc D to 10 kw D, and Kalamazoo, Mich., for new station to operate on 1530 kc 550 w D; made final decision. Nov. 22.

By memorandum opinion and order, Commission denied petition by Central Virginia Bestg. Inc. (WVAH) 1500 kc D to 10 kw D, and Kalamazoo, Mich., for new station to operate on 1530 kc 550 w D; made final decision. Nov. 22.

STATION ENGINEERS!

Here's a Trim, Thrifty
1 KW FM TRANSMITTER

Easy, Front Panel Tuning ... Takes FM broadcast floor space as your office chair!

FM-1000A

AND LOOK AT THESE OTHER FEATURES:

* Accessible, Vertical Chassis Design
* Low Cost Tubes
* Multiplex Operation
* Conservatively Rated Components

Operating in FM stations across the country, this cool beauty is running up new highs in performance and economy, with many years of trouble free operation. Why not check into these ITA designs.

PRICE: $4395.00 / Including Factory Installation Service

B For Your Best FM Buy

INDUSTRIAL TRANSMITTERS AND ANTENNAS • UPPER GADBY, PA.
Flanders 2-0355

BROADCASTING, November 2, 1959

Continued on page 117
HELP WANTED—Management

Northern Ohio medium market needs 2 men, top two group, to be trained men only. Box 50BP, BROADCASTING.

WANTED—Radio station manager with sales ability, to eastern announcer salesman. Place. Excellent opportunity. New station Key West, Florida. Good sales and commission. Must have proven record and good references. Position in metropolitan market. Salary, full history and details. Applications confidential. Box 1176, BROAD-CASTING.


WANTED—Excellent opportunity for good producer. Strong independent major Indiana market. $6,000 plus. Box 605P, BROAD-CASTING.

WANTED—Experience radio salesman with at least 2 years fulltime radio selling experience. Only those with successful sales record need apply. Position in metropolitan market south Florida. Salary and commis- sion open. Tell all in first letter. Include references. Box 4920, BROAD-CASTING.

Salesman—Excellent opportunity for good producer. Strong independent major Indiana market. $8,000 plus. Box 605P, BROAD-CASTING.

WANTED—Experience radio salesman with at least 2 years fulltime radio selling experience. Only those with successful sales record need apply. Position in metropolitan market south Florida. Salary and commission open. Tell all in first letter. Include references. Box 4920, BROAD-CASTING.

Salesman—Excellent opportunity for good producer. Strong independent major Indiana market. $8,000 plus. Box 605P, BROAD-CASTING.

Announcers

WANTED—Two young, aggressive deejays. Intelligent and willing to work. Some ex- perience required. Medium size, competitive North Carolina market. Starting salary $60-$80. Successful operation, small turn- over, great crew to work with. Send resumes and tape. Box 3079, BROAD-CASTING.


First phone qualified technical maintenance necessary. Eastern medium market. Send tape and/or background and details to Box 1086, BROAD-CASTING.

Announcer-copywriter emphasis on copy, preferably experienced. Send tape and/or background and details to Box 1086, BROAD-CASTING.

Messenger, 3 1st phone combo-announcers, no mainten- ance, top air salesman only. Experienced recently wanted. Box 1589, BROAD-CASTING.

Energetic and ambitious announcers needed for top-of-the-line operation in west Texas. Box 299, BROAD-CASTING.

Northeast, emphasis local new, 10 hour day. Box 600, Send background, tape, Box 1189, BROAD-CASTING.

Deejay patter material. DJ Books, P.O. Box 1, Elkhart, Indiana.

Staff announcer; versatile and experienced for network station. Send tape, picture, salary desired and complete resume. KCOL, Fort Collins, Colorado.

KDB, Athens, Texas, seeking experienced staff announcer. Salary open.

WANTED: Announcer for top rated station in Cheyenne, Wyoming. Our station is a top market—a good sharp man—no format or top “headliners” required. We are in a “semi-con- tinent” situation, but have a good range. Chief An- nouncer, KFBF, Cheyenne, Wyoming.

If you have 2 years or more experience, are worth $100-$125 a week, capable of adult-club work and ad-lib remote work, we can offer a position with an 18 year old fulltime sta- tion. No frantics. Married preferred. Contact Dick Wittig, WASK, McCarty Lane, Lafayette, Indiana.

Multi-station owner staffing new superd- equipped kilowatt daytimer WAXY in attrac- tive, progressive Lafayette, Indiana. Need production-minded fast-palce air salesman, agency-type self-starter account executive, traffic-gas-Friday, others. Fully- tipped, seasoned pros only, with realistic owner- ship-management ambitions. Tell all first letter, salary, industry references to P.O. Box 145.

Announcers

WANTED, first phone. Florida west coast. Two salary, ideal community; anchor staff, no experience required. Sends tape, resume to Manager, WFIN, Waikiki, Hawaii.

WFTN, Findlay, Ohio seeks production-pro- motion minded dj. Duties will include writing copy for on-the-air promotions. Ability to write copy, as active as this city of 30,000. Resume, tape and photo to Manager. Immediate opening.

Michigan independent wants experienced announcer-dj. Details and tape to WOAP, Owosso.
Help Wanted — (Cont’d)

Announcers

Wanted immediately! Experienced announcer with first phone and announcer-copywriting experience. Send complete information today or phone WQOQ, Plymouth, North Carolina. Swain 3-1104.

Wanted immediately! Experienced announcer for WQWW, Fort Worth, Texas. Personal interviews required. WCGO, Chicago Heights, Illinois.

