TRIPLE THREAT PROGRAMMING!

It sounds almost too good to be true — but three of the largest-audience TV shows in Central Iowa are "station-time" programs on WHO-TV — Family Theatre, The Early Show and The Late Show!

These shows represent 25 key hours of competitive local programming, Monday through Friday. Each features hit selections from the tremendous WHO-TV film library* plus frequent up-to-the-minute news reports. And NSI (July, 1959) proves that in their time segments, these shows deliver more homes in 220% more quarter hours than Stations 'B' and 'C' combined!

Look at the facts — NSI or ARB — and you’ll understand WHO-TV’s superiority in Central Iowa television. Ask your PGW Colonel for availabilities!

* WARNER BROTHERS "Feature" and "Mailbag" • MGM Groups 1 and 3 • NTA "Champagne," "Rocket 86," "Dream," "Lion," "Big 50" • SCREEN GEMS "Sweet 65" • HOLLYWOOD TELEVISION SERVICE "Constellation" • M. and A. ALEXANDER "Imperial Prestige" • ABC’s "Galaxy 30" and others.

ARB SURVEY
METROPOLITAN DES MOINES AREA
(March 16-April 12, 1959)

<table>
<thead>
<tr>
<th>FIRST PLACE QUARTER HOURS</th>
<th>Number Reported</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>WHO-TV</td>
<td>233</td>
<td>50.0%</td>
</tr>
<tr>
<td>Station K</td>
<td>186</td>
<td>40.0%</td>
</tr>
<tr>
<td>Station W</td>
<td>27</td>
<td>6.0%</td>
</tr>
<tr>
<td>Ties</td>
<td>20</td>
<td>4.0%</td>
</tr>
</tbody>
</table>

WHO-TV is part of Central Broadcasting Company, which also owns and operates WHO Radio, Des Moines; WOC-TV, Davenport.

WHO-TV
Channel 13 • Des Moines

NBC Affiliate
Col. B. J. Palmer, President
P. A. Loyer, Resident Manager
Robert H. Harper, Sales Manager

"FLIGHT" STREAKS ahead. In 12 major first-run markets where it is programmed following a weak adjacency, "FLIGHT" has seized the lead from competition with superior lead-ins—averaging a 60% audience gain for its time slot. What about second take-off?

"FLIGHT" SOARS on re-runs! Early reports on the first re-run market, Milwaukee, show "FLIGHT" delivering a 23.0 ARB rating with the same top 53% share-of-audience scored in its first run—outrating a competitive Nielsen Top-Ten network show by 64%! Furthermore, whether it's first-run or re-run, it's "first-class" all the way!

"FLIGHT" PULLS adult audiences—people with "grown-up" buying power. This aviation adventure series attracts the highest proportion of adult viewers of any syndicated series!

(Source: U.S. Pulso, reported by Television Age, Aug.-Oct., 1989.)

NBC Television Films. A Division of CNP California National Productions, Inc.
buy St. Louis à la card*

*KTVI RATE CARD... your lowest cost per thousand TV buy in St. Louis

KTVI
CHANNEL 2 ST. LOUIS

BLAIR-TV
Buy the richest market in Texas — Dallas-Fort Worth — when you buy KRLD-TV, Channel 4 in Dallas . . . consistent favorite in 675,000 TV Homes.

Ask a Branham Man for KRLD-TV "measured preference" facts folder.

Clyde W. Rembert, President
The Dallas Times Herald Station
TV Twin to KRLD Radio 1080, full-time 50,000 watt Voice of Texas.
Policy parley • What does FCC hope to accomplish with its massive investigation of broadcast policy ordered last week (story page 41)? They can't say so publicly, for obvious reasons, but at least some members regard this as an invitation to broadcasters to participate in serious reappraisal of what's on air, what should be on air, what role government should play. As one commission- er privately put it last week: "Both the broadcasting industry and the FCC are in such bad repute we'd better all hang together or we'll all hang separately."

Seriousness with which FCC members themselves regard new inquiry is shown in way they handled preparation of order. Order was both drafted and written by FCC members themselves, and staff was kept in dark. Ordinarily order of this kind would be worked up by staff from first draft to completed document.

Watching the trap • If House Legislative Oversight Subcommittee goes through with plans to hold hearings on payola in radio and television (Broadcasting, Nov. 9), you can expect spectators to include eager agents of Internal Revenue Service. It's known that income tax people have already expressed interest in information that subcommittee develops.

Rep. Oren Harris (D-Ark.), Oversight chairman, had expected to go to Geneva this month to attend International Telecommunications Conference (Closed Circuit, Oct. 19). He wanted to get briefing on international scene because of his interest in overhauling U.S. management of frequency allocations. But he's going to hospital in Washington, D.C., instead for treatment of varicose veins. Same day he enters hospital (Nov. 19) Reps. Walter Rogers (D-Tex.) and William Springer (D-Ill.), members of Mr. Harris' parent Commerce Commit-tee, will leave for Geneva accompanied by Ed Williamson, committee chief clerk, and Andrew Stevenson, staffer.

Code and crisis • U.S. television broadcasters who tune to closed circuit speech by Don Mcgannon, Tv Code Board chairman, this week will have some rough talk. Mr. Mcgannon is expected to be frank about present weakness of code, with only slightly more than half of tv stations subscribing, and to say there's no doubt that government will move in with tight regulation if more stations don't indicate interest in regulating themselves. Entire code board will appear on special taped telecast which all networks will carry on closed circuit late this week (story page 68).

Funds raiser • What's new Television Information Office doing to help out in present crisis? At moment it's still very much in preliminary organization stage and engaged in membership drive necessary to its future. Lou Hausman, TIO director, has made appeals at NAB regional conferences, and reportedly membership passed 100 last week while he was at NAB meeting in Fort Worth.

Expensive 'no' • Twenty million dollar offer for ABC's owned and operated radio stations, made by unknown bidder through reputable law firm, was flatly rejected by AB-PT board of directors in past fortnight. Offer, it's understood, came out of blue since there has been no disposition to sell. Instead ABC is known to be interested in acquiring WLS, giving it full time in Chicago, and is reportedly looking for seventh station to complete its quota. Existing stations are in New York, Detroit, Los Angeles, San Francisco and Pittsburgh, aside from half time in Chicago.

NBC Radio revisions • After last week's meetings with affiliates (see page 72), NBC Radio's Matthew J. Culligan is said to be counting on getting network's new networking-plus-program-service format into operation with loss of maybe six or eight affiliates at most. With at least 135 stations tallied, four report- edly had said no; at this rate, network could expect half-dozen losses— some of which, unless stations change stance, will be non-renewals initiated by NBC Radio in line with policy requiring sta- tions to clear 100%.

During affiliates convention NBC Radio got enough orders for two of its upcoming Program Service offerings to assure it'll break even on them. Quarter-hour business-news strip featuring Bob Wilson has been ordered by more than 40 stations (some of which have already sold it locally), and Alex Dreier's Man on the Go series of five-minute re- ports several times daily (number to be determined) has been ordered by about 50. Rates for Program Service shows are based on multiples of station's one-minute spot rate for 10 a.m. time (Broadcasting, Oct. 19).

Film and TVB • Question of admitting tv film packagers and distributors to membership in Television Advertising Bureau is due for exploration and perhaps decision at Tvb's annual meeting this week (see page 76). Film group wants in, but some members feel they should be accepted not as full members but in category akin to associate mem- bership, which doesn't now exist. Film representatives, with some support from regular members, argue they ought to be let in on same basis as, say, station representatives and allowed- like reps, stations or networks—to name their own representative to Tvb board.

Test of strength • Whole question of FCC's present authority in program- ming field may come to head in individual case soon. On file is application for sole station in market proposing format confined exclusively to music and news. Other categories are given just minimum percentage time. Question has been raised whether applicant ought not to be made to justify whether this program format is in pub- lic interest.

Commercial probe • There's more than on-air monitoring being done by Federal Trade Commission in its search for deceit in television commercials (Broadcasting, Nov. 9). One tv station in major market reported last week FTC field man called at station and demanded to see all commercials then on hand. Station refused on such short notice and suggested he do his work by moni- toring.

Among big advertising agencies there is growing fear that FTC investigation of tv commercials could spread to all advertising. Many copy and art themes in big campaigns are common to both air and print advertising. Agencymen figure if FTC finds something it objects to on tv, it will be natural to look for its counterpart in print.

Allocations report • FCC, put on notice some 18 months ago to "commit- ment" on solution to allocations riddle, probably will be called before Senate Commerce Committee in early January to make report. Hearings will constitute another round in committee's lengthy study and originally were planned for year ago. Committee mem- bers, notably Sen. John Pastore (D-R.), chairman of Communications Subcommittee, have been critical of Commis- sion for its failure to propose solution. Special committee counsel Kenneth Cox is writing report on subject, but is waiting for FCC views. Commission, in turn, says it's waiting for results of proposed swap with military before taking concrete action.
Sales are UP in booming Detroit
Dept. Store Sales .................. UP 17%
New Car Sales ................... UP 97%
Employment ........................ UP 9%
Car and Truck Output ............... UP 90%
(Sept. '59 vs Sept. '58—Detroit Board of Commerce)

And UP is definitely the word for
WJBK-TV viewers
September ARB Share of
Audience is 34.2% - 26.2% higher
than any other Detroit station.

One of the leading CBS stations
in the nation for share of audience.

You know where your audience
and sales are going with WJBK-TV—
They're going UP!

a STORER station

CALL KATZ
or
STORER NATL SALES OFFICES
625 Madison Ave., N.Y. 22
230 N. Michigan Ave.
Chicago 1

BROADCASTING, November 16, 1959
**WEEK IN BRIEF**

Why kill good quizzes with the bad? • Quiz programs and give-away shows which are honestly produced and honestly conducted should be continued because the public likes them and because they are an effective low-cost vehicle for many advertisers who otherwise might not be able to afford television or wish to spread their budgets further. This is why Forrest F. Owen Jr., vice president and manager, Wade Adv., Los Angeles, in this week's MONDAY MEMO, says don't dump the whole barrel just to get rid of a few bad apples. Page 31.

Major radio-tv study ordered • Sweeping reappraisal of broadcasting fundamentals seen in FCC order opening investigation of all radio-tv. Study made imperative by quiz scandals and allegations of payoffs. Page 41.

Top advertisers are in television to stay • The quiz scandal has accented advertiser demand that the sponsor retain controls over programming, despite the implied "final" word of the broadcast licensee. The reason? Financial responsibility, delegates at the fall meeting of Assn. of National Advertisers. But no matter who's to blame for the quiz mess, advertisers agree they must "clean up or give up." Page 50.

Changes in tv code • Major amendments to be considered by NAB Code Review Board in Los Angeles session today. Among topics: a ban of quiz show rigging, guarantees against deception in commercial demonstrations and proper labels on news interview shows. Page 68.

They're going along • NBC Radio affiliates meet with network officials in New York to talk over new program concept due for 1960. Plan, increasing news coverage and putting 'entertainment' programs on an optional-for sales basis, seems popular with affiliates. Network demands 100% clearance of all who want to stay aboard. Page 72.

Spot & housewives • A new presentation prepared by the Station Representatives Assn. highlights the importance of spot radio in reaching the housewife audience effectively, economically and frequently. Page 74.

TvB charts its progress • On Television Bureau of Advertising's fifth birthday, executives tell how much TvB has spent ($4 million), how much tv billings have risen (more than $700 million) and those areas where they think they have been most responsible for this increase. Page 76.

Fiddlin' 'n' a stompin' • Ain't doin' nothin' but makin' money, boys. That's the story of country music programming heard last week during WSM Nashville's eighth annual festival and Grand Ole Opry's 34th anniversary. Page 96.

**DEPARTMENTS**

<table>
<thead>
<tr>
<th>Department</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>AT DEADLINE</td>
<td>35</td>
</tr>
<tr>
<td>BROADCAST ADVERTISING</td>
<td>50</td>
</tr>
<tr>
<td>BUSINESS BRIEFLY</td>
<td>66</td>
</tr>
<tr>
<td>CHANGING HANDS</td>
<td>64</td>
</tr>
<tr>
<td>CLOSED CIRCUIT</td>
<td>5</td>
</tr>
<tr>
<td>COLORCASTING</td>
<td>92</td>
</tr>
<tr>
<td>DATEBOOK</td>
<td>8</td>
</tr>
<tr>
<td>EDITORIAL PAGE</td>
<td>122</td>
</tr>
<tr>
<td>FANFARE</td>
<td>107</td>
</tr>
<tr>
<td>FATES &amp; FORTUNES</td>
<td>102</td>
</tr>
<tr>
<td>FOR THE RECORD</td>
<td>110</td>
</tr>
<tr>
<td>GOVERNMENT</td>
<td>100</td>
</tr>
<tr>
<td>LEAD STORY</td>
<td>41</td>
</tr>
<tr>
<td>INTERNATIONAL</td>
<td>101</td>
</tr>
<tr>
<td>THE MEDIA</td>
<td>68</td>
</tr>
<tr>
<td>MONDAY MEMO</td>
<td>91</td>
</tr>
<tr>
<td>OPEN MIKE</td>
<td>18</td>
</tr>
<tr>
<td>OUR RESPECTS</td>
<td>125</td>
</tr>
<tr>
<td>PROGRAMMING</td>
<td>90</td>
</tr>
<tr>
<td>RATINGS</td>
<td>49</td>
</tr>
<tr>
<td>WEEK'S HEADLINERS</td>
<td>38</td>
</tr>
</tbody>
</table>

**WILX-TV**

**Channel 10**

Completely Covers Michigan's Rich GOLDEN TRIANGLE with a City Grade Signal!

**WILX-TV**

Serves and Sells Michigan's No. 1 Market outside Detroit

SOME PRIME TIME STILL AVAILABLE

contact
VENARD, RINTOUL & McCONNELL, INC.

**WILX-TV**

Channel 10

Associated with WILS—Lansing
WPON—Pontiac

BROADCASTING, November 16, 1959
SALES TIPS

ENTHUSIASM.

You've got to have it to make sales.
And—it must be a genuine enthusiasm which stems from belief in your product and the value it offers the buyer.

Enthusiasm, like all other emotions, ebbs and flows. There are good days and bad ones.

Don't settle for a "bad day". Do something about it.

A salesman rebuilds his enthusiasm through study of his product and how it relates to the buyer's needs.

Sales enthusiasm feeds on an ability to serve the customer better.

Our product, Spot Radio, has a remarkable record of producing sales. It is easy to enthusiasm about.

Study your station. Study your customer. You'll find an angle that stimulates your enthusiasm.

When it sparks, don't pick up the phone—go see that customer. You'll find your enthusiasm is contagious and helps make more sales.

P.S. XXOL in Fort Worth has the enthusiastic interest of more listeners than any other station.

Robert E. Eastman & Co., Inc.

representing major radio stations

A CALENDAR OF MEETINGS AND EVENTS IN BROADCASTING AND RELATED FIELDS

(Notes initial or revised listing)

NOVEMBER

Nov. 13-29—Screen Directors Guild of America exhibition of modern painting and sculpture, 7950 Sunset Blvd., Los Angeles.

Nov. 13-21—National Television Week, sponsored by NAB and TV Bureau of Advertising. Theme: "Television—In Focus with Modern America."

Nov. 15-22—American Society of Association Executives 4th annual meeting, Boca Raton, Fla. George Romney, president of American Motors Corp., Detroit, will be named "Association Man of the Year."


Nov. 16—Sales Executives Club, Mayflower Hotel, Washington. Speaker: Robert Hurleighb, president, MBS.

Nov. 16—Western States Advertising Agencies Assn. dinner, meet, Nikabook restaurant, Los Angeles. Doug Anderson, president, Anderson-McConnell Adv., will chair program on media relations.

Nov. 16-17—NAB fall conference, Ambassador Hotel, Los Angeles.


Nov. 17—Advertising Executives Clubs of Chicago sponsors a Broadcast Advertising Club Academy of TV Arts & Sciences-Chicago Federated Advertising and Women's Advertising Clubs dinner, 36S. Wabash, 5:30 p.m. Philip Cortney, Coty Inc. president, to speak on "A Proposal to Prevent Repetition of the Shameful TV Quiz Hoax."

Nov. 17—Radio & Television Executives Society begins its 1959-60 timebuying-seminar series. C. Terence Glynn, radio-TV vice president, McCann-Erickson, and David Levy, NBC-TV program talent vice president, discuss "TV programming: its prospects and prospects." Hotel Lexington, New York, noon-2 p.m. First of 16 weekly programs.

Nov. 17—Academy of Television Arts & Sciences at New York, forum on International TV, Young Men's-Young Women's Hebrew Assn., Lexington Ave. at 92nd St.

Nov. 17—California Broadcasters Assn., Ambassador Hotel, Los Angeles.

Nov. 18—Washington State Assn. of Broadcasters and Oregon Assn. of Broadcasters joint meet, Olympic Hotel, Seattle.

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

SHERATON, Pittsburgh. Afternoon and evening sessions open to invited guests.


Nov. 19—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 Advertisers.

*Nov. 19-20—NAB fall conference, Olympic Hotel, Seattle.

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

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

Nov. 20—Radio & Television News Club of Southern California, 10th annual meeting, theme, "Work Ethics and Presentation of Golden Mike Trophies for outstanding broadcast news achievements, Hollywood Plaza Hotel, Hollywood, Calif.

Nov. 20—Comments due in FCC proposed rule-making (Docket 6825) to duplicate Class L A clear channel in various sections of the U.S.

Nov. 21—UP! Broadcasters of Pennsylvania eastern and central regional meeting, WIP Philadelphia.

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, policy and bar groups representing representatives are invited. Radio, TV and press will receive special invitations to attend a "landmark" meeting to discuss basic principles of the courts, "with emphasis on better methods of selecting judges."

Nov. 23—Sales Marketing Executives of Chicago and Milwaukee, combined meeting, Congress Hotel, Chicago. Speaker: Robert Hurleighb, president, MBS.

Nov. 23-25—Women's Advisory Committee, western intercity conference, Oakton Manor, Pewaukee, Wis.


*Nov. 25—Radio & Television Executives Society luncheon, Irving Gitlin, creative projects executive, CBS News; John P. Cunningham, board chairman, Cunningham & Walsh, and John F. White, president, National Educational Assn., to take part in symposium on educational TV. Grand Ballroom, Roosevelt Hotel, Los Angeles.

Nov. 27-29—National Assn. of TV & Radio Farm Directors annual fall convention (in conjunction with International Livestock Exposition and 4-H Congress). Conrad Hilton Hotel, Chicago. Nov. 30—Chicago Area Agricultural Assn. luncheon hosted by NATIVF.

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

Nov. 30—Academy of Television Arts & Sciences at New York, forum on music for television, NBC.

Nov. 30-Dec. 4—National Sales Executives International Southeastern Field Office, Memphis, Tenn.

DECEMBER

Dec. 1—Advertising Research Foundation annual business meet, Hotel Sheraton-East, New York.

Dec. 1—Radio & Television Executives Society timebuying-selling seminar. George Huntington, vice president-general manager, National Television Bureau of Advertising and Horace S. Schwerin, president, Schwerin Research Corp., delve into "Sponsor..."
to Houston

... is the growth that has been experienced over the last dozen years which makes it the most remarkable metropolitan area in America. Billions in building and population surge well past the two million mark attest to the past and present vitality—the future economic opportunity.