Help Wanted — (Cont’d)

Production-Programming, Others

Newsmen. At least two years experience in gathering, writing, and editing local news. Personal interviews required. WCGO, Chicago Heights, Illinois.

Capable salesman—we have mobile transmitter, portable equipment, satellite, electronic secretary, typewriter, desk, separate office, vacation benefits. We want capable, aggressive news honcho—preferably able to appear on the air. WTVV, Coldwater, Michigan.

WWOL—Buffalo, New York, under new ownership. We need experienced copy writer. Please send complete resume, photo and sample copy to Arnold C. Johnson, Vice President-General Manager, WWOL, 315 Main St., Buffalo, New York.

RADIO

Situations Wanted—Management

Station manager or commercial managers available. Finest references from employer. Sale of station reason for move. Contact Box 989P, BROADCASTING.

Managing small market, number one program and sales. Want metropolitan or medium, challenging top agency reference. Box 949P, BROADCASTING.

General manager, 15 years, sales B.A., degree, first plane, family, 23, veteran. Prefer small town or city to rush to settle. References. Box 1405R, BROADCASTING.

One of the best young (25) station managers in the business wants a new opportunity. Three years magazine experience. Desires position of sales manager. Box 115R, BROADCASTING.

Aggressive broadcast executive: Full working knowledge of radio, 20 years technical and management experience. Available to combine general manager and chief engineer. Box 1721R, BROADCASTING.


Sales

Available. Seven years sales experience. Two years sales manager’s experience. Box 138R, BROADCASTING.

Format stations in top 50 markets only. Will bill $3000 up monthly, depending on your salary structure. Also will bill 90% of 85% of sales, first contract. Box 1809R, BROADCASTING.


Announcers

Sportscaster—Wants basketball, baseball, football situation. Home college, vet. experience. Box 137R, BROADCASTING.

Negro dj dying—to make money for you. Thinking man, 22, 5’11”, will be purr-fect mix. box tape through. Have tape, will travel. Box 1605R, BROADCASTING.

First phone deejay. Ten years experience, $1100 a week salary. Box 1485R, BROADCASTING.

Announcer-dj, college grad. Veteran desires Negro announcer. Good voice and personality. Tape and resume upon request. Box 1505R, BROADCASTING.


Situations Wanted—(Cont’d)

Announcers

Destination: New York City. Personality dj, 25, out of college, mc 13 tremendous years of radio & tv. 6 rewarding years in present market. Currently #1 in nation of eleven top stations. A great job, but for the wrong person. If you’re around New York City, I’m on the launching of WQWC, New York. I’m preparing for the big switch? Box 1145R, BROADCASTING.

Somewhere in southern California, preferably L.A. There must be a place for a vertis-slate disc-jockey-announcer. 12 years of radio, 4 years on tv. Ideal situation. Will do tapes and sample. Box 1155R, BROADCASTING.

1st phone plus radio-tv degree. Strong on soap, city and news. One of the best, experienced. Box 1715R, BROADCASTING.

Announcer available immediately. College trained. Two years experience in field. Box 1609R, BROADCASTING.

Available immediately! Want news, dj spot. MA degree Journalism. Excellent voice, personable, intelligent style. Good general experience. Box 1157R, BROADCASTING.

Format stations in top 50 markets only. Personality dj with history of 81 ratings. Also will bill $3000 up monthly, depending on your salary structure with one man. Available immediately. Box 1705R, BROADCASTING.

Miami, Florida area—Young University of Miami broadcasting type, desires position. Good voice and presentation, salary available 55-125. Ludlam Branch, Miami 55, Florida.

Experienced, versatile announcer. 4825 Diamond Place, Chicago 28, National 5-2772.


Young, ambitious announcer. Just completed broadcasting course. Needs experience. Will work as staff announcer, copy writer, sales, beginning anywhere. Box 1805R, BROADCASTING.

Top negro dj. Experienced. College, vet. travel. Fred McMorris, 123 West 45th Street. N.Y.C.

Announcer, 1st phone, consider preventative maintenance, $85 no car. Berksire 7-4321 after 5 p.m. Walter Plasek, 310 N. Parkside, Chicago.


Technical

First class engineer-announcer seeking job with radio station. Box 895P, BROADCASTING.

Aggressive young man seeks position as studio engineer. Have Broadcast experience. Will travel. Box 1815R, BROADCASTING.

1st phone engineer-announcer, 114 years experience, 7 years engineering experience, Prefer upper midwest. Box 1065R, BROADCASTING.

Chief Engineer fully qualified all phases, low cost, high power, low rate, extremely good experience. If you want ability and experience, call or write. Wayne Mears, 901 N. Avenue, Sacramento, California. Telephone MA 2-3456.

Engineer. First class ticket. Three years chief small station. Slightly handicapped.

Will operate own car and travel anywhere. Rocky Mountain or midwest. Loren Gold, P.O. Box 974, Fort Collins, Colorado.
**Situations Wanted—(Cont'd)**

**Production-Programming, Others**

Sportscaster—TV, radio, play-by-play, seven years experience. Top ratings. Seeding 729P, BROADCASTING.

Up-grade your staff. Assistant manager, program director, production manager, trained; excellent reference. Ten years broad experience. Running,000-watt air-station, six sales, rated first. Write your name. Box 146R, BROADCASTING.

Mr. Station Owner! Your news operation is the key to your building sales, ratings, prestige. Would you like a top-notch news operation, one you can build you one. Box 143R, BROADCASTING.

Top-notch news director, personality is looking for his opportunity to operate a professional, high class, small local station. Immediate opportunity. Send resume. Box 176R, BROADCASTING.

Get better radio-tv copy 4 ways from career-post-seeking writer offering agency (most radio-tv), news-editorial, trade papers, house organ background. Demands reasonable. Box 149R, BROADCASTING.

Experienced production man seeks relocation. Prefer Midwest, Married family. Box 161R, BROADCASTING.

Copywriter—had 10 years experience in radio, television. Excellent earnings potential. Lives in Wisconsin. Box 173R, BROADCASTING.

Girt—McLendon experience! Program director, production-contingency director, promotion, dj, Single, Freed, 123 East Locust, Sac City, Iowa, PE 5-1886, PG 2-7494.

Local news reporter, wire editor. Excellent courthouse, city hall, political, other spot news experiences, hard worker, sober, best references. Average on newspapers, magazines station copy. Four years present job, until ownership change. Need $1500 per week. Address: Reporter, Box 468, Carlsbad, N.M.


**TELEVISION**

**Help Wanted—Announcers**

Announcer for sign-on shift midwest tv station. Prefer applicant from Illinois, Wisconsin, Indiana, Iowa. Top salary not necessary, must have radio background. Position open late November. Send full resume and recent photo to J. W. Kelin, Program Director, WTVO, Rockford, Illinois.

**Help Wanted—(Cont'd)**

**Production-Programming, Others**

Wanted in major west coast market: All-around tv promotion manager to handle publicity, sales, national advertising, research, ad layout and copy, complete budget planning, and top payroll. Salary commensurate with experience. Send complete resume, current photo to Box 817P, BROADCASTING.

Continuity writer, must be prolific and talented. Wanted for fee (no) continuity department in good midwest market. Will confer directly with clients, so personality a must, vast experience not required. If you know television and all types of tv copies, good opportunity for advancement. Send resume, samples, pic and salary requirements in first letter. Needed immediately. Box 162R, BROADCASTING.

Administrative assistant to director of tv film, programming and distribution, in world-wide organization. Fine opportunity for advancement in growth company, including profit sharing and other employee benefits. Location Chicago. Write Box 1608, BROADCASTING.

Leading northeastern Wisconsin tv station looking for staff announcer. Send photo, audition tape, history, and all particulars to WFRV-TV, Green Bay, Wisconsin.

Creative writer for northern Illinois television station. Television experience not necessary, must have radio background, will join staff of three. Prefer applicant from Illinois, Wisconsin, Indiana, Iowa. Send complete details to John W. Kelin, WTVO, Box 470, Rockford, Illinois.

**TELEVISION**

**Situations Wanted—Announcers**

Experience seeks opportunity. Six years radio, four years television. News, sports, promotions that sell. Box 148R, BROADCASTING.

Young, experienced dj (22) program director with first phone. Current market well over 100,000. This station #1 by Hopper and Pulse. Desire permanent position in modern format station. TV newscasting and commercials experience, $125 minimum. Married, college, references. All inquiries acknowledged. Box 164R, BROADCASTING.

Announcer, 7 years experience in small market radio and tv, 34, family man, sober, best of references. Excellent commercial and news delivery. Wants opportunity to earn in larger market. If interested, will move anywhere. Please write Box 163R, BROADCASTING.

1st phone plus radio-tv degree. Strong on sports and news, moderately experienced. Box 171R, BROADCASTING.

Laurence sells Laurence News Network

TV - radio commentator and emcee-host returns from 3-month vacation abroad to seek a top spot with agency, network or large market outlet.

An interview preferably in Washington, New York, or Chicago, at my expense, can be arranged today. Wire or Call!

JOCK LAURENCE

Dorchester House 2480 16th St., N.W., Washington, D. C.
INSTRUCTION

Since 1846. The original course for FCC 1st phone license, to 6 weeks. Reservations required. Enrolling only for classes starting January 6, March 2, May 4, June 29, 1960. For information, references and reservations write William St. Ogden, Radio Operational Engineering School, 1150 West Olive Avenue, Burbank, California.


MISCELLANEOUS

Plan Christmas spot campaigns now. Write us, voice, record custom commercials. No jingles. M-J Productions, 2800 Temples- ton Road, Columbus, Ohio.


Help Wanted:—Management

**EXPERIENCED SALESMANAGER WANTED**

Who can realize exceptional earnings at a top-rated midwest major market independent. If you're willing to work around the clock and personally and continuously solicit business—not just "supervise"—and if you can prove your ability through past performance and references—contact us immediately.

Top earnings, stock options and fringe benefits available to right man. Please don't reply unless you have truly outstanding record.

Box 5803, BROADCASTING.

Help Wanted.—Sales

Major Market Leader Now Interviewing for Local Sales Manager

Will sit early talks with applicants between 30-38 having minimum five years radio-television experience, two in sales management. Medium market background acceptable, but must have a real success as a "working" sales executive. We're an established regional in one of top 30 markets. Our man will start with $10,000 guarantee in a situation that can top $15,000 first year. Must be capable of moving up executive ladder as expansion continues. East Coast.

Box 1859, BROADCASTING

Help Wanted.—(Cont'd)

ANNOUNCERS

DISC JOCKEYS—NEWSMEN

Positions open in several major markets for top-flight formula men. Salary commensurate with ability. Thoroughly experienced only need apply. Rush tape, resume to: Dick Lawrence

WNDR

Syracuse, New York

HELP WANTED

ANNOUNCERS

LOST JOBS? LACK THAT PROFESSIONAL SOUND? AUDITION TAPE NOT A POLISH... SHOWCASE

S.A.S. is the only school in the coast that offers "PROFESSIONAL ADVANCE TECH- NICAL training in all phases of ANNONCERING including TIGHT FORMAT BOARD WORK... 10 week course for those who can qualify... AUDITION TAPE included with course.