Vital to Houston too is KTRK-TV, keeping pace with this growth as it offers ever-increasing quality of television service.
You're the time buyer.

You're the boy we're counting on to spot these things. Here's a market with more drug sales than Toledo or St. Paul ... more gas station sales than Denver or Boston and you slipped up on it. Smidley, this Cascade Television network is a "must" buy as far as I'm concerned. Think of it, a market like that with just one television operation serving it all.

But, Smidley!

You're the time buyer.
SHOTGUN SLADE
STARRING SCOTT BRADY

SIGHTED SLADE SIGNED SAME

For the same screening that pre-sold this new "top 10" contender, call your MCA representative today.
CORON

TV’s No. 1 man of ROD CA
39 ALL-NEW FIRST RUN HALF HOURS
Pre-sold in 67 markets to Falstaff Brewing
action in a slam-bang adventure series!

He's Rugged ... his two-fisted approach marks him as a man's man, the ace private investigator.
He's Resourceful ... with hair-trigger reflexes and the sharp wits of a former Naval Intelligence officer.
He's Relentless ... he'll track down his quarry on the open Pacific, or in Tijuana dives — along darkened San Diego waterfronts or the Point Loma cliffs.
He's Ready ... to boost ratings — with a TV appeal proven by still another great Cameron series!

Call, write or wire
mca
TV FILM SYNDICATION

MERON
WREX-TV new, wide range

with HIGH POWER
229 KW VIDEO
115 KW AUDIO

Spans a Billion $ Rockford primary market

COVERS ALL OF 14 COUNTIES AND MARKET PORTIONS OF 14 OTHERS

The new, wide-range of WREX-TV, now increased to 229,000 watts video effective power (five times the former ratings), extends the primary limits of the Rockford TV market to encompass $1.1-billion potential . . . widens the "secondary" range of influence to include a total $2.5-billion.

ROCKFORD MARKET

TOPS IN SALES POWER!

WREX-TV — "The Viewers' Choice" DELIVERS your message to the buyers in this rich industrial and agricultural market.

The consistent high quality in production, promotion and merchandising of both spots and programs has earned many major awards for WREX-TV this year!

WREX TV COVERAGE

WREX-TV spans audience interest . . . comparative rankings of top programs, ARB area survey, shows 33 of top 37 programs are all on WREX-TV. WREX-TV leadership is strong throughout the telecasting day:

Rockford Metropolitan Area — station share of sets-in-use summary — for 4 weeks

Source: ARB Oct. 21 - Nov. 19 - 1958

<table>
<thead>
<tr>
<th>WREX-TV Station B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Station share of sets-in-use summary for 4 weeks</td>
</tr>
<tr>
<td>M-F</td>
</tr>
<tr>
<td>Sign-on to Noon     56.3  48.4</td>
</tr>
<tr>
<td>Noon to 6:00 PM     70.3  28.7</td>
</tr>
<tr>
<td>6:00 PM to Mid.     55.1  43.8</td>
</tr>
<tr>
<td>All Week — Sign-On  59.2  40.7</td>
</tr>
</tbody>
</table>

* Shares — station on less than the stations telecasting the most quarter hours during particular period.

TOTAL MARKET:

Population: 1,343,651
Households: 413,099
Spendable Income: $2,502,773,000
Retail Sales: $1,768,295,000

Speaker: Robert Hurleigh, president, MBS.

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 Hilton Hotel. 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. 8—Minneapolis Sales Executives Club, Hotel Normandy. Speaker: Robert Hurleigh, president, MBS.


Feb. 17—Hollywood Ad Club second annual Broadcast Advertising Clinic, all-day session at Hollywood Roosevelt Hotel. Producers' awards for best TV and radio commercials produced in Southern California during 1958 will be presented at luncheon. Phil Selz of "Advertising Age" and Bill Merrill of BROADCASTING are again chairmen of the awards committee. Marv Saltman of ABC is clinic chairman.


Feb. 19—Sales Executives Assn. and Advertising Club of St. Louis, combined meeting, Statler Hilltop Hotel. Speaker: Robert Hurleigh, president, MBS.


Feb. 23—Radio & Television Executives Society timebuying-selling seminar. TV personality Dick Clark speaks on the teen-age market. Hotel Lexington, New York, noon-2 p.m.

Feb. 24—Academy of Television Arts & Sciences forum on good & bad programs, Beverly Hilton Hotel, Beverly Hills, Calif.

Feb. 24-25—Fifth annual State Presidents Conference under NAB auspices, Shoreham Hotel, Washington. Presidents of state broadcasters associations will attend. Voice of Democracy luncheon will be a feature.

MARCH 1960

March 1—Radio & Television Executives Society timebuying-selling seminar. John F. Hurbut, director of promotion-public relations, WBTM-TV Indianapolis, and Harold A. Smith, program promotion-merchandising manager, KROD-DT, Los Angeles, handle topic, "It Takes Two To Tango in Agency-Station Cooperation." Hotel Lexington, New York, noon-2 p.m.
strong links pull more sales in California’s Major Market

Now... the strong sales potential of America’s 2nd largest market...

LOS ANGELES

...linked to the strong, cost-efficient...facilities of...

KRKD
THE ALBUM STATION
1150

are sold nationally by...

AVERY-KNODEL
INCORPORATED
exclusive national sales representative

NEW YORK
SAN FRANCISCO
ATLANTA
LOS ANGELES
DALLAS
CHICAGO
DETROIT
SEATTLE
There's more
to Florida...

There's **WJXT** in Jacksonville, with figures that stand out anywhere: Such as 166 out of 168 quarter-hour wins in the latest Nielsen ratings between 6 p.m. and midnight. Such as *twice* the television homes during those same nighttime hours. Such as well over double the coverage day or night . . . with 66 vs 28 counties in Northeast Florida and South Georgia served by WJXT. It all adds up to one irresistible conclusion . . . there's more, *much more* to WJXT!

**WJXT**

JACKSONVILLE, FLORIDA

Represented by CBS Television Spot Sales

Operated by The Washington Post Broadcast Division:

**WJXT** Channel 4, Jacksonville, Florida  **WTOP Radio** Washington, D. C.  **WTOP-TV** Channel 9, Washington, D. C.
Tv quiz scandal

EDITOR:

You can be darn sure I don’t read all the issues of all my member publications, but I do try to keep on the alert for special things.

So, I’ve been going pretty carefully through current issues of Broadcasting to observe your treatment of the big news that has your industry at the boiling point (House quiz probe). And I want to express to you and your staff my tremendous admiration for the way you’re handling this unhappy situation. According to my lights, this is journalism of the highest order.

William K. Beard
President
Associated Business Publications
New York

EDITOR:

... The creation of illusion in stagecraft requires a certain amount of license on the part of the producers to use deception. I, for one, believe it is the prerogative of program producers to enhance dramatic value through these devices so long as the public is not defrauded.

Some of the proposals being advanced... on how far the industry should go in order to be “pure and honest” seem to me to be utterly ridiculous.

For tv’s sake, let’s not lose our heads.

Alex Keese
Director of Radio-Tv
WFAA-AM-FM-TV Dallas

EDITOR:

The reason for this note is to compliment you on your excellent bit of journalism in providing a survey on such short notice of the tv quiz scandal. As a newcomer to the old school, this brought back old times when there was real enterprise in the Fourth Estate.

Quite different from today when everything is dished up by the syndicates and individualism has been pushed out the window.

W. B. Geissinger
W. B. Geissinger & Co.
Los Angeles

EDITOR:

Shakespeare must have anticipated the current Congressional committee “investigation” into television quiz shows when he penned “Much Ado About Nothing.”

... with such bigger untouched fields of investigation and reform—the hospitalization-medico racket, ... the government’s own spending methods and waste ... and many others—why waste
Featuring such outstanding hits as:

Anna Karenina  Dinner at Eight
The Good Earth  The Barretts of Wimpole Street
Mata Hari  The Philadelphia Story
Rage in Heaven  Ninotchka
The Women

Never before shown in Fresno, they will attract a large and attentive audience.
Day after day after day, more and more Miamians are tuning to 1260 on the dial. Starting from scratch less than a year ago, WAM-E zoomed up to number two* in the highly competitive Miami market. HOW? Because Whammy believes it takes more—much more than a news wire and a couple of turntables to make a top-rated radio station. Whammy believes it takes—

1. Imaginative musical programming blended with fast moving production by top radio personalities.
2. A constant, identifiable sound—a perfect balance of news and music upon which Miami can depend, always, for the best in entertainment and information.
3. Intelligent, farsighted management that knows the Miami market solidly.

*Hooper ratings August-September

Account & media people at J. Walter Thompson, Miami, go over Miami radio story with McGavren rep. Ed Argow.

Austin Burke, Miami’s leading mens clothier, discussing with Ed Argow his use of WAM-E to exclusion of other stations.
FOR FACTS YOU CAN USE ABOUT MIAMI

...ask the “McGavren Man” who knows!

It is a new policy of the McGavren Company to have a McGavren man visit each market and work at the station level at all phases of station operation ... making local calls ... visiting industries ... talking with retailers. After an extensive survey of the local market, the McGavren man prepares a detailed market report which is given to all McGavren offices and to all time buyers.

For facts you can use about Miami, ask Ed Argow, the McGavren Man from New York who has spent several weeks in Miami and has first-hand knowledge of the Miami market ... the station ... and the people who run it.
Davenport, Iowa—Rock Island—Moline, Illinois
The Nation’s Forty-Seventh TV Market

On October 31, 1949, WOC-TV went on the air, FIRST in the
Quint-Cities—FIRST in Iowa. This was in keeping with the fore-
sight and courage of Colonel B. J. Palmer, who had pioneered the
first radio station west of the Mississippi in 1922.

In 1949, there were less than 400 TV sets available to receive WOC-
TV’s first broadcast. On this 10th anniversary date, there are more
than 438,000 sets in a 42-county area. WOC-TV land
today is rated as the 47th TV market in the nation.

WOC-TV continues to main-
tain its leadership and success
in serving its viewers and its
advertisers.

Your PGW Colonel has all
the facts. See him today!

WOC-TV Davenport, Iowa is part of Central Broadcasting Co., which also owns and
operates WHO-TV and WHO Radio, Des Moines, Iowa.

---

British independent TV

EDITOR:

Congratulations on your concise and
informative article on British independent
television (Broadcasting, Oct. 26).
I am sorry to see, however, that I am seri-
ously misquoted. I did not say anything
about “deploping the limitations of
about 14% on film imports.” What
I did say was that any criticism of
the amount of American film on British
independent television was unjustified,
as it only accounts for 14% of our
permitted transmission time.

Alex Anson
Director of Sales & Advertising
Granada TV Network Ltd.
London

KING radio music survey

EDITOR:

Please send us 30 reprints on your
feature story on KING Seattle’s music
survey that was carried on page 33 of
the Oct. 12 issue.

J. E. Bradshaw
Vice President
WRFD Columbus-Worthington,
Ohio

EDITOR:

Please send 200 reprints.

Lew Thuesen
Station Manager
KOYN Billings, Mont.

---

BROADCASTING
THE BUSINESSWEEKLY OF TELEVISION AND RADIO
1735 DeSales St., N.W. Washington 6, D.C.

NEW SUBSCRIPTION ORDER
Please start my subscription immediately for—

☐ 52 weekly issues of BROADCASTING $7.00
☐ 52 weekly issues and Yearbook Number 11.00
☐ Payment attached ☐ Please Bill

name
company name

city
zone

Send to home address — —

BROADCASTING, November 16, 1959

---
To attract attention you can always stand on your head... or run your commercial backwards! A better way is to choose a station that has become a viewing habit to most people... and in Shreveport that station is KSLA-TV!

Survey after survey has proved that KSLA-TV is the busiest marketplace in Shreveport... it virtually hums with viewer activity... buying activity for our advertisers' products!

Consistently good programming, complete news coverage, and a sincere interest in local activities have made... and kept... KSLA-TV the "standout television preference" in the Shreveport market. Even our "reps," Harrington, Righter & Parsons, won't need to stand on their heads to convince you... if you'll give 'em a chance to tell you the complete KSLA-TV story.

KSLA TV channel 12 Shreveport, la.
STROH BREWING CO.
for 19 Ohio, Indiana and Michigan markets!

PACIFIC GAS & ELECTRIC
for San Francisco and 6 other California markets!

MORNING MILK
for Portland, Ore., Salt Lake City and 3 other Western markets!

MOLSON BREWING CO.
for Buffalo, Watertown and Plattsburg!

PEPSI-COLA
for Waco, Texas!

HOLSMUM BREAD
for Baton Rouge!

KENNECOTT COPPER
for Phoenix!

BOUGHT IN OVER
96 MARKETS
IN FIRST 20 DAYS!

PROVED AGAINST NETWORK COMPETITION!
On ABC in 1959

BEAT 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

86% OF THE TIME!
—Nielsen National, 1959

Sensational Ratings

<table>
<thead>
<tr>
<th>City</th>
<th>Share of Audience</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOS ANGELES</td>
<td>36.0%</td>
</tr>
<tr>
<td>CINCINNATI</td>
<td>61.0%</td>
</tr>
<tr>
<td>DALLAS-FT. WORTH</td>
<td>49.0%</td>
</tr>
<tr>
<td>CHARLOTTE</td>
<td>63.1%</td>
</tr>
<tr>
<td>COLUMBUS</td>
<td>43.2%</td>
</tr>
<tr>
<td>SEATTLE-TACOMA</td>
<td>49.3%</td>
</tr>
<tr>
<td>SAN FRANCISCO</td>
<td>35.8%</td>
</tr>
<tr>
<td>Johnstown-Altouna</td>
<td>37.0%</td>
</tr>
<tr>
<td>PHILADELPHIA</td>
<td>34.0%</td>
</tr>
<tr>
<td>Saginaw-Bay City</td>
<td>39.0%</td>
</tr>
</tbody>
</table>

*4-week average
Source: Nielsen, Pulse, ARB June-Oct '59
TERRITORY”
HALF HOURS!

WKY-TV
OKLAHOMA CITY
WFAA-TV
DALLAS
WWL-TV
NEW ORLEANS
KOA-TV
DENVER
WALA-TV
MOBILE-PENSACOLA
KSYD-TV
WICHITA FALLS
KHOU-TV
HOUSTON
and many more!

PAT
CONWAY
stars as Sheriff Clay Hollister

RICHARD
EASTHAM
stars as Editor Harris Claibourne

NOW AVAILABLE FOR LOCAL AND REGIONAL ADVERTISERS!

MEMPHIS
39.0% share of audience.

DETROIT
43.0% share of audience.

ROCHESTER
44.0% share of audience.

SAN ANTONIO
44.2% share of audience.

TOLEDO
48.0% share of audience.

MOBILE
53.0% share of audience.

ZIV Television
FRENCH FLYING ACE ESTABLISHES FIRST TRANS-AFRICA AIR ROUTE BETWEEN FRANCE—MADAGASCAR!

Commander Jean Dagnaux links Paris, Tananarive, Madagascar; Feb. 10, 1927—Commander Jean Dagnaux, famous World War flying ace, arrived here today after a daring series of flights from Paris. He piloted his Breguet 19 through Spain, over the Mediterranean, across the Sahara, and down the length of Africa to realize his lifelong ambition—the completion of an overland air route connecting

FIRST IN INTERNATIONAL AIR TRAVEL! The exploits of brave French airmen like Blériot, Bossoutrot, Noguès, Mermoz and Dagnaux have made aviation history since the very beginning of international flight. Air France still follows this great French tradition of leadership in aviation. Today Air France offers the most non-stop flights between New York and Paris and the fastest jet service in Europe and the Middle East aboard sleek, swift Caravelle Jets. Next year Air France plans to cover the world’s most extensive route network with one of the world’s largest pure-jet fleets, featuring the world’s largest, fastest, most luxurious airliner—Air France 707 Intercontinental Jet.

AIR FRANCE
WORLD’S LARGEST AIRLINE/WORLD’S FIRST INTERNATIONAL AIR SERVICE

BROADCASTING, November 16, 1959
WJAR is UP

In twenty-eight out of forty-nine daylight hours, 6:00 A.M. to 6:00 P.M., Monday through Friday (Pulse, March '59 vs. June '59) WJAR shows an increase.

WJAR is UP

Twelve out of twenty traffic periods rated 6:30 A.M. to 9:00 A.M., Monday through Friday (Pulse, March '59 vs. June '59) WJAR shows increases.

WJAR is UP

Thirty-eight of the forty-nine daylight hour segments, 6:00 A.M. to 6:00 P.M., Monday through Friday (Pulse, June '58 vs. June '59) WJAR shows increases.

GET RESULTS! BUY ADULTS! BUY WJAR

NBC NEWS, SPORTS, MONITOR

WJAR Radio Providence

Sister station of WJAR-TV
Represented proudly by Edward Petry & Co.

BROADCASTING* Magazine was founded in 1931 by Broadcasting Publications Inc., using the title: BROADCASTING—The News Magazine of the Fifth Estate. Broadcast Advertising* was acquired in 1932, Broadcast Reporter in 1933 and Telecast* in 1953.

* Reg. U. S. Patent Office
Copyright 1959 by Broadcasting Publications Inc.

27
KMOX-TV IS FIRST
STANDING ORDER: Month after month after month, for seventeen consecutive Nielsens, CBS-Owned KMOX-TV has ranked first in St. Louis. Current share of audience: 39%... in a four-station market! (ARB's first four-week report confirms Channel 4's smashing leadership. Share of audience: 41%!)
Represented by CBS Television Spot Sales
MONDAY MEMO
from FORREST F. OWEN JR., vice president and manager, Wade Adv., Los Angeles

Why kill good quizzes with the bad?

To those of us who were raised in the broadcasting business and who continue to work in or near this unusual medium the current outcry over quiz show outrages is a bitter pill. We cannot condone that which has been proved. Nor can we agree more with the honestly aroused congressmen who are doing a service to the industry and the American people.

Yet, surprisingly, we find little or no reaction from the broadcasting industry and the advertisers who use it that perhaps these unfortunate shows and the people who ran them may only be a small minority. We know that most of the people who run this amazing entertainment-public service-selling medium are honest. Why haven't we gotten this fact plainly in the record along with the sordid story of the corrupt few?

I remember my first network quiz show. This was the Pontiac Varsity Show which traveled from campus to campus in 1937-8. One week the show originated from my university, Michigan State, and I was one of the students used as announcers and performers. Nothing could have been more honest than its treatment of us and of the audience.

Then later I was agency director for the old Quiz Kids show. Our agency worked intimately with Lou Cowan and the late John Lewellen and their staff who produced this outstanding show. Although areas of interest and knowledge were explored when the children were found, the questions were not known in advance and the answers were completely "off the cuff." How often we cringed at those answers.

No Fix Here • We had plenty of work and some trouble and occasionally a dull show but there was no fix. There was no need—and certainly no inclination. In those days we traveled all over the country on war bond drive appearances and I think the city fathers of Dallas, Seattle, Salt Lake City, Philadelphia and many other cities can attest that the kids were uncoached.

This show, along with all other quiz shows which I was privileged to work during my broadcasting and, later, advertising career, was completely honest and presented exactly what it purported to be, an unrehearsed question and answer period with gifted children. If I may discuss another show closely related to the quiz category and a mendous prize donor over the years, it would be the long standing champ of the giveaway shows, Queen For A Day. Here is a show originated by a master showman and headed to this day by an ex-carnival barker turned performer, Jack Bailey. These people came from "show biz" and they know how to entertain. But anyone who knows Jack and has worked Queen For A Day for any length of time knows that the queens are selected in the audience each day on an openly-arrived-at basis which is made clear to the audience.