One member... made his LAST show the day after graduation... another NO CHARGE. For information and brochure contact Mr. Keith... 504-7938.

NEW YORK SCHOOL OF ANNOUNCING & SPEECH

160 West 73rd Street
N.Y., 23, N.Y.

*** BY APT. ONLY ***

TELEVISION

Help Wanted.—Sales

LOCAL SALES MANAGER

to assume complete charge of local sales of New York State TV station. Right man to find quick happiness, security and possibilites for promotion with our growing radio-television organization. We want a man who knows how to sell and service, as well as to direct salesmen. May be a man manage- ner now, or may have several years ex- perience in selling TV locally and be ready now for greater responsibilities. Must have the ability to produce, and to get along with people. We will pay a good salary, plus percentage of local sales col- lected. References required. No floaters nor drinkers need apply. Send complete details first letter.

Box 1308, BROADCASTING

TELEVISION

Situations Wanted—Management

Desires challenging opportunity to (1) Make money, (2) Save money, (3) Operate station efficiently and creatively, 13 years success- ful background in organizing and co- ordinating programming, producing sales, videocassette, administration. Presently em- ployed management level at network affiliate. West coast interview can be arranged.

Box 1468, BROADCASTING

BROADCASTING, November 2, 1959
Continued from page 112


By Hearing Examiner J.D. Bond


Granted petition by Waco Radio Co., Waco, Tex., for leave to amend its am application to change its financial proposal; further ordered release date of order to be effective date of order for purposes of appeal. Action Oct. 22.

By Hearing Examiner Basil P. Cooper

Granted petition by Island Teleradio Service Inc., Charlotte Amalie, St. Thomas, V.I., for continuance of further prehearing conference from Nov. 2 to Nov. 9 at 9 p.m. in proceeding on am applications of Island Teleradio and WFRB Inc. (WFRB), Guaynabo, P.R. Action Oct. 23.


By Hearing Examiner Charles J. Frederick

Granted petition by Herman Handloff for leave to amend his application for new am station in Ellicott City, Del. Declared maximum expected operating values in two areas of proposed area—proposed DA hearing Action Oct. 26.

On joint oral motion of applicants and with consent of Broadcast Bureau, continued hearing from Oct. 9 a.m. Nov. 24 in proceeding on applications of Alcima Bestg. Co., etc., from San Jose, Calif., and West Chester, Pa., et al. Action Oct. 20.

By Hearing Examiner Howard F. French


By Hearing Examiner Iasado A. Honig

On own motion, continued procedural dates in proceeding on applications of Richard L. Delart for am facilities in Mountlake Terrace, Wash., et al.; continued further hearing from Nov. 24 to Dec. 22. Action Oct. 22.


By Hearing Examiner H. Gifford Irion

On own motion, advanced hearing scheduled in proceeding to Oct. 26 a.m. In proceeding on am applications of

**FOR SALE**

## STATIONS

**SOUTHERN CALIFORNIA RADIO STATION**

1000 watts—possible 5000 watts. Tremendous growth area. 1,000,000 population in coverage area. Purchase price $350,000, 30% down, balance five years.

Box 904P, BROADCASTING

**FLORIDA**

By owner, full time, small market, well equipped, good earning record. Low down payment, long term must be at 5%. Excellent opportunity for owner-manager. Financial references necessary. No brokers.

Box 167R, BROADCASTING

**FOR SALE**

The Pioneer Firm of Televisio

And Radio Management Consultants

Established 1946

Negotiations and Agreements

Howard S. Frazier, Inc.

1736 Wisconsin Ave., N.W.
Washington 7, D. C.

**Stations for Sale**

$48,000 to $1,000,000 in cities 5,000 population to 5,000,000 population. Write, wire or call.

PATT MCDONALD, BOX 9266,
AUSTIN, TEXAS. GL 3-8080 or
Jack Koste, 60 East 42nd Street,
N.Y., N.Y. MU 2-4813.

For Sale

## MISCELLANEOUS

**FUNNYPHONE**

Radio's new and successful fun gadget entertains weak of inaccessible audience reaction. 650 clever funnyphone questions and answers; formats; features; promos, $100. For more details, write or wire: SPECIALIZED PROGRAMMING SERVICES

Box 694P, BROADCASTING

**FOR SALE**

Only one radio station or Disk Jockey in each market eligible for the "Official Top Twenty Record Quiz" ideal for the promotion of any station or personality. Write for sample and complete details sent to you by mail.

**NETWORK PROMOTIONS**

P.O. Box 3364, Cleveland Hts. 18, Ohio

BROADCASTING, November 2, 1959

[Box 131R, BROADCASTING]

Calif. Single 2500-F 65M terms
Minn. Single 1kw-D 100M terms
Ky. Single 1kw-D 100M terms
Ariz. Small 1kw-D 65M terms
Mass. Monop. 250w 135M terms
Fla. Medium 250w-F 250M terms
Ala. Medium 250w 160M terms
Okla. Medium 1kw-F 150M terms
N.Y. Medium 1kw-D 150M terms
Fla. Large 5kw-D 185M terms
Gulf Medium 1kw-D 100M terms
Ala. Meta 1kw-D 175M terms
East Major Combo. 850M terms
N.E. Major 1kw-D 325M terms
And Others

**CHAPEL M. COMPANY INCORPORATED MEDIA BROKERS**

Atlanta Chicago
New York San Francisco
P. O. Box Atlanta 9, Ga.