But the important point is that for every bad apple there are hundreds of good solid apples. Must we dump out the whole barrelful to get rid of the few rotten ones?

It seems a shame that governmental action is sought which might prevent for all time a sponsor or a network from producing a low cost, high audience interest, simple quiz program. These shows, along with giveaway and panel shows, have been the bread and butter fare of advertisers on all networks, both radio and television. All of us cannot afford a Fred Astaire spectacular or even a 77 Sunset Strip. To eliminate from the medium an entire area of entertainment because a few miserable people have fouled their nest would be a form of industry semi-suicide.

From the viewpoint of a broadcaster turned agency man, here is a matter which has been blown up all out of proportion by the failure of a few men to live with the moral law. Quiz shows are interesting, exciting and relatively inexpensive to produce. They can be intensely interesting without any "fixing." There are experienced, competent producers in the business who have always understood this and who can build such shows again. Maybe we need time to laugh at ourselves a little. Perhaps the next quiz show should be a new version of To Tell the Truth. Or perhaps all of us will need some months of retreat until the public will again believe in quiz shows.

Public Will Punish • In any event, let the wrongdoers be punished, so far as the laws allow. But let us remember that a lot of others, not guilty save by association, are going to be punished with them. Both broadcaster and advertiser live on public opinion. When the public loses faith in our shows or our products they do the punishing by refusing to listen, to watch and to buy. The broadcasters are more concerned with the public convenience, interest and necessity than most people realize. Any agency man who has tried to defend a piece of copy which the station or network executive felt overstepped the bounds of truth or good taste can testify just how great the broadcaster's concern is for his public.

This is as it should be. The advertiser and his agency want to persuade the public to believe in and to buy one particular product or service. The broadcaster must keep them listening and believing hour after hour, day after day. The final decision as to what should or should not be seen and heard rests, as it should, with the holder of the license. The rest of us respect his right to have it as we respect his record of integrity.

Now is the time for all of us in advertising to let the broadcasters know how proud we are of their over-all record, how sure we are of their ability to remove surface flaws without cutting into the vital qualities which have made radio and tv the great media of entertainment and advertising they are.
Soon...Cheaper atomic power

General Electric Vallecitos Atomic Laboratory. Here, in California's Livermore Valley, U.S. Steel sponsors the first large-scale, privately financed study of radiation effects on steel. Project will hasten the advent of low-cost atomic power.

This G.E. technician adds a touch of glamour to the serious business of making a radiation count on foil samples removed from General Electric Test Reactor. She works in a mobile lab made available to the project.
Before atomic power can light our cities or run our industries efficiently, the cost of building and operating commercial atomic reactors must be reduced. The two big problems: high cost of nuclear fuel, and the need for better and less costly materials of construction.

Firsthand information on the effects of radiation on steel has not been easy to come by. The start-up of the General Electric Test Reactor, near Pleasanton, California, and the Westinghouse Testing Reactor near Pittsburgh has enabled U.S. Steel to launch the first large-scale private investigation of irradiated steels. These explorations will be carried out in private test reactors, wholly financed with private capital.

Today, U.S. Steel has scientists working full-time at Westinghouse and General Electric Atomic Laboratories; extensive applied research in nuclear steels is also being carried on at U.S. Steel's Monroeville Research Center.

From these tests will come new and improved atom age steels: stronger, more corrosion-resistant steels, steels that will hasten the advent of commercial nuclear power. The full effects of this vast U.S. Steel research program may not be felt for two, five, or even ten years. But, cheaper atomic power is on its way . . . because American industries like U.S. Steel are contributing to the research. United States Steel, 525 William Penn Place, Pittsburgh 30, Pa.

USS is a registered trademark

Clayton McDole, U.S. Steel scientist (second from left) supervises the removal of irradiated foil samples from General Electric Test Reactor. Information obtained provided a solid flux data foundation for the irradiation research of special reactor steels.

United States Steel
WOW-TV marks a decade of leadership in serving and selling the $2 billion Omaha market!

**NEWS...**
WOW-TV News is First in every Survey...

**FARM NEWS**
The only station in this rich agricultural market with a complete farm department!

**MOVIES**
MGM, Columbia, 20th Century Fox, R-K-O!

**WEATHER...**
The only Omaha Station with a professional meteorologist!

**COMMUNITY SERVICE**
Two-time Peabody Award Winner!

**VIDEO TAPE**
First and only Videotape Service in Omaha!

This brief story board covers only a few of the highlights in WOW-TV’s first 10 years of leadership. Leadership that has kept Channel 6 “out front” since it began daily commercial broadcasting on August 29, 1949. Leadership in service...in programs...power to deliver what folks want to the greatest number of them! That's Channel 6, Pacemaker in Omaha!

**WOW-TV Channel 6 Omaha**
Meredith Stations are affiliated with Better Homes and Gardens and Successful Farming Magazines
SARNOFF CITES TV CLEANUP

NBC to do own policing, tv affiliates told

NBC Board Chairman Robert Sarnoff rejected four previously suggested “solutions” to aftermath of tv quiz scandal last week and proposed instead course NBC would take: ferreting out deceptive practices which might exist in its shows and relying on constructive efforts to inform public of good that does exist in television.

His stand, announced at luncheon of NBC-TV affiliates meeting in New York, came just after President Robert Kintner gave affiliates 5-point creed of network operation: (1) not to abdicate any program format, but to root out deceptive practices which might exist within them; (2) to continue to buy program product from all sources while programming substantial part at NBC itself; (3) take complete responsibility for what goes on air; (4) push color television, and (5) tell NBC’s story honestly and fully.

These are “solutions” rejected by Mr. Sarnoff, in addition of quiz programs, appointment of industry “czar” with broad police powers, adoption of British commercial system and increased regulation by government.

Mr. Sarnoff explained again new investigatory unit set up within network to seek out deceptions and recommend security procedures. (Unit was announced by President Kintner in testimony to House Legislative Oversight Committee [BROADCASTING, Nov. 9]). He took pains to describe unit as not private police force, but rather executive staff group “to separate gray areas into black and white, into acceptable and non-acceptable.”

Good Time for TIO • NBC chairman also charged newly formed Television Information Office with responsibility of seeing that public is informed of tv’s contributions and commented while many thought this unfortunate time for TIO to begin operation, he considers it best possible time. “The need to delineate between the malpractices of the few and the constructive and fruitful efforts of the many in this industry has never been more compelling,” he said.

Mr. Sarnoff said enterprises other than television are infected with wrongful practices. He mentioned “payola” specifically, noting the announced investigation in that area and indicating it may prove a healthy thing. He admonished stations to be alert to creation of “false impression” that wrongs are committed only in broadcast.

Mr. Sarnoff concluded remarks by quoting Sen. John Kennedy (D-Mass.) that “in time we will look back to the present difficulties as merely a misstep on a long and ultimately successful climb.”

Earlier in day top network executives went before open meeting of affiliates to sketch for them details of NBC-TV’s “diversified” program structure. Key element was Cellomatic presentation narrated by network sales chief Don Durbin; it was notably well received. Mr. Kintner made statement that NBC-TV would rise or fall on diversified program concept. David Levy, programming head, led other program executives in description of projects now underway.

Sec. Mitchell against new federal tv laws

Labor Secretary James P. Mitchell, speaking Nov. 12 before alumni of Boston U., said he was against new government regulation of tv as result of quiz show disclosures. He said real trouble is “an educational system that teaches the prices of everything and the values of nothing.” A truly educated people would make any regulation of their own means of communicating unnecessary.”

Mr. Mitchell said best remedy would be self-regulation by industry, but radio-tv officials “have a responsibility they have not exercised to the fullest.” Secretary also hit “commercial domination” of tv industry which “has frustrated the brilliant hopes society once had for that medium’s ability to enrich and improve lives. . . . One of the most powerful, certainly the most attractive forms of communication of this day by man has been used not as a spokesman but as a salesman.”

Democrats select GB&B as 1960 agency

Democrats’ 1960 presidential campaign will be handled by Guild, Bascom & Bonfigli, Democratic National Chairman Paul M. Butler announced last week. Agency headquarters in San Francisco.

Mr. Butler said GB&B, which also has offices in Hollywood, Seattle, Chicago, and New York, has “won many prizes for the effective and interesting campaigns it has conducted for national clients.” He said agency was picked after many interviews with principals and exhaustive work by agency staff and that besides having “great skill and success” in “field of honest communications,” GB&B also “believes strongly in its new client.”

Chairman Butler said that, contrary to reports that Democrats had faced “a sort of boycott” by big agencies, “many highly successful and growing agencies of various sizes sought Democratic account, thus making final choice difficult.

GB&B President Walter Guild said agency will start to work “immediately” and put all its skills at service of Democratic Party so latter can get maximum effectiveness from public communications media in putting “its great record and its great program” before voters in “clear focus” next year.

Newton to head SDX

V. M. (Red) Newton Jr., managing editor of Tampa (Fla.) Tribune (WFLA-AM-FM-TV), over weekend was slated for election to presidency of Sigma Delta Chi, national journalistic fraternity, at golden anniversary convention in Indianapolis. He succeeds James A. Byron, news director, WBAP-AM-TV Fort Worth, first broadcaster to head fraternity. Nomi-

Chicago ‘payola’

Police escort has been assigned for Phil Lind, personality at WAIT Chicago, in wake of threat on his life for revealing interview with record company officials who alleged payoffs to local disc jockeys. Disclosure of escort was made by James McMahon, Chicago deputy chief of detectives, who said police received reports of threats. Meanwhile record distributor charged in story published in Chicago American that he was unable to make top 40 among local stations because d.j.’s solicited payola and he declined. He said studies show his records failed to make dent in Chicago market, claimed to account for about 6% of nation’s retail record sales, but that Milwaukee market received more than its share per capita.
nated for membership on executive council, usually stepping stone to presidency, is Ted Koop, director of news, CBS Washington, former president of National Press Club and of Radio-Television News Directors Assn.

**Resume Senate probe on influence peddling**

FCC Chairman John C. Doerfer will be first witness when Senate subcommittee resumes hearing this Thursday on federal agency reform bills (Broadcasting, Nov. 2). Headed by Sen. John Carroll (D-Colo.), Subcommittee on Administrative Practices & Procedures will take its second round of testimony on S 600, establishing an Office of Federal Administrative Practice, and S 2374, making it crime to attempt to influence commissioners and hearing examiners.

Secretary of Agriculture Ezra T. Benson, Securities & Exchange Chairman Edward Gadsby and Dept. of Interior Secretary Fred Seaton are other Thursday witnesses. On Friday, Civil Aeronautics Board Chairman James Durfee, Jerome Kuykendall, head of Federal Power Commission, Trade Commission Chairman Earl Kintner and Kenneth H. Tuggle, Interstate Commerce Commission chairman, will testify.

S 2374 was introduced by Sen. Carroll at request of American Bar Assn. Its provisions banning off-the-record contacts were criticized by Sen. Everett Dirksen (R-Ill.), subcommittee member, and other senators during hearing last summer (Broadcasting, July 27). S 600 was introduced by Sen. Thomas Hennings (D-Mo.). Sen. Philip Hart (D-Mich.) is third member of subcommittee.

Following this week’s sessions, Carroll body plans to take testimony on bills from trade associations and attorneys practicing before agencies.

**Mack trial postponed**

Retrial of former FCC Comr. Richard A. Mack and his friend Thurman A. Whiteside, scheduled to begin Nov. 12, has been postponed indefinitely pending appeal by defendants to U.S. Supreme Court against denial of their motion for acquittal. Judge Charles F. McLaughlin of U.S. District Court in Washington decided to hold up new trial pending appeal. Defendants, charged with criminally conspiring to obtain FCC’s 1957 award of Miami ch. 10 to subsidiary of National Airlines, were tried in same court under Judge Burnita S. Matthews during April-July this year, but trial ended in hung jury.

**Rockefeller’s news policy unpopular**

Large group of radio-tv newsmen representing Los Angeles stations and networks walked out on news conference held by New York Gov. Nelson Rockefeller in that city Nov. 12 when potential presidential candidate held firm to his policy to stage news conference in two parts, first for newspapers and second for radio-tv.

Newsmen earlier had wired Gov. Rockefeller they expected to be included in single conference and had equipment set up in room ready to go. Argument with governor over his refusal was recorded by tv cameras for newscasts that night.

“We believe that there is a right involved,” Hugh Brundage, news director of KMPC Los Angeles and president of Radio and Tv News Club of Southern California, declared. “This is the right of any news gathering media to attend one news conference together,” he said.

Clete Roberts, KTLA (TV), and Grant Holcomb, KNXT (TV), both Los Angeles, said they would not tolerate “separate, but equal facilities,” Mr. Holcomb telling governor answers to questions at second news conference tend to look rehearsed. But Gov. Rockefeller replied, “I’m not rehearsed.”

Radio-Television News Directors Assn. also protested Mr. Rockefeller’s action—William Small of WHAS Louisville, RTNDA president, urged reconsideration in wire to New York governor.

**AFA, others oppose tax on political ads**

Strong opposition was voiced in Washington Nov. 12 to proposed Internal Revenue Service ruling that advertising expenditures for political campaigns, lobbying, promotion or defeat of legislation would be subject to taxation.

C. James Proux, president and general manager of Advertising Federation of America, said regulation could be applied to virtually all advertising, thus in effect making tax collector censor. Mr. Proux, first of approximately 50 witnesses who testified before three-man IRS panel, urged that order be postponed until Congress has acted (six bills now are pending to reverse ruling).

Joel Barlow, representing U.S. Chamber of Commerce, said regulation would launch IRS “on a sea of uncertain and dangerous regulation of expression of opinion.” AFL-CIO and nine other labor unions appeared against regulation.

**Asks ‘free’ air time**

New York state political leader has suggested way to put bloom back on tv rose—give political parties free time month prior to next year’s presidential election.

Not only will such move be good for broadcasting, said Democratic leader Michael H. Prendergast, but it’ll help political parties too.

Mr. Prendergast, chairman of New York State Democratic Committee, made suggestions Nov. 12 in speech to Long Island U. students. He said radio and tv expenses make up about 45% of campaign costs of both parties and month-long free ride on airwaves would go long way toward alleviating “staggering” burden faced by both major parties in raising campaign funds. And, he added, move “would go a long way toward removing any misconceptions” quiz scandals may have aroused about good works of broadcasters.

**KGIL sold, KXYZ near; FCC approves others**

Two big city radio stations are changing hands—one sale being announced, other in process of negotiation.

- Richard D. Buckley and John B. Jaeger announced Nov. 12 purchase of KGIL San Fernando, Calif. (Los Angeles area), from Pierce Brooks Broadcasting Corp. Price was $800,000 cash.
- William Buckley and Jaeger own WHIM Providence, R.I., acquired in 1957, and WDRA Hartford, Conn., acquired last July. Transaction handled by Edwin Tornberg Co. KGIL operates on 1260 kc with 1 kw and carries cp for 5 kw.

- Nafi Corp., owner of KPTV (TV) Portland, Ore., and purchaser of KCOI (TV) Los Angeles, is negotiating for purchase of KXYZ Houston, Tex. Price understood to be over $500,000. KXYZ is 5 kw on 1320 kc with ABC affiliation. Nafi Corp. also is still negotiating for purchase of KOBY San Francisco (Broadcasting, Aug. 17).

- Following sales approved by FCC Nov. 12:
  - WBBR Mt. Clemens, Mich.: Sold to Wright & Maltz Inc. (owner of
WTTF Tiffin, Ohio) for $147,699.
- WDVM Pocomoke City, Md.: Sold to Ernest Tannen for $120,000 plus option to purchase land for $2,500.
- WILLY Richmond, Va.: Sold to Radio Richmond Inc. (same interest as WROV Roanoke, Va.) for $105,000 plus agreement to pay $50,000 to Louis Adelman not to compete for five years within 50 mile radius of Richmond. Mr. Adelman was principal owner of seller.

Regimen ads probed
First move by New York District Attorney Frank Hogan against suspected "false and misleading" TV advertising came late in week with staff seizing books, records and kinescopes of TV commercial for Regimen tablets from both advertiser (Drug Research Corp.) and agency (Kastor, Hilton, Chesley, Clifford & Atterton). Regimen's alleged claims as reducing pill, possibly in violation of New York state law, are being probed. Mr. Hogan said six-month investigation began on complaints of consumers.

Forward names rep
Stations of Forward group—KGLOSS-AM-TV Mason City, Ia.; WTAD and KHQA-TV Hannibal, Mo.-Quincy, Ill., and WMTV (TV) Madison, Wis.—name Branham Co., N.Y., national representative effective Nov. 15.

Business briefly
10-Day barrage • Shulton Inc., N.Y., (men's and women's toiletries) has set plans for largest 10-day pre-Christmas advertising campaign in its history. All media will be used with TV and radio schedules alone expected to reach more than 100 million people. Network TV phase runs Dec. 14 through Dec. 23 with multiple participations on 14 evening and daytime shows on all three networks. Network radio schedule runs Dec. 17-19 and includes participations on 15 nighttime and daytime shows on CBS and NBC. Spot campaigns run Dec. 14-23 utilizing 50 top markets for TV and 85 markets for radio. Agency: Wesley Assoc., N.Y.
Wine radio drive • Mogen David Wine Corp., Chicago, buys eight-week spot radio schedule in 11 markets as part of fall-winter $1.8 million advertising and promotion campaign. Announcements will vary from 30-40 per week per market where TV and print not used, running eight weeks and ending before Christmas. Advertising drive is built around ABC-TV's new Charlie Weaver Show. Agency: Edward H. Weiss & Co., Chicago.
Cereal campaign • Quaker Oats Co. (Quaker and Mother's oats, Instant Quaker oats), Chicago, buys spot radio schedule in 80 markets effective Nov. 15. Company also is using commercials on various NBC Radio properties (True Story, etc.). Over 190 stations to push its "holiday special" offer of a Health-o-Meter bathroom scale involving Puffed Wheat and Puffed Rice products. Agency: Baker, Tilden, Bolgard & Barger, Chicago.

Pard plans • Dancer-Fitzgerald-Sample, Chicago, seeking half-hour syndicated film availability and/or prime periods in about 30 key markets for Swift & Co.'s Pard dog food. Decision expected by client in next fortnight.

Slaud toss • Frenchette Div. of Carter Products Inc., N.Y., last week shifted its salad dressings account from Cohen & Alshire to Ted Bates & Co., both N.Y. Account is active in radio-TV spot.


News renewal • Texas Co., N.Y., (Texaco petroleum products) has renewed sponsorship of NBC-TV's Huntley-Brinkley Report (Mon.-Fri. 6:45-7 p.m. EST) for year 1960. Agency: Cunningham & Walsh, N.Y.

WEEK'S HEADLINERS

John Cowden, vp in charge of advertising and sales promotion, CBS-TV Station Div., named vp, information services for CBS-TV succeeding Charles S. Steinberg, who is elevated to vp, public information for network. James T. Aubrey, CBS-TV's executive vp, last week described Mr. Cowden's post as implementing plans announced at the CBS-TV's affiliates conference in Chicago last March. Advertising and sales promotion, research and press information now will report to Mr. Cowden. Thomas Means, director of advertising and sales promotion of CBS-TV Stations Div. assumes duties relinquished by Mr. Cowden. Mr. Cowden, B. Gerald Cantor, board chairman of National Theatres and Television Inc., was elected president and chief executive officer Nov. 12 at regular monthly meeting of board (see early story page 90). He continues as board chairman of NT&T but gives up presidency of Cantor, Fitzgerald & Co., Los Angeles investment banking firm. He succeeds John B. Bertero, NT&T interim president and company's general counsel for many years, who continues as director and special consultant.

Means will report directly to Merle S. Jones, division's president. Mr. Steinberg was promoted from director of information services to vp, information services for CBS-TV last March. Previously he had been director of press information for CBS Radio and earlier was with Warner Bros. Pictures for 14 years in various publicity posts. Mr. Cowden joined CBS in 1938 as member of promotion department; in 1946 was named director of Columbia-owned stations promotion, and subsequently in 1951, director of operations, advertising and sales promotion, CBS-TV, upon separation of radio and TV operations at network, and with formation of CBS-TV Stations Div. last year, was assigned to that division. Mr. Means joined CBS in 1943 as copywriter in promotion, left in 1944 to direct advertising-sales promotion for WOL Washington, named general manager, WSAt Charleston, S.C. in 1947, rejoined CBS in 1948 and following year became director of promotion service, CBS-owned stations.

CONTINUED ON NEXT PAGE
ALFRED R. STERN, director of international operations for NBC, elected vp in charge of new Enterprises Div. He continues as chairman of board of NBC International Inc. Robert W. Sarnoff, board chairman of NBC, said in announcing appointment, that Enterprises Div. will centralize foreign and domestic areas of service expansion and business opportunities. Mr. Stern joined network in 1952 as projects officer for tv programming, was named business manager, technical operations, in June 1953. Later that year, he was appointed assistant to executive vp and in 1955 was assigned additional duties of director of operations for NBC Radio's Monitor. In July 1955, he was named director, participating programs, NBC Radio, and in December of that year was promoted to staff assistant to president. He took over his present position in 1956.

J. DAVIS DANFORTH, executive vp, BBDO, N.Y., retires on Jan. 1 after 35 years of service with agency. He will continue as consultant to BBDO management. Mr. Danforth started as messenger boy with Barton, Durstine & Osborne in 1923, agency three years later becoming BBDO by merger with George Batten Co. Mr. Danforth is client contact specialist, serving as executive on some of agency's major accounts, was elected to board in 1939, became member of executive committee in 1946 and executive vp in 1949. He served as chairman of American Assn. of Advertising Agencies in 1958-59.

GRANT TINKER, formerly vp, director of tv-radio programming, Warwick & Legler, N.Y., becomes vp and director of tv programming, Benton & Bowles, that city. He reports to Oliver Barbour, B&B's vp in charge of broadcast programming. Mr. Tinker was at W&L since July 1958 and before that spent four years at McCann-Erickson where he was tv account executive. Prior to joining M-E, Mr. Tinker was with Radio Free Europe and NBC.

G. MAXWELL ULE, senior vp, marketing, and board member, elevated to executive committee, and STEPHENS DIETZ, vp and director of merchandising department, elected group vp, marketing services, in realignment of Kenyon & Eckhardt's marketing services division. Division includes tv-radio, media, marketing, research and merchandising. Mr. Ule, who joined K&E in 1949 from McCann-Erickson, Chicago, where he was vp and research director, will devote more time to executive duties. He was elected senior vp in 1956 and has been on board since 1953. Mr. Dietz takes charge of media, merchandising, research and radio-tv. He came to K&E as vp and account supervisor in 1955, and was named marketing committee head following year and director of merchandising in 1957. Mr. Dietz formerly was vp in charge of marketing at Ogilvy, Benson & Mather.

In line with these appointments PAUL BRADLEY elected vp in charge of merchandising department. He left Grant Adv. to join K&E last January in sales development and promotion division of merchandising department.

ROGER B. READ, formerly manager of WKRC-TV Cincinnati, and DONALD L. CHAPIN, assistant to senior vp, elected vps of Taft Broadcasting Co., in charge of administration and planning, and national sales for all Taft radio-tv, respectively. Mr. Read joined WKRC-TV in 1949, was named local sales manager in 1954 and general sales and assistant general manager in 1959. Mr. Chapin joined that station in 1950 as local sales manager, was general sales manager in 1952 and assistant general manager in 1954. He went to New York as eastern sales manager for Radio Cincinnati until 1958 when he was appointed vp in charge of national sales. Prior to 1950, Mr. Chapin was in sales division of Crosley Broadcasting Co. Taft stations are WKRC-AM-FM-TV, WTVN-AM-FM-TV Columbus, Ohio; WBRZ-AM-FM-TV Birmingham, Ala.; WBIR-AM-FM-TV Knoxville, Tenn., and WKYT (TV) Lexington, Ky.

ALVIN E. UNGER elected vp in charge of syndication for Independent Television Corp., first vice presidency announced for ITC since its creation over year ago. Mr. Unger joined ITC in October 1958 as administrative manager, Arrow Productions, ITC division handling sales to stations and program counselling, and several months later became manager, special products division, which added sales supervision of Jeff's Collie, tv series, to Arrow's activity. Before he joined ITC, Mr. Unger was Ziv TV's vp in charge of Chicago sales and had spent 19 years with Ziv, including post of vp in charge of sales for Ziv's radio syndication division. He will continue to head Arrow and Jeff's Collie sales. Hardie Frieberg continues as ITC's general manager of syndication. Reporting to him are various regional and geographic syndication divisions.

DONALD S. FROST, Bristol-Myers vp, elected chairman of Assn. of National Advertisers as ANA opened its 50th annual fall meeting last Monday at The Homestead, Hot Springs, Va. He succeeds HENRY SCHACHT, executive vp of Lever Bros. ROGER H. BOLIN, advertising director of Westinghouse Electric, was elected to vice chairmanship vacated by Mr. Frost.

Six new directors were named in addition to Mr. Schachte, who automatically goes on board. They were NORBERT A. CONSIDINE JR., Blue Bell Inc.; RICHARD S. LOWELL, U.S. Plywood; HARRY F. SCHROETER, National Biscuit; K.L. SKILLIN, Armour & Co.; DOUGLAS L. SMITH, S.C. Johnson & Son, and R.G. STOLZ, Brown Shoe Co. Mr. Frost has served with both advertisers and agencies. He started with International Business Machines in 1933, later served with Owens-Illinois Glass and Young & Rubicam, was with Bristol-Myers from 1945 to 1950, then went to Compton Adv. and returned to Bristol-Myers in 1954.

FOR OTHER NEWS OF PEOPLE SEE FATES & FORTUNES
“Egad! Blair Did It Again.”

“There I was,” quoth our man, “loaded for Blair. I had data up to the collar of my Burberry... a portable calculator in my attaché case. My Diner’s card was at the ready; my Express cards, rail travel card, airline card, three gasoline credit cards, and old W.D. A.G.O. Form 65 were present and accounted for. I had a black knit tie on and my heavy-frame bi-focals were all revved up. Man, I was like ripe.”

“Never mind the autobiog. Just tell us did you get the business?”

“Well, frankly, no. We already had it. The Blair man just said to the chap, ‘You know—The Roanoke station with the 58-county market of 448,001 tv homes.’”

“... 448 thousand and one?” asked the chap.

“... and one,” said the Blair man.”

WSLS-TV
Channel 10 • NBC Television
Mail Address: Roanoke, Va.
A broadcast service (with WSLS Radio)
of Shenandoah Life Insurance Company
acceptance

*more listeners than all other stations combined

*lowest cost per thousand

WCCO RADIO
Minneapolis · St. Paul

NOTHING SELLS LIKE ACCEPTANCE...
35 years of top acceptance are yours to use on WCCO Radio. More listeners than all other Minneapolis-St. Paul stations combined! Lowest cost per thousand... less than half of the average of all other Twin Cities stations. Cash in on full-size programming for full-size results.

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

Source: Nielsen Station Index, Jan.-Aug., 1959
Station Total
6 AM-Midnight
7-day week
MICROSCOPE TRAINED ON RADIO-TV

FCC orders a massive study of broadcast output and regulation
It plans detailed inspection of program and commercial policies

The FCC last week opened the door to what could become the first major reappraisal of national policy on broadcasting since the Communications Act was adopted in 1934.

In a comprehensive order that was admittedly forced by the revelations of tv quiz rigging and by Congressional intentions to investigate payola, the Commission launched a sweeping inquiry to:

- "Determine the policies, practices, mechanics and surveillance pursued and carried out by networks, station licensees and others in connection with the acquisitions, ownership, production, distribution, selection, sale and licensing of programs for radio and television exhibition."

- Look into "the policies and practices pursued by networks, station licensees and others in connection with the selection, presentation and supervision of advertising material for broadcast to the public."

- Find out if the FCC ought to issue new rules governing broadcast output or if it has the authority to issue them.

- Find out if the Communications Act needs to be overhauled.

Reasons Why • In a statement issued with the order, the Commission said that its action was taken "as a result of the tv quiz show revelations, allegations of inducements to promote records and other products without proper sponsorship identification, and complaints about offensive commercials and other broadcast practices contrary to the public interest."

The FCC pointed out that it is empowered to grant broadcast licenses only after it has determined that applicants will serve the public interest, convenience and necessity. The statement continued:

"These considerations include the representations made to the Commission and the manner in which a station licensee discharges his responsibility of selecting and supervising the broadcast of programs and advertising matter."

The advent of television, the Commission pointed out, has changed the pattern of radio broadcasting. It also added that the increased number of radio and tv broadcasters has "complicated the problem of adequate review by the Commission of the policies and practices of its broadcast licensees."

Order Unanimous • The move was made with the unanimous approval of the five commissioners present—Chairman John C. Doerfer and Comrs. Robert T. Bartley, Robert E. Lee, Frederick W. Ford and John S. Cross. The two other members of the FCC, Comrs. Rosell H. Hyde and T. A. M. Craven, are attending international radio conferences in Geneva, Switzerland.

The order was issued on a special release basis Nov. 10. It was adopted the day before following a commissioners-only meeting five days before, on Nov. 4 (CLOSED CIRCUIT, Nov. 9).

It said that the questions on programming would be coupled with the Commission's current investigation of network programming practices. This would mean an augmented staff, the Commission said.

At present two attorneys and their secretaries constitute the Office of Network Study. This is an element of the Commission's Broadcast Bureau. This group was established after the completion of the Barrow Network Study in 1957. The Barrow Report covered all aspects of television network practices except programming.

The two lawyers, Ashbrook P. Bryant and James F. Tierney, have been surveying tv film production com-

RATINGS THE ROOT OF THE EVIL?

Sen. Mike Monroney (D-Okla.) is drafting legislation charging the FCC with the responsibility of weighing heavily, at license renewal time, a station's past record in prime time public service programming.

The bill, being prepared for introduction in January, also would require each station to keep an accurate "box score" of such programming broadcast during prime time. The Commission would be authorized to withdraw a station's license if it failed to live up to promises made concerning public service programming in past applications.

Reached by telephone in New Orleans Wednesday (Nov. 11), Sen. Monroney said: "Without a doubt the struggle for rating supremacy led to rigging of tv quiz programs." He said the disclosures of the House Legislative Oversight Subcommittee serve to point up the influence ratings have on the life or death of tv programming.

Long an outspoken critic of tv ratings, Sen. Monroney for two years has been pushing a Senate inquiry of the measuring services. He is a member of the Senate Commerce Committee and its Communications Subcommittee, which held a one-day hearing on rating services in the spring of 1958. Follow-up hearings have been planned but never held.

Sen. Monroney said he would push for hearings on his new bill, which also would encompass the ratings inquiry. He said his complaint against the audience surveys is that they are "inadequate," not necessarily "inaccurate."

For text of plan for reappraisal of national policy see page 42
A TOTAL REAPPRAISAL OF RADIO-TV AND REGULATION

Here is the full text of the FCC order instituting the sweeping inquiry into radio and television programming and advertising practices and into the regulatory role of government. This was entitled “Supplemental Order for Investigatory Proceeding” in the study of radio and television network broadcasting.

At a session of the Federal Communications Commission held at its offices in Washington, D. C. on the 9th day of November, 1959;

WHEREAS, on Feb. 26, 1959, after a substantial preliminary inquiry, the Commission by its Order (F Quincy and from Public Notice (FCC 59-168) directed that inquiry be made pursuant to Section 403 of the Communications Act of 1934, as amended, to determine, among other things, the policies and practices pursued by the network licensees and other persons in connection with the station, selection, supervision and broadcast to the public of programs and other material, which practices appear to be contrary to the public interest; and

WHEREAS, under the Communications Act and the policies promulgated by the Commission thereunder, the selection, supervision and broadcast to the public of programs and other material including advertising is the primary responsibility of the licensed broadcaster subject to the duty of such broadcaster so to exercise that responsibility as to serve the public interest in terms of the needs and interests of the community which such broadcaster is licensed to serve; and inquiry should be made and that information and data should be obtained regarding the policies and practices pursued by radio and television licensees and others affecting the program and other material broadcast to the public;

NOW THEREFORE, IT IS ORDERED that the inquiry and investigatory proceeding instituted pursuant to the Commission’s Order of Feb. 26, 1959, (FCC 59-166) be and is hereby amended and enlarged to determine the policies, practices, mechanics and surveillance pursued and carried out by networks, station licensees and others in connection with the acquisition, ownership, production, sale and licensing of programs for radio and television exhibition and the policies and practices pursued by networks, station licensees and others in connection with the selection, presenta- tion and supervision of advertising material for broadcast to the public for the public interest and the public interest in said policies and practices, and that such inquiry and data be obtained relevant to the following questions:

1. whether and the extent to which policies and practices being pursued by some broadcast licensees in the field of programming and advertising are inimical to the public interest;

2. whether and the extent to which the general standards here-tofore laid down by the Commission should, by the exercise of its rule-making power, set out more detailed and precise standards for the guidance of broadcasters in the exercise of their responsibility;

3. whether and the extent to which the Commission’s present policies and procedures in the review and consideration of the performance of its broadcast licensees in the field of programming and advertising is adequate, in view of the greatly increased number of such licensees; and

4. whether and the extent to which the Commission’s authority under the Communications Act of 1934, as amended, is adequate for these purposes or whether legislation should be recommended to the Congress.

companies in Hollywood. They have already participated in hearings with network officials in Washington last March and with advertising executives in New York last May. In addition to the general assignment of delving into network program practices, the Commission added the question of alleged tie-ins to the inquiry.

The new inquiry encompasses payolas to disc jockeys to play certain recordings and payoffs to producers to insert "plugs" for certain products into the program material.

An FCC regulation requires that where any money or "thing of value" has been given for the broadcast of a program such information on sponsorship must be announced.

Most recently the FCC has chastised some tv stations for not identifying the source of filmed news clips of the Senate Labor Committee hearings on the Kohler Co. strike in Wisconsin. The films were written by the National Assn. of Manufacturers and furnished the stations gratis by NAM. The Commission has maintained that the stations should have identified the supplier of the films when they were broadcast.

In the reference to offensive commercials, the new FCC order, a Commissioner spokesman emphasized, did not mean an inquiry into false and misleading advertising. This is the province of the Federal Trade Commission, he noted.

False Advertising * FTC Chairman Earl W. Kintner two weeks ago ordered a speed up in FTC monitoring of tv commercials. Virtually in the same week, the FTC filed a complaint against Libbey-Owens-Ford Glass Co. and General Motors for allegedly soup-ing up tv commercials to show that LOF glass had less distortion than other makes (BROADCASTING, Nov. 9).

The FCC statement last week spoke of holding public hearings on the new inquiry "shortly." It was pointed out that this hope was real—it was clari-fied to mean "soon"—and that it was the intent of the Commission to have the full FCC sitting in this public interest.

A further document spelling out in more detail the FCC's interest in these areas is to be expected, it was understood. This will also indicate the date for the hearing and where it will take place.

There was a widespread feeling
The spot medium, too, has become the standard of suitability to virtually every advertiser in the country. No other medium is so well fitted to match the exact requirements of every marketing situation. How else can you take instantaneous advantage of sudden weather changes, or so closely follow the flow and ebb of seasons across the face of America?

H-R salesmanship, too, is custom tailored to the specific situations of each station it represents. Our salesmen's hand-in-glove cooperation with station management makes for a personal service selling-power that habitually breaks through billing quotas.

"We always send a man to do a man's job"

HRTelevision, Inc.
Representatives

New York
Chicago
San Francisco
Hollywood
Dallas
Detroit
Atlanta
Houston
New Orleans
Des Moines
NATIONAL DEFENSE AND PAYOLA

The tv quiz scandal and the resultant cry for increased responsibility on the part of broadcasters added significant "between the lines" meaning to the FCC's recent notice. Robert E. Lee, made to NBC radio affiliates in New York last week. He was talking about the obligation stations have to cooperate with the government in defense planning through the Conelrad plan — a familiar theme on which he has barnstormed frequently.

One page into his talk, Comr. Lee had this to say:

"The elements of your industry have yet to recognize the integral relationship which they have with other elements and with the government in the interests of national defense. They have yet to recognize and appreciate their positions as temporal tenants in the public domain. I am pessimistically confident that there are those among them who have yet to read the Communications Act under which authority their licenses were granted and their livelihood depends.

"May I remind those elements as well as open the discussion that they enjoy the use of an asset belonging to the people as a privilege, contingent upon their operating in the public interest, convenience and necessity. So that there will be no misunderstanding as to where I stand, let me categorically state that operating in the public interest includes cooperation "with . . . the FCC, the military and civil defense organizations at all levels."

In a departure from his principal theme about defense planning among radio stations, Comr. Lee directed brief attention to the forthcoming investigation of payola — payment of money or other considerations to station personnel either for playing certain records or for "free plugs" of products. Comr. Lee advised licensees to read the pertinent sections of the Communications Act requiring appropriate announcements of sponsorship (Sections 317, 3.119, 3.289, 3.654 and 3.789).

Non-compliance with these provisions, the commissioner said, would "raise very serious questions" about the qualifications of a licensee. Ignorance of employees' activities would not excuse violations of the law, he said, ending his treatment of the issue with the comment that "a word to the wise is sufficient."

within the Commission that this hearing should be wide-open to all, including the public.

The FCC statement referred to the Commission's authority over programming "in the light of the censorship provision in the Communications Act and court decisions reversing its attempts to regulate certain types of programs including lotteries and giveaway programs."

The Communications Act's Sec. 326 forbids the FCC to censor individual programs. This has been a key plank for those who maintain the FCC must keep hands off programming.

The court decisions to which the Commission referred include the 1954 U.S. Supreme Court ruling that the Commission's lottery regulations were illegal and the 1957 U.S. Court of Appeals decision holding that a bingo-type game was not a lottery.

The lottery rules propounded by the FCC in the late 1940s would have banned giveaway programs as lotteries. The decision was appealed by ABC for its Station WQAM Miami and by the Hearst- owned WBAL Baltimore. This station had been singled out among others in the Blue Book.

After a full, evidentiary hearing the Commission renewed WBAL's license. This was considered the death-knell of the Blue Book philosophy.

From that time on the Commission's attempts to assert jurisdiction over programming have been erratic.