(For The Record) 117
Continental Bscg., Corp., (WLOA), San Juan, P.R., Action Oct. 20.
On own motion, corrected transcript of record in proceeding involving applications of May Bscg., Co., Shenandoah, Iowa, for renewal of license of station KXAM (AM), Action Oct. 2.
Dismissed petition for stay filed by Sam H. Bennion of Idaho Falls, Idaho, tv ch. 8, proceeding involving applications of Bud, Inc., to change stations in consolidated proceeding with applications of Suburban Bscg., Corp., for new stations in Bellefonte and State College, Pa., continued to Nov. 23, Dec. 7, and Dec. 21, respectively, date for exchange of preliminary drafts of applicants' technical engineering exhibits, for exchange of written sworn exhibits, for stipulating direct cases of parties, and for notice of further proceedings. Order issued Sept. 29, 1959, for further orders regarding reports and exhibits, etc., for cross-examination, and continued hearing from Dec. 2 to Jan. 4, 1960, Action Oct. 25.
Granted motion by Centre Bscg., Inc. (WKPM, FM), to dismiss its application to change call letters from 2CI to WARC in preliminary conference at 9:30 a.m., Oct. 23 in proceeding on applications of Bald Eagle-Nittany Bscgs. and Suburban Bscg., Corp., for new stations in Bellefonte and State College, Pa., continued to Oct. 31.
Granted petition by KFWA Bscg. Corp., and continued date for exchange of exhibits to Nov. 7, 1960 for notification of witness for cross-examination to Nov. 10 to Dec. 7 in proceeding on applications of Western Electric Diaries in Chula Vista, Calif. Action Oct. 25.
By Hearing Examiner Herbert Sharfman
Unsuccessful application by Budd Broadcasting Co., without objection by Broadcast Bureau, continued hearing record on joint application of CHE Bscg., Inc. for new stations in Abiquiu, N. Mex. Action Oct. 25.
BROADCAST ACTIONS
By Broadcast Bureau
KOIL, Omaha, Neb.—Granted acquisition of interest in station by WLOA, Omaha, Neb., through purchase of stock from L. Fargo Wells.
KYVW Gallup, N.M.—Granted license for am station and specify studio location and remote control location.
WBCN (FM) Boston, Mass.—Granted license for fm station.
KLHR-FM Los Angeles, Calif.—Granted license for fm station.
KJJI-FM Dallas, Texas.—Granted license for fm station; remote control permitted; and license to operate main station as aux.; remote control permitted.
WIBG Philadelphia, Pa.—Granted license covering increase in daytime power, installation new station and minor changes in operating parameters; subject to condition that any other further order with respect to any such changes, modification or increase may be necessary and proper for the convenience of the public; and licensee to file for authority to make such changes, modification or increase; license, however, to be subject to any such further order.
WKYV Louisville, Ky.—Remote control permitted.
KZIN Coeur d'Alene, Idaho—Granted change of remote control authority.

Applications of October 22
WIFI (FM) Peoria, Ill.—Granted license covering increase in ant. height to 430 ft., and change studio location.
WHIL Medford, Mass.—Granted license to use old main studio for new station.
WCCN Nellisville, Wis.—Granted license covering increase in power and installation new trans.

Applications of October 25
KRAK-TY Bakersfield, Calif.—Granted license to change ERP to 120 kw, aur. 64 kw; trans. location; type trans. permitted, and make changes in equipment; ant. height 100 ft.
KXII (TV) Ardmere, Okla.—Granted petition to change call letters of WAMB (TV) to WAXI, date of site changed to June 30.

Applications of October 28
WVEC Hampton, Va.—Granted assignment of license to Peninsula Radio Corp.
WSAI-FM Cincinnati, Ohio—Granted mod. of SCA to change subcarrier frequencies to 28 kc and 65 kc for period ending Oct. 1, 1959.
WRUL Scituate, Mass.—Granted extension of completion date to March 31, 1960.
KFLW Klamath Falls, Ore.—Granted petition to install new trans. and change studio location; remote control permitted; ant. height 300 ft.

Applications of October 14
KVEN-FM Ventura, Calif.—Remote control permitted.
KRLV White Castle, La.—Remote control permitted.

Applications of October 13
KRRK AM FM Los Angeles, Calif.—Granted assignment of interest in licensee to trans American Bscg., Corp.
WALO Human, Fla.—Remote control permitted.
WRFD Columbus-Worthington, Ohio—Remote control permitted.
Connection to FCC Form No. 3428, Broadcast Actions, dated Oct. 25: Item regarding National Broadcasting Co., New York, Inc. have included following condition: This authority is without prejudice to any further action as Commission may deem warranted as result of final determinations with respect to (1) report of N.B. C. to Commission; (2) related studies and inquiries now being considered or conducted by Commission, or any other proceeding, anti-trust proceedings involving NBC Inc., and Radio Corporation of America.

NARBA Notifications
CANADA
List of changes, proposed changes, and corrections in assignments of Canadian broadcast stations modified or containing assignments of Canadian broadcast stations attached to regulations of North American Regional Broadcasting Agreement engineering meeting.

America's Leading Business Brokers
Interested in buying or selling Radio and TV Properties?
When your business is transacted through the David Jarec Corp., you are assured of reliability and expert service backed by over 36 years of reputable service.

150 MONTAIGNE STREET BROOKLYN 1, N.Y. ULSTER 2-5600

FOR THE RECORD: BROADCASTING, November 2, 1959

118
List of changes, proposed changes, and correction in assignments of Mexican radio broadcast stations modifying appendix containing assignments of Mexican broadcast stations attached to recommendations of North American Regional Broadcasting Agreement engineering meeting Jan. 30, 1961.