Recent Activity • In the last few years, the subject of programming has been an issue in only four significant instances.

In 1956, the issue flared in the application by multiple broadcaster Todd Storz to buy WQAM Miami, Fla. A sharp internal Commission controversy raged over Mr. Storz's high-pressure, audience-building promotions. The purchase was finally approved, 4 to 3, with Chairman George C. McConnaughey and Comrs. Bartley, Richard A. Mack and Craven in favor.

Opposed were Comrs. Doerfer, Hyde and Lee. They wanted a hearing.

Mr. Doerfer, in a dissent, expressed
Sure as shootin', things have happened in Charlotte. Here you see one more phase of the formula that is changing audience patterns in America's 25th largest television homes market. The best of NBC, ABC—plus MGM, Warner, Paramount, others! WSOC-TV program strength is unmatched in the Carolinas. Make a better buy. Buy WSOC-TV.....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 16, 1959
THE FCC AT LAST FINDS A FRIEND

Rep. John B. Bennett (R-Mich.) does not go along with his colleagues on the House Legislative Oversight Subcommittee who have been highly critical of the FCC in the TV quiz scandals. The ranking minority member of the Subcommittee said last week that he did not believe the Commission has the authority to take action against the rigged programs.

"I don't want to give the FCC too much authority in the area of programming," Rep. Bennett said, and emphasized the agency certainly should not be permitted to police programming. If the Commission had taken action and forced one of the quiz programs off the air, those who now condemn the FCC for not acting would have been the first to scream, Rep. Bennett stated.

He pointed out that testimony at the hearings failed to establish any involvement of the networks and stations in the controls exerted over contestants.

Rep. Bennett plans to again push for hearings on his bill (HR 5042) placing networks under direct FCC regulation. The proposal, first advocated by ex-Sen. John bricker (R-Ohio), has gained considerable support since the TV quiz hearings began last month.

At one point the Commission considered a staff suggestion that a city-wide hearing be held to determine what the public interest for Atlanta was and whether it was being served by some of the larger stations. This could mean that the smaller stations (all of the eight under fire were smaller stations) could program without attempting to meet these public service requirements.

It was decided finally, however, to treat each station individually and subsequently their licenses were renewed.

Craven Says No • Also in 1958 more was said on the subject of programming jurisdiction. This time it was Comr. T.A.M. Craven who took up the cudgels—but in a vehement and pointed attack on the whole idea of program control by the FCC.

Mr. Craven's outspoken opposition was made in a dissent to a Commission proposal revising certain forms required in applications for new stations and for renewals. These asked for percentage breakdowns of spot commercials and program categories. It was the latter that stirred Mr. Craven.

Mr. Craven called on the FCC to abolish all references to programming in its application forms. The First Amendment to the Constitution and the Communications Act itself forbids any attempt at censorship, he stated. By calling for program information, he cautioned, the FCC was actually telling broadcasters what they should and should not carry.

Mr. Craven's viewpoint was expressed in these words:

"The establishment of program categories, the Commission has long insisted, is entirely within its regulatory powers since these categories serve merely as guideposts for the applicants and need not be followed. Such argument sounds quite reasonable to anyone..."
Knowledge of Audience Composition is imperative if advertising dollars are to be spent effectively. Those interested in cigars and shot guns are not good prospects for lingerie and cake mixes. Automobiles are not effectively sold against a background of fairy tales.

Nielsen Station Index Reports show you at a glance the composition of the audience for each station for each 15-minute period...from 6 in the morning to 12 at night...for the entire week.

Here, in easy-to-use figures you learn total audiences and their composition by men, women, teenagers, and children.

For television. NSI reports Audience Composition data for every market in the U.S. with competitive tv programming. These 146 market areas (231 cities) account for over 97 percent of all U.S. tv viewing.

For radio. NSI reports composition of radio audiences for the top 34 markets in the U.S. These account for the bulk of radio listening, thanks to radio's long reach.

And a lot more. Audience Composition, important as it is, is only one of the measurements reported by Nielsen Station Index. You also find the percent of homes reached by each station during each 15-minute time period in each of the 146 Metro or Central Areas...and the total number of homes reached, regardless of their location.

Send for sample NSI Report. See for yourself the wealth of information NSI Reports put at your fingertips...it is the only way you will understand why leading agencies, advertisers, and stations consider NSI Reports a "must" for efficient operation.

Nielsen Station Index
a service of A. C. Nielsen Company
2101 Howard Street, Chicago 45, Illinois • Hollcourt 5-4400

CALL...WIRE...OR WRITE TODAY FOR ALL THE FACTS
CHICAGO 1, ILLINOIS
360 N. Michigan Ave., Franklin 2-3810

NEW YORK 22, NEW YORK
575 Lexington Ave., Murray Hill 8-1020

MENLO PARK, CALIFORNIA
70 Willow Road, Davenport 5-0021

SEND FOR SAMPLE NSI REPORT
First and foremost with advertisers, with viewers—in America's 10th TV Market. The WGAL-TV audience is greater in this rich coverage area than the combined audience of all other stations—ARB and Nielsen.

Representative: The MEEKER Company, Inc. New York • Chicago • Los Angeles • San Francisco
not familiar with the practical applications of these 'guideposts' or the 'lifted eyebrow' technique used by this administrative agency. But to one whose broadcast experience has been more practical than theoretical, it is obvious that no licensee is free to program according to his personal opinion as to what constitutes the best public service when he knows full well that his views are destined to be evaluated in the light of pre-conceived and pre-stated opinions of the regulating agency."

**Ford's Philosophy** • There the matter rested until August of this year when Comr. Ford, an ex-FCC staffer once head of the hearing division, talked to the West Virginia Broadcasters Assn. that there ought to be a review of FCC directives on programming.

There is nowhere in the Commission, Mr. Ford said, where a broadcaster can determine what the Commission considers is in the public interest.

The basic problem, Mr. Ford stated, was that there is no codified guide which could be used by a broadcaster to determine whether he is meeting FCC criteria or not.

The point of Mr. Ford's speech was that the Commission had the right and the obligation to review a broadcaster's stewardship and that one means was through programming.

Doubt that the Commission has the authority to look at programming was expressed only last month. Chairman Doerfer, appearing before the Harris committee, argued that the Commission did not under present laws have any jurisdiction over programming.

A rebuttal to this attitude was offered by Comr. Lee. In a letter to the House committee, Mr. Lee insisted that the FCC could deal with fraudulent programming. He suggested that legislation be enacted which would require the disclosure before the beginning of a program of its content. He also indicated that additional laws might be required to place networks under FCC jurisdiction.

**Kickback probe**

New York District Attorney Frank S. Hogan's office last week questioned Jan Murray, star of NBC-TV's *Treasure Hunt*, in the first step toward accumulating information on alleged kickbacks by quiz show participants (At Deadline, Nov. 9).

Mr. Murray was asked to supply lists of contestants on the show and of program employees. NBC disclosed Nov. 5, that it had uncovered such a system operating on *Treasure Hunt*. The network turned the details over to Mr. Hogan. A formal probe was launched with Jerome Kidder, an assistant district attorney, assigned to the investigation.

It was said that quiz show participants kicked back portions of their winnings to people associated with the show's production who helped insure their appearance on *Treasure Hunt*.

Discussions also were being held on other phases of the TV quiz scandal: Possible grand jury presentation after it is determined who and how many persons lied before the grand jury in New York during its initial probe of TV kick rigging (some 100 are suspected of falsehood), and a look at a charge by Max Hess that he paid $10,000 to get an employee on a quiz program (commercial bribery is a misdemeanor punishable by a year in prison and a $500 fine).

Mr. Hogan's prosecutors have not yet begun probing payments to disc jockeys to plug songs (payola). This subject is on the shelf for now.
BROADCAST ADVERTISING

WHO'S TO CONTROL TELEVISION?

ANA hears advertiser reluctance to give up program prerogatives

The nation's top advertisers are in television—and television programming—to stay.

If their hand-hold on program selection and presentation is broken it will be forced, almost literally, and certainly it will not be accomplished without demands for price or commensurate concessions by broadcasters.

This was the clear stand taken by key members of the Assn. of National Advertisers last week at ANA's 50th annual meeting, a four-day session dominated by talk of the "crisis" brought to advertising by the quiz scandals.

ANA members, embracing most of TV's major advertisers, were told by their leaders that they must face the mess left in the wake of the quizzes and, no matter who's to blame, either "clean up or give up." They showed no signs of willingness to give up either the use of television or whatever say-so they now have in its programming.

They were given an official, ANA-approved test with the recommendation that they apply it to their advertising—programming or commercials—to prevent a recurrence of the quiz shambles. They heard Donald H. McGannon, NAB Television Code chief, solicit their support in self-regulation, and through ANA they prepared to work with the code board.

Sponsor Identification • But their talk was about program control. Nobody denied—and many expressly acknowledged—that the networks, and broadcasters generally, already have the final word by statute. Nobody questioned that this is the way it ought to be. But it also was made clear that network sponsors, the big spenders, do not wish to relinquish either the sponsor-identification values that come from underwriting programs, or the whole-program influence that they consider is their right as a result.

"If we are going to pay for a whole program and have the public identify us with the whole program," according to the overwhelming body of reasoning, "then we are and have a right to be deeply and critically concerned with the whole program, not just the commercials."

The only public stand to the contrary was taken by two outsiders who, while acknowledged experts in their fields, neither buy time nor sell it. These two groups—buyers and sellers—would be the chief protagonists, it was assumed, in any fight for control that might develop.

Strictly on the public record of the ANA sessions there was no clear evidence that any such fight was in the offing. The lone network representative on the program went along, generally, with the advertisers' position.

Yet leading ANA members showed in so many ways that it was on their minds, that they were on guard in case anything did happen, that observers were left thinking that maybe they expected a fight. Not that they were looking for one; just that they had their dukes up and were ready for one if it happened.

THE ANA ON TV: CLEAN UP OR GIVE UP

The nation's national advertisers last week launched their own television clean-up campaign. Here, in slightly condensed text, is a statement issued Nov. 9 by Donald S. Frost, vice president of Bristol-Meyers and new chairman of the Assn. of National Advertisers. He made the statement at the ANA convention in Hot Springs, Va.

There is no need for me to elaborate on the events of these past weeks. It is obvious to all of you that the television industry is on the spot.

But it is not only the television industry—and particularly those associated with the quiz shows—who stand in the dock of public scrutiny. It is all advertising. For regardless of how far removed you personally may be from television, this thing is spreading and is crossing over into other lines. We—all of us related to advertising—are involved, and there is every possibility, yes probability, that we will become involved even more.

Who is at fault for the questionable practices revealed in the quiz show hearings? Is it the producers, the contestants, the networks or the advertisers?

This is a question it is not for us to decide. It would appear that all of those participating must share the blame. But, regardless of where the blame rests, the advertiser is involved—and this, gentlemen, is our bailiwick!

We are involved, many of us, in the actual selection and production of the shows themselves. We are involved—all of us who use the potent medium of television—in the production of our commercials. And all of us, regardless of media practices, are concerned with the public reaction to the misuse of a major medium.

And so it is up to us—all of us—to take whatever action we can to set our own houses in order, particularly in the area of commercial presentation. It is up to us, individually and collectively, to make sure that all of our actions can stand up to the gaze of public scrutiny, can obtain the seal of public approval.

Because if we don't—someone else is going to do it for us!

And these are no idle words hurled for effect from a meeting platform. They are sincere words of warning—and it is later than you think!

So the number one job is the job each of us must undertake at our own level with our own companies.

And the number two job is the job of the ANA to tell the press and through the press the public and government agencies that we advertisers—as represented by our association—are thoroughly concerned with the reaction of the public and the government. And that we intend to follow down every possible road offered to us by the democratic process of internal responsibility.

And so, while most of you were sharing the pleasures of yesterday afternoon, your board met and agreed upon the statement I am about to read.

This, gentlemen is ANA's position. We strongly recommend that it be your position as well. I quote: "We in ANA recognize that, as a result of the recent television in-
This even though the official ANA position was that it was too early, the situation still "too emotional," too much in flux, to get down yet to saying where control ought to lie or influence to stop.

No Fun Day • There was no denying that ANA leadership was concerned about the crisis facing advertising. The ANA board wrestled with it for 14 hours on what was supposed to be the convention's fun day (Sunday, Nov. 8). Out of that meeting came an official ANA statement of position, delivered the next day by newly elected Chairman Donald Frost (Bristol-Myers)—accompanied by some strong but carefully composed warnings of his own—at a business meeting which ANA made virtually unique by inviting newsmen.

The gist of Mr. Frost's admonition was that "this thing" is spreading beyond television, that "there is every possibility, yet probability," that advertising as a whole "will become involved even more." It was his warning that advertisers have "a mandate to live up to our responsibilities" and also a "a choice to "clean up—or give up!"

In the same tone, ANA's statement asserted that advertisers individually must "see that every aspect of television with which we are connected meets our obligation of fair play to the public."

The statement proposed this "simple test" for members to use in evaluating "any contemplated material or procedure" for programs or advertising:

"Would we be willing for the public to be fully apprised of all the facts and circumstances concerning the particular program or commercial?"

Situation 'Serious' • Mr. Frost set the tone for an ensuing news conference, attended also by other ANA top officials, when he said in his statement that this is a crisis "out of which we can emerge even stronger—or from which could come regulation so rigid that our most vital contributions [to the national economy] would be nullified."

Henry Schachte of Lever Bros., ANA retiring chairman, told newsmen the situation is "serious" and that in the official statement "we're trying to tell our members that it is." ANA President Paul West said the statement was prepared and issued because "we wanted to register publicly that we as representatives of advertising recognize our responsibility—and want to see fair play."

Others indicated that the statement had the support of all ANA board members. These include representatives of such leading television users as Lever, Bristol-Myers, Westinghouse Electric, Warner - Lambert, Armstrong Cork, Chrysler, Campbell Soup, RCA, U.S. Steel, and Swift & Co.

Would non-adherence to the ANA position mean dismissal from membership? President West said "anything is possible." It also was noted that ANA has no enforcement powers. One applicant for ANA membership once was rejected because of his advertising practices, officials said, but none has ever been ousted for that reason. As for the present, Chairman Frost said he thought many advertisers have "stepped over the line" and what ANA can do is "try to show them the error of their ways."

Anonymous Revlon • There was no specific reference to Revlon, an ANA member whose involvement in "controlling" of contestants on its $64,000 Question was probed in the House hearings.

The question, at the news conference as elsewhere, inevitably got back to the subject of program control. Officials said there had been "informal discussions" at the Sunday board meeting, but no agreement on points of view. Chairman Frost, asked for his personal view, said it was a "tough question" and that he could "not at this time" recommend leaving control to networks.

President West said the question had been explored "very thoroughly" in all its implications, both "now and for the future." But, he said, the crisis is still too fresh and "in too emotional a state..."
Need for program balance • On that subject, this ANA panel was very much in agreement, but on other TV topics individual opinions ranged widely—from making TV just a "spot carrier" with charges based on tune-in to taxing set owners to pay for "high-quality" programs on a "reserved channel." Participants included (1 to r): Don Durgin, NBC-TV vice president; Rodney Erickson, Warner Bros. vice president; moderator Howard Eaton, Lever Bros. media director; columnist John Crosby, and Alfred Hollender, Grey Adv. executive vice president.

Mr. Schachter agreed with media's right to control what the public sees and hears—"to pull the final switch." But, he also noted, in television "we are identified with a specific show; this is the difference between electronic and print media. So we've got to show some interest" in the program itself.

Financial Responsibility • Edwin Ebiel of General Foods, a past chairman of ANA, who also sat in on the news conference, thought the control question might not be resolved in five years. But, he maintained, so long as advertisers have a financial responsibility for their programs the problem cannot be solved by simply saying "let the networks have control."

There is such a thing as a circulation guarantee, he observed. He wouldn't say this is the way to approach the problem, but he did maintain that, if networks should take over all control, they should also take over responsibility for the success of the program and, if its success isn't up to par, some of the financial responsibility as well.

Mr. Frost observed that the problem is made more complicated by the fact that many advertisers have a great deal of influence in programming, many others have little—and sometimes both of these situations exist within the same sponsoring company, depending on the programs involved.

While they urged individual ANA members to "take an immediate and complete inventory" of their current advertising and apply the recommended test to their future plans, ANA officials made clear that they were also willing to sit down with the NAB code board to discuss cooperative projects. President West said they didn't yet know just what the code board had in mind, but an ANA committee would be appointed to meet with it.

Tv Code Import • Mr. McGannon outlined code board thinking and called for advertiser cooperation in a speech at the closed radio-TV workshop Monday afternoon.

"The effective and free use of television as probably the greatest advertising and marketing instrument in the knowledge of man depends on the effective cooperation and working relationship between you, the advertiser, and us the broadcaster," he declared.

He called upon advertisers to look for the code seal when shopping for programs. Noting that the code board works with producers and directors, he said:

"[Their] voluntary compliance, we trust, will enable the board to authorize the use of the code seal on every episode of film produced and on network programs. This is something you must consider in selecting your program. The broadcaster will then look for it in making his determination to clear or purchase the program. And the public will seek it out in tuning in your show and in buying your product."

He said the code board has stepped up its commercial-content monitoring, via Broadcast Advertiser Reports, from 20,000 hours a year to 100,000 hours.

"Finding an answer" to the quiz scandals, he said, will be "a matter of first importance" at the code board meeting this week (see page 68). Of the scandals, he observed:

"The Lord leads men to deep water, it has been said, not to drown them but to cleanse them. We have taken our bath in this situation. There can be no question about that. And we deserve it. Broadcasters are now more determined and vigilant than ever before to be masters of our own houses."

But he warned that "whatever we do, as broadcasters we are going to risk without compromise any unrealistic legislative or regulatory efforts, however eager the proponents, to place this medium under arrest. In this mission we trust that you stand with us."

Will Not Surrender • Mr. McGannon said reaction to the code board’s past work with ANA and other groups has been "exceedingly understanding and receptive." He said "we cannot surrender, nor would you want us to do so, the ultimate responsibility [as licensees] to operate our stations in the public interest, convenience and necessity. On the other hand, consultative determinations made in this fashion can create between us—advertisers and broadcasters—a mutual design that surely will mean constant and unyielding improvement in the whole pattern of telecasting."

Although Mr. McGannon did not announce it, the NAB tv code board meets in Hollywood today (Monday) to consider amendments to stiffen the code's advertising requirements.

Mr. McGannon was followed in the workshop by a panel which apparently agreed on the need for program balance, but not on much else. The panel consisted of columnist John Crosby, NBC-TV Vice President Don Durgin, Warner Bros. Vice President Rodney Erickson and Grey Adv. Executive Vice President Alfred Hollender. Their discussion was closed to non-members of ANA, but they reviewed their positions in a news conference afterward.

This found the foursome divided two by two, with variations. Messrs. Erickson and Crosby favored taking advertising completely out of programming, with sponsors buying on a spot-carrier basis—and with price differentials according to tune-in or sets in use. Messrs. Hollender and Durgin argued for both advertiser and network contributions to programming.

Mr. Crosby thought the British system should be adopted, with a government-appointed program commission of "notable citizens" to "remind the networks of things they’re not doing." Mr. Erickson had a departure of his own—reservation of one channel to be supported by a tax (not more than $10) and to carry, for example, high-quality motion pictures supplied by his company and others. He was confident that free and pay tv could thus co-exist.