168 kc
XEKZ Tepautpec, Oax.—1 kw D, 0.5 kw N, ND, unl., III, March 21, 1960. (PO: 600 kc, 500 w D, 100 w N, ND, unl.)

680 kc
XEQK Tapachula, Chi.—5 kw D, 0.5 kw N, ND, unl., II, March 21, 1960. (PO: 670 kc, 1 kw D, 1 kw N, ND, D.)

700 kc
XECV Cordoba, Vera.—0.5 kw D, ND, D, II, March 21, 1960. (New.)

710 kc
XEKA Acapulco, Guer.—0.25 kw D, 0.15 kw N, ND, unl., March 21, 1960. (New.)

710 kc
XEMS Apatzingan, Mich.—0.25 kw D, ND, D, II, March 21, 1960. (New.)

790 kc
XENT La Paz, Baja Calif.—5 kw D, 0.75 kw N, ND, unl., III, Dec. 21, 1959. (PO: 780 kc, 2 kw D, 750 w N, ND, unl.)

840 kc
XEXC Ciudad Mante, Tam.—0.5 kw D, ND, D, II, Dec. 31, 1960. (PO: 840 kc, Tampico, Tam., 560 w ND D.)

860 kc
XEXW Chapala, Jalisco—1 kw D, ND, D, II, March 21, 1960. (New.)

890 kc
XEGK Papania, Vera.—0.25 kw D, ND, unl., II, Sept. 21, 1959. (Delete assignment.)

910 kc
XEAV Vera Cruz, Vera.—0.25 kw D, 0.25 kw N, ND, unl., IV, Sept. 21, 1959. (Delete assignment.)

950 kc
XEKA Vera Cruz, Vera.—5 kw D, 0.5 kw N, ND, unl., III, March 23, 1960. (PO: 980 kc, 500 w ND, unl.)

1000 kc
XEYB Vera Cruz, Vera.—0.5 kw D, ND, unl., III-B, March 21, 1960. (New.)

1200 kc
XEXX Tuxtepec, Oaxaca—1 kw D 0.1 kw N, ND, unl., IV, Sept. 21, 1959. (Change in call letters from XETN.)

XEMK Montemorelos, N.L.—1 kw D, 0.1 kw N, ND, unl., IV, March 21, 1960. (PO: 1320 kc, 1 kw D, 200 w N, ND, unl.)

1300 kc
XESP Ciudad Madero, Tam.—1 kw D, 0.1 kw N, ND, unl., III-D, IV-N, March 21, 1966. (PO: 1300 kc, 1 kw ND, D.)

1400 kc
XEKA Acapulco, Guer.—0.5 kw D, 0.25 kw N, ND, unl., IV, Immediately. (PO: 1400 kc, 1 kw D, 230 w N, ND, unl.)

1460 kc
XEHE Atotonilco el Alto, Jalisco—0.25 kw, ND, D, IV, Sept. 21, 1960. (New.)

1460 kc
XESR Vera Cruz, Vera.—0.1 kw, ND, unl., IV, Sept. 21, 1959. (Change in call letters from XEOR.)

1520 kc
XEQK Nut introduces Tabasco—1 kw D, 0.1 kw N, ND, unl., II, Sept. 21, 1959. (Change in call letters from XETB.)

1590 kc
XENH Escuinapa, Sinaloa—1 kw D, 0.25 kw N, ND, unl., IV, March 21, 1960. (New.)

License Renewals

Rules on sale
Complete rules and regulations covering broadcasting are now on sale at the Government Printing Office, Washington, D.C., it was announced last week. In loose-leaf form, Volume III contains rules relating to all broadcast services. Price is $4.50 and orders must be made to the Superintendent of Documents, Government Printing Office, Washington, D.C. The FCC reported that it had been informed the GPO had already begun mailing copies to those who ordered in advance. The subscription price includes subsequent amendments in loose-leaf, page-substitution style for an indefinite period. Also reported on sale is volume VI, containing rules relating to amateur, citizens and disaster services. Price for volume VI is $1.25.

Previously two volumes of FCC rules had been placed on sale: Volume II, containing parts 2, 5, 15 and 18, and Volume V, containing parts 9, 10, 11 and 16. Volume II covers frequency allocation and radio treaty matters, experimental radio services, incidental and restricted radiation devices and industrial-scientific-medical service; volume V, aviation, public safety, industrial and land transportation services.

**PROMINENT BROADCASTERS Choose Stainless TOWERS**

**WOAI ★ WOAI-TV**

**SAN ANTONIO, TEXAS**

Charles L. Jeffers, Director of Engineering

And for good reasons, too:
- Stainless EXPERIENCE in design and fabrication
- RELIABILITY of Stainless installations
- LOW MAINTENANCE COSTS of Stainless towers

Ask today for free literature and information.
"I wish I could have done something to help . . ."

**You can do something about traffic accidents!** Drive safely yourself—obey the law. Sure. But you can do a lot more! Traffic accidents affect *everybody*. Reducing them is a community problem. Its solution calls for systematic, organized effort and cooperation with public officials—for teamwork and leadership. Here is where you can help. Join with others who are working actively to promote safe driving and secure strict enforcement of all traffic laws. Make your influence count. *Support your local Safety Council!*

---

*Published in an effort to save lives, in cooperation with the National Safety Council and The Advertising Council.*

120  
BROADCASTING, November 2, 1959
Step into Jim Schulke’s office at KTLA (TV) Los Angeles and the first thing you’ll notice is a wallful of pictures of the station’s Telecpter, world’s first flying tv mobile unit. Bossman Jim is very proud of his whirlybird, which he says is worth the $100,000 a year it costs to keep it flying for its prestige value alone.

The Telecpter’s ability to get to the scene and get pictures back to the area’s homes have conditioned thousands of Southern Californians to tune their tv sets to channel five at any word of a fire, flood or other catastrophe. “One Laurel Canyon fire a year is enough to establish KTLA as an out-in-front station, ready to tackle and able to lick most any problem,” he asserts, “and that’s the kind of reputation that pays off on both rating sheets and financial statements.”

Jim’s major enthusiasm, however, is video tape. With three tape machines operating around the clock (four by now if Ampex delivered the new machines on schedule), KTLA is already taping a number of programs for outside distribution, including Ding Dong School nationally and Polka Parade, whose 44-station purchase by Tidy House Products set a new record for regional tape buys. Come January and Paramount Television Productions, subsidiary of Paramount Pictures Corp. and owner of KTLA, will put its own tape syndication sales force into full-scale operation, with three new taped series available on a local or regional basis.

“Tape is the future of tv,” he asserted last week. “Anything you can do live, anything you can do on film, you can do more quickly, at less cost and with more assurance of quality on tape.”

Tape—and More Tape • “We’re going all out for tape at PTP. We’re getting into tape from every angle. We’ve established a creative service division, a syndication division, a network division, a station division and a facilities rental division. For months we’ve been hard at it, developing new production techniques, new kinds of programming. Today, I think we’re considerably ahead of everybody else, even the networks in many respects, such as tape editing, for instance. Studio 6, where we taped the Bolshoi Ballet, probably the biggest job in taping to date, is the best tape studio in the world and we’re going to keep it that way.”

Born April 13, 1922, in Cleveland, Jim grew up in suburban Lakewood, entered college at Denison U. at Granville, Ohio, where, he recalls, he majored in “girls, golf and economics—in that order.” This pleasant life was abruptly interrupted by World War II, which he spent as a marine, chiefly in the Pacific. War’s end found him a first lieutenant, serving as legal officer to the captain of the U.S.S. Iowa.

The fall of 1946 took Jim back to school, this time to Harvard Graduate School of Business Administration, where 16 months of study added a master’s degree in business administration to his B.A. from Denison. “The most important thing I learned at Harvard,” he says, “was how to listen—to concentrate on what the prof was saying so I understood it and retained the significant part of it. This knack has stood me in good stead ever since.”

With his degree came the offer of a job as advertising director of the Harvard Business Review, which he accepted “chiefly to find out whether I was a salesman or not.” He began by setting himself a goal of $25,000 in annual billings and left two years later when the school refused to make more advertising space available than the $75,000-a-year worth he had sold. The answer was clear: He was a salesman.

Madison Avenue Beat • Now he was off to Madison Avenue as a writer of radio and tv presentations for Young & Rubicam, with emphasis on tv to try to entice the agency’s clients into putting some of their advertising dollars into this new medium. His success won him a promotion to manager of account planning. A year or so later, Jim decided that it was time for him to leave media and get into programming. Instead he was offered the post of account executive on a large account, so he left Y & R to become New York representative of James Saphier and George Rosenberg, Hollywood talent agents.

For five happy years young Mr. Schulke negotiated deals in radio and tv for talent, developed and sold package programs and learned a great deal about the broadcast branch of show business. But in 1957 he decided it was time to make another change. Television was becoming big business; control was being concentrated into larger units and he’d be better off with one of them.

Some serious thinking convinced Jim that what he wanted was a top tv job with a major major motion picture company. Such an organization, he figured, would undoubtedly become a major power in tv. He wanted to provide that guidance. So he set out to sell himself to the movies with a carefully planned campaign that employed as salesmen all of his friends with motion picture contacts.

On to Hollywood • The campaign succeeded. Shortly before Christmas 1957, Paramount Pictures Corp. announced the appointment of James A. Schulke “to assist in the development of Paramount’s television activities.” His first assignment was as vice president and general manager of Paramount Sunset Corp., to operate those Hollywood studios (chiefly a rental lot) and to proceed slowly into tv by producing a few pilot films. By spring, the management of KTLA had been added to his duties. Even earlier, however, he had sold Paramount on the idea that, as soon as tv tapes had become interchangeable and syndication of tv programs on tape feasible, the neighboring studios of Paramount Sunset and KTLA would provide an unbeatable combination.

Today, as vice president of Paramount Television Productions, Jim Schulke is busily engaged in proving now that he was right then. Under his supervision, KTLA has not only emerged from a red ink operation but is, he believes, one of the three most profitable independent tv stations in the country.

Jim lives in a bachelor apartment overlooking Hollywood’s Sunset Strip but his evenings are usually spent at KTLA. “The station’s on the air every night,” he says, “and around here we don’t believe in absentee management.”

BROADCASTING, November 2, 1959
EDITORIALS

Dividing the authority

Whatever may be said about his motives, or even about the merits of his idea, there can be no question that Philip Cortney, president of Coty Inc., has come forward with a timely proposal. As described in considerably more detail elsewhere in these pages, is that broadcasters should run the programs and the sponsors concern themselves with the commercials—period.

If it does nothing else, Mr. Cortney's proposal serves to focus attention on the nub of the problem facing broadcasters generally—and networks especially—as they subject themselves to painful reappraisals of their programming policies.