Messrs. Crosby and Erickson seemed of one mind in thinking the price differential, based on viewing, would attract sponsorship of high-quality, low-
ABC-TV only net to show gain in first report after time change!

<table>
<thead>
<tr>
<th></th>
<th>last year share of audience</th>
<th>this year share of audience</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ABC-TV</strong></td>
<td>27.5</td>
<td>29.5</td>
<td>+7%</td>
</tr>
<tr>
<td><strong>NET Z</strong></td>
<td>31.1</td>
<td>28.8</td>
<td>-7%</td>
</tr>
<tr>
<td><strong>NET Y</strong></td>
<td>32.7</td>
<td>32.2</td>
<td>-2%</td>
</tr>
</tbody>
</table>

Source: Nielsen 24 Market TV Report for all commercial programs Sunday-Saturday 7:30-10:30 PM the week ending November 1, 1959, versus the identical time periods for comparable week in 1958.
More workshops
There'll be no "annual" spring meeting of the Assn. of National Advertisers next year. Peter Allport, ANA vice president and secretary, told the fall meeting in early March that the 1960 spring session would be passed up in favor of increased workshop activity. This is in line with the pattern, started two years ago, of holding "open meetings"—those to which agency and media guests are invited—every other year instead of annually. Mr. Allport also reported that ANA membership in the past year had grown from 611 companies to a current total of 653.

audience shows. Mr. Erickson argued price variations would be no worse than the networks' granting program-cost concessions in order to sell shows.

The Total Impact • Mr. Hollender argued that advertisers are known by their entire programs, not just the commercials, and thus have an interest in the welfare of the whole. Moreover, he contended, tests have shown that the same commercial gets higher recall when used in a sponsor-identified program than when placed on a spot-carrier basis.

Mr. Durgin felt that to "keep the sponsor out" is not the answer. He defended advertisers' selection of programs, denying they always aim for the lowest level. Moreover, he thought, sponsor-identification with particular programs is valuable.

One network sponsor, who said afterward that he mistook the briefing session for a continuation of the regular meeting, probed hard at the spot-carrier concept's effect on institutional advertising campaigns and its elimination of sponsor identification. Mr. Hollender, supporting him, also maintained that some of television's Lucys, Loretta Young Shows and Hitchcocks might not have been on the air except for sponsor interest in them in the first place.

Mr. Erickson countered that the man who does and should control the show (except for broadcasters' ultimately final rights) is the producer. Some sponsors have turned down good scripts because, he said in effect, they didn't know what they were doing.

Mr. Crosby contended the sponsor's aim "clashes violently" with public interest and that quality informational programming goes begging for both sponsors and ratings. When a program can't get sponsors, he argued, many stations refuse to carry it.

And so it went. But outside of that workshop there was little argument to be heard. The control question was a dominant topic—no doubt in some part because it was the most spectacular one available for newsmen to ask about—but the reactions were one-sided.

Procter & Gamble • Even pre-dominantly spot advertisers, who presumably would have least to lose by giving networks total sway over programming, seemed to fear that complete network control could put small spenders in a dangerous position and even freeze them out of tv altogether.

"The big advertisers can take care of themselves," was the gist of this reasoning.

Nor did the question of the quiz scandal's effect upon advertisers' opinion of television as a sales tool come up to any extent. Questioned about it, several major advertisers said they knew of nobody who was thinking of cutting back on television as a result of the quiz crisis.

Some thought that, quite possibly, some advertisers not now in television who perhaps have been thinking of giving it a trial, might consider it simpler and safer to shelve any such plans. Others also thought it was too early to tell whether there would or would not be cutbacks. One tv user thought some sponsors of "honest" game shows might switch to other programming out of fear that their own programs, although clean, might be hurt by public reaction, but otherwise he looked for no changes.

The quiz scandal and what it means for advertising also was explored by Tuesday's luncheon speaker, the New York Times Washington Correspondent James Reston. He told his audience to look at it in historic perspective; that it was just another case of institutions not being able to keep up with the pace of history. He suggested that the criticisms being heaped on advertising, as a result of the quiz mess, be compared to those heaped on education as a result of Russia's first sputnik launching.

Tv wins praises for sales impact
Kudos for television were sprinkled among advertising success stories at the Wednesday's session winding up the Assn. of National Advertisers' annual fall meeting.

Warner-Lambert's Richard Hudnut-DuBarry-Sportsman Division, the California Oil Co. and United Air Lines employed television along with other media in three of eight case histories presented. Ralph Coiffin, RCA advertising and sales promotion vice president, presided.

George Abrams, president of Hudnut-DuBarry-Sportsman Division—who helped Revlon sales zoom via television before he moved from Revlon to his current post—detailed the introduction of his division's new ball-point lipstick, Lip-Quick.

"Naturally," he said, "television was in our thoughts from the very first." He said the Lip-Quick spot announcement by Lambert & Feasey was "about as hard-hitting a commercial as any I've ever seen," sold "plenty of merchandise as soon as it appeared in test markets" and has been "selling it ever since." After the product's introduction on the Oct. 11 Milton Berle-Danny Thomas special, he asserted, "our phones were ringing with screaming... with dreams from dealers who had not yet received their initial shipments of merchandise."

From Red to Black • In addition to the spot campaign and introductory special, he noted, Lip-Quick bought into Person to Person on a regular basis. He said the lipstick manufacturer, Omega Mfg., which licensed Hudnut to market the product, has risen in six months from "very much in the red" to "very definitely in the black today and adding other products to its line."

Max Barry of California Oil told of Calgasoline's switchover to the Chevron name via "funny" advertising in several media. Television, used on a spot basis in prime time, "brought down the house," he asserted. He added: "And, incidentally, a top-notch television picture, as we had at the agency [BBDO]—can get you a lot of coverage for your dollars in a concentrated spot campaign."

Eugene Raven of United Air Lines told how both television and radio spots figured in United's build-up of its entry into jet transportation.

In other fall meeting highlights advertisers heard a report on a new project, "ANA's Corporate Management Approach to the Advertising Investment," designed to answer top-management questions about advertising productivity.

Measurement • They also heard William R. Hesse, Benton & Bowles executive vice president, describe his agency's new "Readiness-to-Buy" survey technique for helping to measure advertising effectiveness. Don C. Miller, marketing vice president of B.F. Goodrich Co., formerly senior vice president of Kenyon & Eckhardt, stated that at least 90% of all agencies are capable of producing better advertising than they do.

Mr. Miller said agencies tend to "over-commit themselves" in the heat of a presentation, often with client conflict. He said clients should (1) remind their agencies that the agency responsibility is in the advertising, not something else, and (2) draw up a "realistic set of advertising objectives" which are related directly to advertising.
The Media Surveys You Use Show Conclusively...

WTVJ

Is South Florida's LARGEST Daily Circulation Medium

Authoritative current circulation criteria verify that WTVJ is first... in daily penetration of America’s fastest-growing area market, in daily circulation among South Florida's buy-conscious permanent residents.

Within South Florida’s fabulous Gold Coast alone, WTVJ is viewed daily in 27% more homes than the area’s principal newspaper is read. Complete details are available from your PGW Colonel or WTVJ Sales.

WTVJ South Florida

Represented Nationally by: Peters, Griffin, Woodward, Inc.
M-E's Harper

Broadcasters should hold the reins have done well to remind of the multiple and complex programming demands made on the networks by the nation. And, it would not have been "self-pity," he added.

His address, "New Challenges in Advertising Performance," also dwelt on the advertisers' responsibility in furthering proper programming. He said:

"When we place too much emphasis on ratings, don't we abdicate our responsibility for quality programming? It's true, with notable exceptions, that programming has been primarily the responsibility of the broadcaster. And the news in the last few weeks has made broadcasters more determined to hold the reins on programming."

Reminding of the GMA's overall theme of "Setting Our Sights For The Sixties," Mr. Harper described a series of trends and practices which are now on what he termed a "collision course" with a rapid expansion in advertising. One of these conflicting tendencies between various present-day trends or practices and advertising's imminent growth, he said, "has to do with the insistence on high ratings and on making mass audiences more massive."

Sit With The Driver • "It's proper that broadcasters should hold the reins, but sponsors and their agencies should exert a strong influence—first, to select out of the total population those viewers who are the best prospects for a sponsor's products; and second, to keep up with, and ahead of, audience tastes in order to provide a favorable environment for his selling messages; and third, to help networks provide more choices in kinds of programming as between one channel and another.

"In adding one more voice for quality—let me say a sentence or two that may place television's record in perspective. In reading the recent testimony of Frank Stanton and Robert Kimler, I felt it wouldn't have been self-pity if they had taken time to tell what the country expects of them. They might have said, for example:

'We are asked to relax people after the tensions of factory, farm and office—and at the same time to alert the nation to its challenges at home and abroad. We are asked to help solve the nation's educational crisis and at the same time break people up with bellylaughs. We are asked to produce drama and opera as well as kid shows. We are asked to capture the tantrums of Khrushchev, the smile of the weather girl, and an argument at first base. We are asked to count ballots for sheriffs and presidents—and for countries in the United Nations. We are asked—in rapid sequence—for illusion and realism. And, very properly, we're asked never to confuse illusion with deception.'"

"The record of delivery for medium still in its early teens seems to me quite astonishing," Mr. Harper stated.

Tv, The Whipping Boy • "Another point, for the sake of perspective: it seems to me that, aside from the current quiz scandals, television is inevitably made the whipping boy for the fatness, indolence, and even shoddy morality of which I'm afraid much of the country is guilty. It was a pretty shocking revelation, for example, that 100 out of 150 quiz witnesses lied to a grand jury.

"To return to our relationship to
**The Giant of Southern Skies**

**1. Greenville Metropolitan Area**
- Largest in the Market
- Share of sets-in-use, Sign-on to Sign-off, Sunday through Saturday.
- WFBC-TV: 47.0
- Sta. "B": 23.4
- Sta. "C": 28.3

**2. Greenville-Spartanburg Metropolitan Areas Combined**
- "The Heart of the Market"
- Share of sets-in-use, Sign-on to Sign-off, Sunday through Saturday.
- WFBC-TV: 41.1
- Sta. "B": 21.4
- Sta. "C": 30.0

**3. Greenville-Spartanburg-Asheville Metropolitan Areas Combined**
- Share of sets-in-use, Sign-on to Sign-off, Sunday through Saturday.
- WFBC-TV: 38.9
- Sta. "B": 28.1
- Sta. "C": 22.7

**4. Total Coverage Area-Leading Quarter Hours-Homes Reached**
- For total Greenville Spartanburg-Asheville coverage area, from Sign-on to Sign-off, Sunday through Saturday.
- WFBC-TV: 280
- Sta. "B": 197
- Sta. "C": 33

---

*Here... amid all of the claims and counterclaims about ratings, dominance, and coverage in this, the nation's 42nd Television Market... are FOUR GIANT FACTS from the most recent survey (ARB Revised May 4, 1959). The ratings given in each case are for "Sign-on to Sign-off, Sunday through Saturday"... as opposed to the "early morning" or "selected quarter hours" ratings publicized elsewhere.

*ARB Revised May 4, 1959

†The greatest concentration of homes in the entire market is in Greenville and Spartanburg Counties.

**Channel 4**

**WFBC-TV**

Greenville, S. C.

NBC Network

Broadcasting, November 16, 1959

Only "The Giant" Gives You **ALL THREE**

Greenville, Spartanburg And Asheville

Represented Nationally by WEED TELEVISION CORP.
every second counts!
Local advertisers are the first to “know what time it is,” when it comes to the selling power of a radio station—they’re the first to feel the results. And local advertisers are turning to WMAQ Radio in a big way these days. So much so, that local sales for the first three quarters of 1959 are up 37% over the previous year—and local sales for the first nine months of ’59 set a new sales record each month. For big results, and no time lost, put your confidence in, and your sales message on WMAQ
NBC Owned 670 in Chicago
Sold by NBC Spot Sales
programming: Over the next few years—shouldn’t we ask whether all-out concentration on ratings will force the appearance of a subsidized network? Won’t we have to cooperate with networks to help them schedule programs in such a way that the viewer in a given city is forced to choose between programs of the same type at the same hour on different channels? Shouldn’t networks jointly take initiative in providing more choices to the viewer; or shall we wait until a government commission dictates a prescribed balance of programming suitable to the commission’s taste?”

Mr. Harper spoke at GMA’s annual Life Line Awards luncheon at the Waldorf-Astoria Hotel.

**Artists discuss good taste in tv ads**

A panel of agency artisans in TV commercial production last week brushed aside intimations that “honest representation” of a product in a TV commercial could be considered deceit.

The distinction was stated by John Sidebotham, head of Young & Rubicam’s TV art department. Fellow panelists discussing the taste level of TV commercials at a meeting of the Art Directors Club of New York did not dispute Mr. Sidebotham’s position.

In essence, Mr. Sidebotham’s observation was that the use of so-called “switch shots” was an “obvious fraud.” But substitution of shaving cream or some other substance for icing on a cake was “honest representation.” An example of a “switch shot” is the use of a new and different white shirt on camera to show—after displaying a soiled shirt—how well it is laundered by a product.

Reason why a shaving cream or some other substance often is used as icing on cakes or as a head on a beer is that hot lights will deteriorate the product displayed so long as the substitute makeup makes the product appear as it would when actually prepared, there is nothing wrong in a production device, he said, warning that “cheating” or “fraud” occurs when “more icing” is created than the customer could ever expect in using the cake product.

Other Avensues Explored • On responsibility—George Olden, director of graphic arts, CBS-TV, said the show producer actually exercises control in programs while in commercials, the agency and advertiser have control. His department, he noted, has complete responsibility for network-on-the-air promotion permitting a greater freedom to network employees as to what they can do.

Mr. Olden said there had been no change in his responsibility since CBS

President Frank Stanton enunciated the network’s steps contemplated for greater control of commercials aired on the network and exploration with NAB for a possible new code for TV commercials. On “torture” in commercials—Ray Lind, in charge of TV production at Benton & Bowles, tackled what he thought was a “lack of interest” in such commercials by art directors themselves.

Empathy • Mr. Lind said that while “torture” or pain commercials may be offensive to healthy people they strike a sympathetic note among people who suffer from the ills from which the product promises relief. Job of the agency art director is to study the product and decide what can help elevate the taste of the commercial.

If the “basic message” cannot be tampered with then the agency can try to improve the casting, the setting in which the actor is placed (why shouldn’t the set design be pleasant rather than resemble a dungeon? he asked) and the sound track can be improved (blatant effects can “destroy” a good visual “torture” commercial).

Also discussed were the effects of taste level improvement on the believability or “truthfulness” of a TV commercial. William Duffy, senior TV art director, McCann - Erickson, asserted that the “taste maker” in a TV commercial has nothing to do with believability or product use but he saw no reason why the taste level couldn’t be raised while at the same time gaining believability in the product.

At another point, Dorothy Zimmer, TV commercial supervisor, N.W.Ayer, admitted that rating and sales chart demands could control (or hamper) the taste level of a commercial but it “shouldn’t.” The situation can be avoided, she thought, by bringing the art director into the original planning of an advertising campaign.

John Lanigan, vice president and general manager of Videotape Productions, New York, where the meeting was held, commented on poetic license in TV commercials.

He explained that distortion in the TV camera—not too noticeable by the human eye—is caused by a white shirt (slight overlap of the suit jacket lapel) and thus a blue shirt is used. The point here, he asserted, is what the viewer sees is what represents a white shirt.

**Blocks to Taste •** All of the agency panel members were asked to discuss the question of what chief factor exists to restrict the art director in his attempts to improve commercial quality (or taste level).

Answered Mr. Lind: Lack of personal salesmanship; inability of the art director to explain new designs, new art work etc.

Mr. Olden said: The theory that “let’s annoy them but by God they will remember it.”

As for Mr. Duffy: “It’s education and exposure” that are needed. Too little education or exposure in TV’s needs create a stumbling block to improve quality.

Said Miss Zimmer: There’s a need for cooperation between departments in the agency—“All advertising people should get along.”

Mr. Sidebotham: Do them (the commercials) the “way we would like to see them rather than give way to some 44 committees in the agency.”

**Self-Styled Experts •** Some criticism was expressed of clients who pass themselves off as experts on commercial content when they in fact have little knowledge of either the commercial art or television. Mr. Duffy predicted the time is approaching when a client will place his trust in the agency’s judgment and “buy” ideas on the basis of audience appeal and competitive factors rather than appeal to the advertisers themselves.

**Bitter pill for Carter: no “liver” title upheld**

The Supreme Court last week refused to review a Federal Trade Commission decision ordering Carter Products Inc., a longtime broadcast advertiser, to stop using the word “liver” in advertising for its Carter’s Little Liver Pills. The U.S. Circuit Court in San Francisco had upheld the FTC order, which also ordered Carter to stop claiming its product increases bile flow. FTC said the pills have no therapeutic value in treating any condition or disorder of the liver.

**ARBITRON’S DAILY CHOICES**

<table>
<thead>
<tr>
<th>Date</th>
<th>Program and Time</th>
<th>Network</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wed., Nov. 4</td>
<td>Fred Astaire (9 p.m.)</td>
<td>NBC-TV</td>
<td>30.6</td>
</tr>
<tr>
<td>Thur., Nov. 5</td>
<td>Untouchables (9:30 p.m.)</td>
<td>ABC-TV</td>
<td>24.3</td>
</tr>
<tr>
<td>Fri., Nov. 6</td>
<td>77 Sunset Strip (9 p.m.)</td>
<td>ABC-TV</td>
<td>22.6</td>
</tr>
<tr>
<td>Sat., Nov. 7</td>
<td>Gunsmoke (10 p.m.)</td>
<td>CBS-TV</td>
<td>16.2</td>
</tr>
<tr>
<td>Sun., Nov. 8</td>
<td>Loretta Young (10 p.m.)</td>
<td>NBC-TV</td>
<td>26.1</td>
</tr>
<tr>
<td>Mon., Nov. 9</td>
<td>Bob Hope (8:30 p.m.)</td>
<td>NBC-TV</td>
<td>30.3</td>
</tr>
<tr>
<td>Tue., Nov. 10</td>
<td>Red Skelton (9:30 p.m.)</td>
<td>CBS-TV</td>
<td>24.5</td>
</tr>
</tbody>
</table>

Copyright 1959 American Research Bureau
TV's SPOT SQUEEZE
Katz seeks 30-second spot rate standards

The battle to relieve the "spot squeeze" in television is continuing at the marketplace, where time availabilities are offered to the national TV advertiser.

The Katz Agency Inc., station representative, reports it has queried its client stations on the addition of 30-second TV announcements to individual rate cards.

Katz says more than 75% of the stations it represents have signed acceptance of a clause that Katz has suggested for incorporation in rate cards. The station representative is attempting "standardization" among stations in setting 30-second spot rates.

Katz suggested clause circulated to its represented stations recommends that the 30-second announcement take the rate of the 20 and 10 combined in station breaks where only the 30 length can be accommodated. In other instances, the 30 would take the minute rate. The 30-second commercial would be subject to frequency and plan discounts where applicable (and would be counted as a single announcement) and would necessarily allow for station identification.

The 30-second commercial is unorthodox. The NBC Spot Sales' fifth timebuyer opinion panel study showed that timebuyers prefer and most frequently buy one-minute spots, with 20-second announcements next in volume along with 10-second IDs (Broadcasting, Oct. 19).

Two out of ten buyers on the panel recommended the 30-second commercial, while some indicated they would use this length if circumstances were right. As for pricing, four out of ten saw the 30-length a good buy at the same rate as the 10 and 20 combined; five out of ten thought it should be priced lower than the 10 and 20-second spots together.

Buyer Preference - It is the buyer preference for the one-minute announcement that is basic to the so-called "squeeze" in spot television. Minutes are not easily accommodated between network shows, giving stations the alternative of scheduling them in other than prime nighttime hours or making room for them by "time stealing" from network show credits or "promos."

The advantage of the 30-second announcement use in place of the 10 and 20 combined: one advertiser will use the time and thus not "share" attention with another advertiser and the advertiser can say more in 30 seconds than in 20 or 10.

Phillips Petroleum Co. (Phillips 66 gasoline and motor oil), Bartlesville, Okla., through Lambert & Feasley, New York, in an unusual purchase placed a 52-week schedule with WTVJ (TV) Miami for a 30-second "program" spot that provides a commercial message and the weather each weekday at 9 o'clock (Broadcasting, Oct. 12).

National Biscuit buys syndicated TV show

The National Biscuit Co., via Kenyon & Eckhardt, New York, has bought a firm 26-week run of Big Mac Show, a children's TV series syndicated by United Artists Associated.

The advertiser's order calls for National Biscuit to sponsor a half-hour each week in any market in which UAA is able to place the series. In effect, this permits UAA to go into each TV market offering the series to stations with a half-hour a week already sold to National Biscuit on a national spot basis. It is expected that stations will program the series on a Monday-Friday strip basis.

In the KAE-UAH arrangement, the program can fill any time period and without a limit on the total number of markets. National Biscuit will sponsor the series for its Rice Honies, Wheat Honies and Shredded Wheat (cereals). Identity on the show is obtained with the animated Big Mac, a train engineer, who leads into featurettes (package contains 210 reels of Warner Bros. featurettes which have not been on TV).

Recession year sales up for TV advertisers

Gains in sales were recorded during the recession year of 1958 by 82% of the major spot TV users among the nation's top 100 advertisers.

This is the key conclusion made in a new study, "Spot TV and the Titans," released last Wednesday (Nov. 11) by the television division of Edward Petry & Co., New York. Another striking finding of the study was: Nearly half of the large advertisers that reduced their spot TV investment in 1958 lost ground in sales.

The study asserts that spot TV is growing "faster in popularity and usage" among the top 100 advertisers than is any other advertising medium. It points out that investment in spot TV in 1958 rose by 19% over 1957, while network TV's rise was 12% magazine, 1% and newspaper expenditures dipped 9%.

The Petry study, which makes use of the annual report of the top 100 advertisers compiled by Advertising Age reveals that 53% of the group

60 (Broadcasting Advertising)
Another thinly disguised WJR success story

HOW TO MAKE A SALE WHEN YOU'RE OUTSIDE LOOKING IN

Quite often key men in industry are harder to reach than Mr. K. But, if you have a product or service to sell, these are the men to whom you must tell your story. How do you get to them quickly, easily and effectively?

You guessed it—the answer is WJR. Hear the tale of a carburetor manufacturer who recently advertised on the Goodwill Station. He wanted to create a greater awareness of his company and his product among a special group of auto industry buyers and their bosses. So he placed an announcement schedule on WJR and things began to happen. Doors opened, men listened. He got exactly the results he wanted . . . and then some! His salesmen were even nicknamed with a tag line from the commercials.

All this response from one series of announcements on one radio station. And no wonder! Listeners love our complete-range programming . . . programming with something for everyone. They've told us in thousands of unsolicited letters in just the past few months. WJR is live radio . . . radio that's brimful of vitality and variety.

The point is—whether you’re talking to mass markets or small, specific groups, whether you’re selling gasoline to millions or carburetors to a select few, the place to get results is WJR. Ask your Henry I. Christal rep for details.

WJR DETROIT
760 KG 50,000 WATTS
RADIO WITH ADULT APPEAL

WJR's primary coverage area
—over 17,000,000 people

BROADCASTING, November 16, 1959
spent more than 10% of their total measured media budgets in spot TV in 1958. It added that of the 39 companies which boosted their spot TV expenditures, 31 registered sales increases last year, whereas only 8 of the 15 companies which cut back on spot TV increased their sales during the same period.

An analysis is also provided in the study of the sharper spot TV emphasis in the budgets of five out of six important product categories—soaps-detergents, drugs-toiletries, foods, beer, oil and tobacco. The soap-detergent companies were the pace-setters with a 68% increase in spot expenditures to almost $75 million, followed by drugs-toiletries, up 15%; foods, up 5%; oil up 29% and beer, up 30%. The tobacco group proved the exception to the spot trend with an average 11% reduction in spot TV expenditures in 1958. The study points out that Lorillard, described as “the star sales performer in the field,” more than doubled its spot TV investment in 1958 and increased the spot TV share of its total budget to 27%.

**'BUY IT TODAY' Lively L. A. meeting tests TV ad tastes**

The Ford Dog and Burgess’s “Little Man” are the TV commercials most liked by members of the Los Angeles Chapter of the Academy of Television Arts & Sciences, according to a postcard survey of the membership. Results, reported Nov. 10, at a meeting on the subject of commercials, showed conversely, that ATLAS members found used car commercials the most objectionable on local TV, while the spots for Anacin were the least liked among all network commercials. But TV spots, particularly the marble statue sequence was a close runner-up for most objectionable spot title.

Commercials for Hamm’s and Falstaff beers, Butter Nut Coffee, Wrigley’s Gum, Chevrolet, Kaiser Fogg, Calo Cat Food, Coca-Cola, 7-Up and Du Pont were among those favorably noted by Academy voters. Commercials for deodorants and headache remedies, along with hair removers, were those most heartily disliked.

To discuss “Commercials—Good and Bad,” Budd Weeding, agency program producer for Leo Burnett Co., L.A., co-coordinator of the evening meeting, assembled a panel comprising: an agency man, Don Jordan, creative director of McCann-Erickson, L.A.; a film producer, William R. Gibbs, director of commercial and industrial films for MGM-TV; a station executive, Jack O’Mara, director of merchandising and promotion, KTTV (TV) Los Angeles; an author-playwright who now creates commercials for radio and TV, Stan Freberg, president, Freberg Ltd., and a visiting authority, W.S. Sharps, president, Sharps’ Television Services Ltd., a London firm of TV advertising consultants.

**Tv A Bell-Pusher** Leading off, Mr. Jordan compared the TV commercial with the door-to-door salesman of 50 years ago, and listed a set of guides for making TV commercials a pleasant, welcome visitor in the American home, not an unwanted intruder. The good commercial, he said, is intimate and personal; it states the benefit the viewer will derive from its use clearly and simply; it emphasizes the benefit by dramatizing it; it plays up news about the product, but maintains a true-to-life perspective; it puts the name over in a way to make it remembered when the viewer goes to market and finally, the good commercial stands apart from its fellows because of creative differences. Creating a good commercial is as much an art, as great a challenge, as creating a good TV script or move, scenario, Mr. Jordan asserted.

“It’s grand to throw a party so long as we can put it on the expense account,” Mr. Gibbs declared to illustrate his point that in the American system of broadcasting a successful commercial is the only justification for the heavy expenditures an advertiser makes for a TV program. And producers to cooperate with agency people whose skill in creating commercials is basically responsible for the success or failure of any TV campaign.

Neither the length of a TV commercial nor the number of commercials matters, Mr. O’Mara stated, but whether the commercial itself is good or bad. “A commercial should be entertaining,” he said, “which does not necessarily mean it should be amusing.

Reporting on Cavalcade of Spots, a summer series of half-hour programs made up wholly of commercials, about 18 to a broadcast, which he produced for KTTV as proof of the thesis that a commercial is often the most interesting part of the show, Mr. O’Mara said that fan mail indicated an unsuspected interest in commercials by upper-income bracket, well-educated people. These individuals, who might have been expected to object to commercials rather than to praise them, were the most enthusiastic of the entire series, he said, adding that the commercials used on the series were the best available from Europe, Asia.
Follow the leaders! The 25 biggest users of TV spot placed more spots on KYW-TV, Cleveland, than on any other station in the nation. That's the report from BAR's first "National Placement Index" — a special analysis of TV spot business in 24 principal markets by the 25 national advertisers who buy more than two thirds of the TV spots sold. These big-volume experts—who have made a science of coverage, cost and repetitive impact—placed nearly twice as many spots on KYW-TV as on the average TV station in the monitored markets.

What's more, KYW-TV carried more of their spots than all other Cleveland television stations combined. Quite a record. And quite a compelling reason for you to take advantage of KYW-TV's influence...and the experience of the big advertisers who use it.

Write or wire TVAR or KYW-TV in Cleveland for immediate information on availabilities.
and Latin America as well as from the U.S.

Chimp Chaffs British • The British rule that isolates commercials from any connection with programs (no sponsorship is permitted) and forbids the airing of any commercial within a half-hour of the appearance of the Queen on tv or any other major national event was “written by J. Fred Muggs,” Mr. Sharps stated. The use of the chimpanzee on Dave Garroway’s Today programs in conjunction with films of the Coronation of Queen Elizabeth so aroused the English ire that the T.v Act was written to insure that such Lese Majesty could never happen there.

British tv producers have their own code which reinforces the provisions of the law governing commercial television. Mr. Sharps reported. For example, he said, a commercial which praises the advertised product by knocking the competitive “Brand X” is not acceptable. He also said that with only eight highpowered tv stations in the country, there is no local advertising on tv, no local live commercials, no used car advertising of the kind complained of here, in fact, very little automotive advertising at all.

Mr. Freberg, quoting from his talk to the AAAA meeting in New York the week before (Broadcasting, Nov. 9), damned the advertising agency that not only goes along with the desire of the client to shout in his commercial that “our competitor’s product is garbage” but contributes its own touch, so that the ad goes “Now, proof positive that our competitor’s product is garbage.” Mr. Freberg also blasted the broadcaster who accepts such advertising, charging that both he and the agency are too much afraid of losing business to reject commercials they know are bad.

Two Samples • Playing commercials he called not so much hard sell as “dull sell,”—one for Super Anaist, and one for Carter’s Little Pills, Mr. Freberg said these are as unwarranted on tv as a woman in a theatre who stood up between the acts and discussed her gall bladder trouble in a loud voice. He showed commercials for Ralston’s Instant Cereal, Instant Butter Nut Coffee and Glamorene Rug Cleaner as examples of commercials that are fun to watch but yet contain plenty of hard sell.

Mr. Sharps showed the audience a number of British commercials which had one common characteristic unusual in American commercials: they all ended with a still picture, held for some seconds, which included the name of the product, a picture of the package and the price. Also shown were the commercials which won the 1958 Hollywood Advertising Club Producers Awards (Broadcasting, Feb. 9).

Harry Warner, legal counsel, Paramount Television Productions (KTLA-TV Los Angeles), was moderator of the evening meeting at The Beverly Hilton Hotel, Beverly Hills, Calif.

R.J. Reynolds leads Nielsen Radio Index

R.J. Reynolds was conceded the cigarette field in network radio during September. Other brands pulled out of the “Top 20” of the Nielsen Radio Index and left Reynolds to dominate the medium in the four weeks ended Oct. 4.

Time Inc. sustained the No. 2 spot. It gained the preceding month both in terms of home broadcasts and commercial minutes. Electric Auto-Lite Co., runner-up in both categories, came from last place in home broadcasts in August and no place among Top 20 commercial exposures that month.

The complete lists:

### HOME BROADCASTS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Advertiser</th>
<th>No. of B’casts Delivered</th>
<th>Total Home B’casts</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>R. J. Reynolds Tobacco</td>
<td>336</td>
<td>140,859</td>
</tr>
<tr>
<td>2</td>
<td>Time Inc.</td>
<td>210</td>
<td>120,240</td>
</tr>
<tr>
<td>3</td>
<td>Electric Auto-Lite Co.</td>
<td>165</td>
<td>103,601</td>
</tr>
<tr>
<td>4</td>
<td>Ex-Lax Inc.</td>
<td>120</td>
<td>74,617</td>
</tr>
<tr>
<td>5</td>
<td>Bristol-Myers Co.</td>
<td>93</td>
<td>71,452</td>
</tr>
<tr>
<td>6</td>
<td>Chevrolet-Gen. Motors</td>
<td>80</td>
<td>47,637</td>
</tr>
<tr>
<td>7</td>
<td>Campbell Soup Co.</td>
<td>43</td>
<td>28,610</td>
</tr>
<tr>
<td>8</td>
<td>Armour &amp; Co.</td>
<td>78</td>
<td>21,476</td>
</tr>
<tr>
<td>9</td>
<td>Grove Div.-Bristol-Myers</td>
<td>59</td>
<td>19,810</td>
</tr>
<tr>
<td>10</td>
<td>General Foods Corp.</td>
<td>77</td>
<td>17,901</td>
</tr>
<tr>
<td>11</td>
<td>Quaker Oats Co.</td>
<td>58</td>
<td>13,874</td>
</tr>
<tr>
<td>12</td>
<td>Hudson Vitamin Products</td>
<td>119</td>
<td>12,588</td>
</tr>
<tr>
<td>13</td>
<td>Ford Div.-Ford Motor Co.</td>
<td>89</td>
<td>9,477</td>
</tr>
<tr>
<td>14</td>
<td>Niagara Therapy Mfg.</td>
<td>34</td>
<td>8,125</td>
</tr>
<tr>
<td>15</td>
<td>Renault Inc.</td>
<td>39</td>
<td>8,830</td>
</tr>
<tr>
<td>16</td>
<td>CBS Electronics/CBS Inc.</td>
<td>46</td>
<td>8,335</td>
</tr>
<tr>
<td>17</td>
<td>E. A. Staley Mfg. Co.</td>
<td>53</td>
<td>7,864</td>
</tr>
<tr>
<td>18</td>
<td>American Home Products</td>
<td>48</td>
<td>6,262</td>
</tr>
<tr>
<td>19</td>
<td>Carter Products Inc.</td>
<td>18</td>
<td>5,112</td>
</tr>
<tr>
<td>20</td>
<td>Sterling Drug Co.</td>
<td>63</td>
<td>4,673</td>
</tr>
</tbody>
</table>

### COMMERCIAL MINUTES

<table>
<thead>
<tr>
<th>Rank</th>
<th>Advertiser</th>
<th>No. Com’l Mins. Delivered</th>
<th>Total Com’l Mins. Aired</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>R. J. Reynolds Tobacco</td>
<td>208</td>
<td>83,613</td>
</tr>
<tr>
<td>2</td>
<td>Time Inc.</td>
<td>147</td>
<td>81,661</td>
</tr>
<tr>
<td>3</td>
<td>Electric Auto-Lite Co.</td>
<td>124</td>
<td>72,378</td>
</tr>
<tr>
<td>4</td>
<td>Bristol-Myers Co.</td>
<td>80</td>
<td>59,389</td>
</tr>
<tr>
<td>5</td>
<td>Gillette Safety Razor</td>
<td>70</td>
<td>59,172</td>
</tr>
<tr>
<td>6</td>
<td>Ex-Lax Inc.</td>
<td>93</td>
<td>50,609</td>
</tr>
<tr>
<td>7</td>
<td>Chevrolet-Gen. Motors</td>
<td>122</td>
<td>48,963</td>
</tr>
<tr>
<td>8</td>
<td>Armour &amp; Co.</td>
<td>78</td>
<td>39,859</td>
</tr>
<tr>
<td>9</td>
<td>E. A. Staley Mfg. Co.</td>
<td>70</td>
<td>33,856</td>
</tr>
<tr>
<td>10</td>
<td>Hudson Vitamin Products</td>
<td>124</td>
<td>31,465</td>
</tr>
<tr>
<td>11</td>
<td>United Motors-Gen. M.</td>
<td>60</td>
<td>30,949</td>
</tr>
<tr>
<td>12</td>
<td>Grove Div.-Bristol-Myers</td>
<td>47</td>
<td>29,178</td>
</tr>
<tr>
<td>13</td>
<td>Labatt Brewing Co.</td>
<td>29</td>
<td>29,478</td>
</tr>
<tr>
<td>14</td>
<td>Schick Inc.</td>
<td>29</td>
<td>29,478</td>
</tr>
<tr>
<td>15</td>
<td>Niagara Therapy Mfg.</td>
<td>36</td>
<td>29,369</td>
</tr>
<tr>
<td>16</td>
<td>Wm. Wrigley Jr. Co.</td>
<td>60</td>
<td>28,566</td>
</tr>
<tr>
<td>17</td>
<td>Quaker Oats Co.</td>
<td>43</td>
<td>26,119</td>
</tr>
<tr>
<td>18</td>
<td>Carter Products Inc.</td>
<td>115</td>
<td>25,832</td>
</tr>
<tr>
<td>19</td>
<td>CBS Electronics/CBS Inc.</td>
<td>44</td>
<td>25,399</td>
</tr>
<tr>
<td>20</td>
<td>Campbell Soup Co.</td>
<td>31</td>
<td>23,087</td>
</tr>
</tbody>
</table>

*April-May '59 Nielsen

**NCS #2

64 (Broadcast' Advertising)
KLZ-TV also recognizes its responsibility in providing an overall program service which includes special programs to meet community needs, without regard for rating potential.

EXAMPLES: (These programs, all live, are typical examples of KLZ-TV’s special public service efforts.)

OUT OF DARKNESS: A series of mental health which received this year’s distinguished achievement award for reporting on community problems from RTNDA.

EXECUTIVE REPORT: Weekly reports by Colorado’s Governor and Denver’s Mayor.

SOUNDING BOARD: Panel discussing public issues.

HOUSE OF THE LORD: The ideologies of all religious faiths.

WEEK END GARDNER: Green thumb information.

PANORAMA: KLZ-TV’s Peabody award winning penetration into community problems, unusual places, unique activities.

True public service without dependence on ratings can be a successful formula, even rating wise, as shown by ARB. KLZ-TV is first from sign on to sign off, seven days a week.

Jim Bennett, News Director, accepts for KLZ-TV the RTNDA Award for "Reporting on Community Problems."
Tv spots stimulate American tea drinking

Tea producers consider broadcasting an effective stimulant. Growers and industry representatives from all over the world met at White Sulphur Springs, W.Va., earlier this month to hear that U.S. consumption is exceeding 30 billion cups annually and that cold weather advertising is budgeted at $1.2 million—all in spot tv.

The meeting was the 14th annual convention of the Tea Assn. of the U.S.A., attracting 250 to the Greenbrier Hotel, Nov. 2-4. Robert Smallwood, board chairman of the Tea Council, which is jointly sponsored by governments of India, Ceylon and Indonesia with the Tea Assn., reported that imports for the first nine months of this year were 82.1 million pounds, compared with 78.4 million for the same period in 1958.

John M. Anderson, executive director of the Tea Council, said the fall/winter "hot tea" campaign is adhering to the traditional theme of "take tea and see." Charles M. Dering, account executive of Leo Burnett Co., the council's agency, said the new campaign is "the biggest, boldest hot-tea tv effort ever opened at the American public and will reach 27 million tv homes." The council is running IDs in 18 major markets, alternating three sales points: tea lets you sleep, tea helps you relax and tea gives you a lift.