CBS is the only network that has said it will go all the way in reclaiming authority over its programming. But the bald fact is that, whether they say so or not, all networks are taking a close, hard look at the controls they have over what is broadcast.

In this context the idea of broadcasters doing the programming, with advertisers sticking to the selling, holds probably more attraction than ever before—and it is not a new idea. Indeed it has been at work in Great Britain for several years. On British commercial television advertisers have no authority over the content of programs in or around which their advertisements appear. If advertisers dislike this arrangement, they are concealing their feelings. The advertising revenue from British television has far exceeded what the commercial operators anticipated.

In Britain, of course, there was no habit of sponsorship to break when commercial television was introduced. Conditions are different in America. "Sponsor identification" has become a basic phrase in the advertising idiom. It means, in practice, the association in the public mind between the program and its bankroller. A good many advertisers believe there is real value in the identity with a popular show or star. It would be difficult to persuade Chevrolet, at this point, that its connection with Dinah Shore is of no consequence.

Perhaps there would be merit in considering a compromise between the British and American systems of sponsorship. Could not the networks sell programs as advertising vehicles but as a condition of the sale retain all authority over the content of the programs?

There will be loud protests against any wholesale application of "run-of-schedule" selling in network television—and quite possibly the protests should rightfully prevail. Terry Clynne of McCann-Erickson, a knowledgeable executive of a knowledgeable agency, voiced some of the objections a couple of weeks ago when the subject came up on Dave Susskin's Open End program on WNTA-TV New York. For one thing, he wanted to know, can a half-dozen people, or more, do a better job of programming for the public than is being done now? Or, if what is programmed has a limited appeal—which was the situation Mr. Clynne was talking about—then how many advertisers can afford to play to such a selective audience?

But if broadcasters are to be held responsible for everything they present—as the quiz hearings have shown they are—then shouldn't they go all the way and exert that responsibility? Haven't they already done so, to a considerable degree, in the programs they are presenting and selling "magazine style"?

We don't say Mr. Cortney's idea should be adopted. But we cannot now say that it should not be. We do say that it is worth considering. Its pros and cons should be weighed carefully, and there is no more appropriate time than now.

Geneva, the U.S. and us

It is fortunate that an international conference on telecommunications is being held this year on the neutral ground of the international convention city of Geneva. Communications in this shrinking world are engulfed in problems and, if that were not enough, the question of outer space communications also is to be coped with.

The average man in broadcasting is apt to think of international conferences as vague and distant gatherings of double-domed engineers and scientists which mean nothing to him. This is a fallacious notion. The conclusions reached very definitely could affect the future of important broadcast services. If existing allocations to television or fm. or auxiliary services feeding them, were reduced or re-signed, it is entirely possible that our own services could be affected. And in the international broadcasting field, the situation in Geneva last week was downright critical.

Until now, the allocations sessions have been largely devoted to sparring for tactical advantage. With more than two months of this, and with a committed deadline of Dec. 15, the sessions are reaching the power play stage. Russia, by and large, has been cooperative. But no one is being deluded about what might happen in these closing rounds.

We are pleased to note that Chairman Oren Harris (D-Ark.) of the House Commerce Committee, and perhaps Rep. Walter Rogers (D-Tex.), plan to visit Geneva this month. Mr. Harris is the author of a bill to create a Frequency Allocation Board, to sit as an over-all super-FCC on government as well as non-government allocations. There is a similar legislative effort in the Senate, and the Administration has pressed for legislation too, although it has attacked the problem obliquely.

And while about it, we suggest that Chairman Warren G. Magnuson (D-Wash.) of the Senate Commerce Committee, and his Communications Subcommittee chairman, Sen. John O. Pastore (D-R.I.), would find it illuminating and helpful if they also were indoctrinated on the scene in Geneva. Here too, we believe their Republican colleagues should accompany them.

Britannia used to rule the waves and a large chunk of the world. In this modern world, no nation can attain or hold front rank without a substantial position on the air waves.

"Couldn't resist all those hard-sell commercials . . . ."

BROADCASTING, November 2, 1959
KPRC - TV... for fine television results... Edward Petry & Co... National Representatives.

YOU OWE IT TO YOUR AUDIENCE

courtesy of Kayser Hosiery
For Television Commercials

SUPER UNIVERSAL
CLOSE-UP ADAPTER
lets you ZOOM

Because advertising agencies and producers wanted it—we made a close-up adapter for the SUPER UNIVERSAL ZOOMAR. With the camera 4 to 6 feet from the subject, you zoom the entire range of 2½ to 16 inches with exact precision. It takes 30 seconds to mount the adapter on the SUPER UNIVERSAL. The wide angle shot is a medium waist shot of announcer and product. The telephoto shot fills the receiver with a pack of cigarettes . . . an area 3 inches by 4 inches.

This is a must for producers making taped or live commercials. It has additional application for educational television.

FROM THIS
medium waist shot

TO THIS!

SUPER UNIVERSAL

No counterbalancing necessary
Self-Supporting. Change Zoom Range in a minute
Zoomars serviced by the Engineers who build them
Zoomars change from camera to camera in a minute
One year guarantee and maintenance contract

Color Corrected
Speed f/3.9
Zoom Range
2½ to 40 inches
Two converters
Zoom Ratio 6 to 1

For a demonstration of ZOOMAR LENSES on your cameras, write or call

JACK A. PEGLER  BILL PEGLER
TELEVISION ZOOMAR COMPANY
500 Fifth Avenue, Room 2223, New York 36, New York  BRYA9 5-5835

Dr. FRANK G. BACK, the originator - 12 years of specialization in the manufacture of ZOOMAR LENSES for Television.