The tv campaign runs October through March. A radio campaign for iced tea was on the air during the summer.

Exchange ‘bank’ set for radio commercials

Radio Advertising Bureau, New York, is offering a commercial exchange service in connection with its tape library of more than 3,500 examples of radio commercials. Inaugurated last week, the exchange service is called a “bank.” It serves as a centralized source from which advertisers can learn the radio commercial approaches used by others in their field.

As outlined by Robert Alter, RAB manager of sales administration, the banking plan makes the commercials available on an exchange basis. For every radio commercial deposited in the RAB bank by a national—or regional advertiser, RAB will supply a commercial employed by another advertiser in the same field.

"This constant interchange of radio ideas—a sort of reciprocal trade agreement—can help demonstrate the force, the selling power, and of course, the considerable flexibility of the medium,” Mr. Alter explained. The bank is divided into 30 categories under headings ranging from airlines to wines.

- Business briefly

Time sales

Buys parade • Remco Industries, Newark, N.J., on behalf of its General Toy Div., will sponsor part of the Thanksgiving eve "Santa Claus Lane Parade" telecast on KTTV(TV) Los Angeles, Nov. 25, 7:30-9 p.m. General Toy will also sponsor a tv tape repeat of the 90-minute program on KTTV Thanksgiving afternoon, Nov. 26, 4:30 p.m. Webb Assoc. Inc., N.Y., is the agency.

Flying high • General Mills Inc., through Dancer-Fitzgerald-Sample Inc., N.Y., has purchased sponsorship in Rocky and his Friends, a new series of adventure humor and fairy tales featuring Rocky, a flying squirrel and his pals, bowing on ABC-TV Nov. 19, (Thur. 5:30-6 p.m. EST). The series is created by Producers Assoc. of Television, Hollywood and New York.

UA's spot splurge • United Artists Corp., N.Y., which is extremely active in advertising its feature films via radio and television, has scheduled extensive air campaigns this month on behalf of its new releases, "Happy Anniversary" and "Solomon and Sheba." The agency is Monroe Greenthal Adv., N.Y. Time has been bought on 225 radio and tv stations to promote "Happy Anniversary," using as many as 500 announcements in major markets. The campaign for "Solomon and Sheba" will utilize 350 radio and tv stations.

- Also in advertising

Crosses Boundary • Friend-Reiss Advertising Inc., N.Y., announces its affiliation with Grosgros, Pollock & Gwartzman Ltd., 78 Charles St. W., Toronto. GP&G is reported to have more than 40 clients, including fashion houses, furniture companies, engineering firms and importers.

Agency league meet • League of Advertising Agencies Inc., N.Y., plans a series of nine all-day seminar sessions commencing Dec. 7, at the Essex House Hotel in New York. Billed as "shirt-sleeve" type sessions and moderated by Robert Douglass Stuart, former editor of Advertising Agency Magazine, the first meeting will explore the subject of "marketing services." Sessions will be limited to 25 members or non-members. A fee of $50 will be charged non-leaguers for each full day's seminar, which includes lunch.
WAVE RADIO and TV SCORE
MAGNIFICENT "FIRST"
Commission, Produce, Broadcast Full-Length Opera
To Dedicate New Studio Building

On Friday evening October 23, Channel 3 in Louisville carried a breath-taking broadcast which brought rave notices in the press—was covered by top national magazines—created astonishing listener response in the form of telephone calls and letters from the entire coverage area.

The following excerpts from a story by William Mootz, Music Editor, in next morning's Courier-Journal capsule the event:

"With a handsome production of Lee Hoiby's three-act opera 'Beatrice,' WAVE christened its new radio and television center last night.

"WAVE's commissioning of Hoiby's opera was a unique gesture, a magnificent expression of faith in Louisville as a cultural center. That the gesture should culminate in the lavish premiere seen last night must be a source of great pride...

"Last night's show was the result of impeccable teamwork between artists and technicians. And a beautiful show it was!

"'Beatrice' boomed on Channel 3 last night as an opera of unfailing lyricism, written by a young man who has mastered the tools of his trade. Every aspect of the work is shaped with professional skill.

"George Tuell's settings can bear comparison favorably with the most expensive shows the networks have to offer, and Burt Blackwell's fluid direction was a triumph of skill and invention.

"Between acts, Robert Sarnoff, president of N.B.C., saluted WAVE in a congratulatory message.

"Sarnoff called the television center one of the nation's outstanding broadcast headquarters...

"Pity Mr. Sarnoff wasn't here to see for himself.... 'Beatrice' was a fine and honorable interlude."
NAB CONFERENCES RESUME

Seek solution of tv’s quiz scandal problems

Broadcasters were still wondering what hit them as they discussed the quiz scandals at several meetings held last week. But they were starting to work out constructive ways of meeting the crisis despite the continued newspaper exploitation of quiz-rigging revelations.

Management thinking was jelling at two NAB Fall Conferences (Fort Worth and Denver), Texas Assn. of Broadcasters (Fort Worth) and Assn. of Broadcasting Executives of Texas (Dallas). The NAB conferences resumed after a first-half intermission. Windup of the fall series comes this week on the West Coast (Los Angeles and Seattle).

In essence the broadcasters’ approach was based on full assumption of responsibility for past production oversights and future programming plus a joint effort to put the matter into a sensible perspective.

Three questions were most asked by management: Has broadcasting been permanently damaged? Will program legislation be enacted? Are newspapers overplaying the story?

The Answers • The consensus of opinion: Damage is severe but not necessarily permanent; legislation will be hard to avoid if sponsored by the Dept. of Justice; newspapers have simply extolled an exciting story of extreme interest, though their editorial demands for program control could trigger the downfall of a free press by weakening a competitive medium’s constitutional safeguards.

There was general agreement with E. K. Hartenbower, KCMO-TV Kansas City, member of the NAB TV Code Review Board, that “the industry simply

NAB review board has some tv code amendments under

Two and probably three amendments to the NAB Television Code will be considered by the NAB Code Review Board in a meeting set for today (Nov. 16) in Hollywood.

The board also is slated to tape, for closed-circuiting by networks to their affiliates and also to independent stations, a special presentation urging code adherence.

The amendments up for consideration include (1) an explicit ban on rigging of quiz shows and (2) a requirement that commercials employ no audio or visual techniques which make it appear that the product performs better or faster than it actually does.

The latter is the first area into which the code board’s investigation of commercials has taken it. The same general area also is first on the agenda of the Federal Trade Commission’s new drive on misleading commercials, in which FTC has the code board’s cooperation (Broadcasting, Nov. 9). A report on the code board’s staff investigation to date is slated for submission at today’s meeting, which may continue into Tuesday and conceivably Wednesday.

Third Amendment • A third amendment which loomed as a probable agenda item deals with “fair and full disclosure” regarding the handling of news and information programs. This in effect would require that on news interview shows, for example, the audience be told if there had been a rehearsal, if the scope of discussion had been limited by prearrangement or if interviewees had required that questions be submitted in advance.

If the code board approved a code amendment, it then goes to the NAB Television Board for ratification. Since no tv board meeting is scheduled before Jan. 23-24, it was expected that any amendments coming out of the current meeting would be submitted to tv board members by mail for immediate ratification.

The code board presentation to stations is to be taped by CBS-TV at its Television City in Hollywood. It will feature Donald H. McGannon of Westinghouse Stations, code board chairman, in a 20-minute talk on the importance of code adherence, supported by two or three-minute talks by other board members. All three networks have been invited to carry the tape by closed circuit to their affiliates later this week. Affiliates would be asked to invite independent stations in their markets to witness the closed circuit.

McGannon Letter • NAB tv station members were advised of the critical industry situation last week in a letter by Code Board Chairman McGannon. He invited the management of all stations to see the closed circuit tape and to join in recognizing and responding “to the urgent and vital need” for action.

Mr. McGannon warned that “in light of the Congressional atmosphere and heavy adverse publicity of recent date, the cries and demands from all quarters—including Congress—for additional regulation of television are reaching a new high.

“Those of us within the industry who are aware of the great things television has done as compared to the few but nonetheless serious and regrettable quiz show incidents, fully realize the futility as well as the destructive effect of governmental regulation. It is a real threat today, however, and beyond the difficulty of codification in such a regulation as well as the inevitable arbitrariness of governmental enforcement, it leads us right back to a point reached by major segments of the industry eight years ago—self-regulation” through adoption of the tv code.

Featured at ANA • Tv Code Board Chairman McGannon acknowledged advertiser cooperation and understanding in tv code efforts during his talk last week before the fall meeting of the ANA (see story page 50). But he warned broadcasters would not abdicate their ultimate responsibility for control of what goes on the air.

BROADCASTING, November 16, 1959
can't afford to give its critics any legitimate ammunition or to provide anything but program material of the best quality and highest taste."

Mr. Hartenbower said the board can't accept the cry by critics that TV is undermining the moral fibre of the nation "and is directly responsible for every act of violence since the sack of Jerusalem."

Louis Hausman, director of the new Television Information Office, outlined TIO's plans and repeated observations he made at the Broadcasters Promotion Assn. meeting Nov. 2-4 (Broadcasting, Nov. 9). He summarized television's ability to cover world, national and local events for a ready-made, 

---

consideration

Expressing regret that TV stations failed to embrace the code as widely and enthusiastically as they might have, Mr. McGannon said telecasters today are faced with two conclusions: (a) the threat of governmental regulation is real and imminent; (b) effective self-regulation can ward off governmental intervention and if we didn't have a TV code in 1959 the industry would be striving to write one.

Crucial Threshold • Mr. McGannon said, however, "an obvious and effective solution to this problem can be found in the honest realization of the value of the code." His several ways of accomplishing this:

• Broaden TV code membership to include, if possible, every TV station in America "so as to demonstrate that if self-regulation is to work, it simply cannot do so on just 40 or 50 or even 60% of the stations in the country."

• By meticulous adherence to the letter, and more importantly "to the spirit" of the code.

• By continuance of the high level of integrity demonstrated by the American broadcaster over the years.

• By indicating "without qualification and with much vigor our pride in the code, our respect for it and by endeavoring to maintain the regard and prestige of our communities."

The decision is essentially "resting in the lap of every broadcaster in America today," Mr. McGannon said, "and an all-out effort must be made to accomplish the foregoing objectives if we are to succeed in the fulfillment of the public trust that has been given to us."

---

RCA Sound Tape is a premium quality product designed for your critical broadcast-recording applications. Famous RCA dependability minimizes worry over drop-outs, tape breakage, distortion, and the loss of air time. Dimethyl Silicone, the built-in dry lubricant, reduces friction and head wear for the life of the tape. Splice-free Mylar® base tapes are supplied in 2400, 3600, and 4800 foot lengths, and splice-free acetate base tapes are supplied in 2400 and 3600 foot lengths, on hub or reel.

For essentially flat response throughout the entire audio-frequency spectrum, for uniformity of output from reel to reel, and for high tensile strength for your broadcast recording applications, always specify RCA Sound Tape. Your local RCA Distributor carries a comprehensive line of dependable RCA Sound Tape. Give him a call today.

*DuPont Reg. TM

---

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

Another way RCA Serves Broadcasters Through Electronics
The Beatniks don’t...

...but everybody else in BUFFALO prefers WBNY

Best Buy in the Buffalo Market

Call Jack Masla

multi-million audience built by entertainment programs.

**Fellows Optimistic** • NAB President
Harold E. Fellows led quiz scandal discussions at Fort Worth and Denver with a flat declaration that “the entire industry is responsible, by the very terms of the license under which it operates.” He called for strict adherence to NAB’s radio and tv codes.

Voicing optimism over the future of the broadcasting industry, he said, “If broadcasters demonstrate a sense of cohesiveness, loyalty to each other, a quality of statesmanship, and an active participation, we can anticipate that as an industry we shall, through the years, demonstrate our capacity for greater freedom of operation, and be thusly rewarded. Nothing should be permitted to weaken or vitiate that hope and strength—nothing said by others, nothing of conflict among ourselves.”

At an off-record discussion with members of Assn. of Broadcast Executives of Texas, meeting Nov. 9 in Dallas, Mr. Fellows frankly stated that broadcasters can’t pass off blame for the quiz scandals on others despite the fact they weren’t direct participants in program rigging. He called for a constructive approach to the crisis, including above-reproach programming.

John M. Couric, NAB public relations manager, chided Fort Worth and Denver delegates for their failure to tell the public about their impressive public service.

**Family Problem** • A personal concept of the quiz crisis was given Nov. 9 at the Texas Assn. of Broadcasters meeting by Charles H. Tower, NAB economist-labor relations manager.

Mr. Tower said the quiz affair is a family problem for the whole broadcasting industry, with no defense available for those directly involved. “We can’t paint this lily white,” he reminded.

“What will happen?” he asked rhetorically, in view of the wide variance in the way people view the situation. “What sort of crime or ethical offense was this? Are these producers and contestants bank robbers or murderers?”

**Nobody Really Hurt** • The lack of candor before the grand jury was “serious,” he suggested. Trying to put the matter into a reasonable perspective, he said producers and contestants were in an unusual show business environment with its make-believe facade. “Nobody was really hurt,” he said. “The sponsors sold goods and the public had a good show but these are rationalizations.”

The public may not realize that networks were not directly involved or that they acted when aware of the situation, he continued, adding that stations were neither directly nor indirectly involved. “Some people believe quiz shows were 95% of programming,” he said, “though actually they were a small share of video fare.” He felt few persons “attribute evil to the broadcasting industry” and described industry ethics as “very high—at least as the legal and medical professions.”

Mr. Tower ascribed the “tremendous” public reaction to the fact that people get a major share of their entertainment from radio and tv; to screaming headlines and to the normal interest “in somebody else’s sin.” He added, “It’s a fine topic to whale away at.”

Like President Fellows, Mr. Hartenbower and others, Mr. Tower said broadcasters must take precautions and exercise their program responsibility. “The press is making a big mistake by calling for correction in careless terms,” he said. “Federal program control could easily reach to the press, which shares with broadcasting the responsibility of maintaining free communications.”

Voicing hope the industry can emerge without serious damage, he urged each broadcaster to set his house in order and to tell the public what his station is trying to do, simply and effectively.

The new emphasis on radio programming requires station managers to take more interest in this phase of station operation, George W. Armstrong, executive vice president of the Storz Stations, told the Fort Worth radio session. He said the rates and discounts will be in deep trouble if managers fail to watch their programming at least as carefully as they watch sales. He urged broadcasters to develop a public relations and scholarship campaign that will attract young people into radio broadcasting.

**Tv group authorizes two technical studies**

The Assn. of Maximum Service Telecasters, meeting in Washington last week, authorized financial underwriting for two tv technical field studies to be undertaken by the engineering experiment station of Iowa State U., Ames. One project, a one-year study of uhf wave propagation, is scheduled to begin in January.

The second study will attempt to determine the extent and severity of interference to tv service which results from operations on adjacent channels. This study will begin in December and is expected to last three months. Dr. William L. Hughes, professor of electrical engineering, will supervise both projects.

AMST also approved WRGB (TV) Schenectady, N.Y., WTVD (TV) Durham, N.C. and WIBW-TV Topeka, Kan., for membership in AMST.
“...AND NOW AN IMPORTANT MESSAGE TO STATION MANAGERS, DIRECTORS, OWNERS...

The Fascinating Health Information Show

“LIVING SHOULD BE FUN” Is Available To Adult-Audience Stations!

Meet DR. CARLTON FREDERICKS, one of radio’s great personalities, whose record as an audience-builder is unique in broadcasting circles.

Fact 1. The following advertisers have used The Carlton Fredericks Show for over 5 years:
- Buitoni Products
- Golden Mix
- Goodman Matos
- Realemon
- Kretchmer Wheat Germ
- Levy Bread
- No-Cal Beverages
- Puritan
- Mt. Valley Mineral Water
- Dannon Yogurt
- Albert Frank—Guenther Law
- Edwin Meier & Sons Inc.
- Doyle, Dane & Bernbach
- C. H. Lillienfeld
- George H. Hartman Co.
- Doyle, Dane & Bernbach
- Gardner Advertising
- Maxwell Stockheim
- Mt. Valley Mineral Water
- The Zlowe Co.

Fact 2. In New York, a tough market, Dr. Fredericks pulled over 1,000,000 mail inquiries in a 12-month period.

Fact 3. Dr. Fredericks has a magnetism hard to equal...in his first week on WLW he pulled 3,400 letters.

Fact 4. Dr. Fredericks inspires amazing audience loyalty...28 local and national advertisers are wait-listed.

Fact 5. Dr. Fredericks’ “Living Should Be Fun” is available on a one-station-in-a-market basis for the first time. (Only this year was it contractually possible to offer this powerful package to stations across the country.)

For information that can help you build audience and sales, write or phone Herb Saltzman, % Station WOR, 1440 Broadway, New York City. Telephone: LOngeacre 4-8000.
NBC Radio Shows Its 'Bikini'
Affiliates told new program concept 'covers what needs to be covered'

NBC Radio affiliates trooped to New York last week, apparently prepared to endorse the network's new operational concept due to go into effect the first of the year. They heard from network officials the reason for and ideas within the new plan, and from one of their own the most succinct definition yet of what the network will offer. That was from Frank Gaither of WSB Atlanta, who called it "a bikini-type network service. It covers what needs to be covered and leaves us plenty of exposure."

Basically, what NBC's new format will cover is (1) news—17 five-minute newscasts on the hour daily; (2) commentary—the new Emphasis service of 8 five-minute background reports daily; (3) the Monitor weekend service, and (4) News of the World. What it leaves open is everything in between, with all other "entertainment" shows (soap operas, etc.) to be sold to those affiliates who want them.

Matthew J. Culligan, executive vice president in charge of NBC Radio, told the affiliates that the new service must have 100% clearance, and that any station not willing to go all the way would have to drop out. What NBC seeks to achieve in the new plan, he said, is "a single point of view" about radio networking, and that only with unanimous backing could the plan succeed. He reported that 92 stations have already committed themselves to the new plan through 1960, with 31 others uncommitted but willing to go along if arrangements can be made for certain delayed broadcasts. Only four have said they don't intend to clear.

Acid Test • Mr. Culligan was backed in his statement to the affiliates by NBC Board Chairman Robert Sarnoff and President Robert Kintner. Mr. Sarnoff said that the new idea met the "acid test" of a radio network, and came after 10 years of trying various other concepts. He said NBC would not contemplate running a network on a no-compensation basis (a la CBS Radio's Program Consolidation Plan), but that neither could it continue to sustain mounting operational losses. Mr. Kintner said the plan would get listeners and would be profitable, adding that radio affiliates had no business staying in the red.

All three executives noted that maintenance of a national radio network system was essential both to the national security and to the public, a point emphasized later by FCC Commissioner Robert E. Lee in addressing a luncheon session (see page 44).

The network devoted much of its meeting with the affiliates to underlining the new Emphasis concept of 5-minute commentary programs. It brought on news personalities Chet Huntley, Alex Dreier and Lee Hall to demonstrate how the commentaries would work—and to pitch them as well.

These commentaries would appear once each hour from 9 a.m. to 5 p.m. Unlike the 5-minute News on the Hour, which must be carried coincidentally on the whole network, the Emphasis programs can be taped and run on a delayed basis—but still must be used within the same hour period.

What They Can Buy • The "entertainment" area—those programs that affiliates can buy on an optional basis—didn't come in for much attention at last week's New York meeting. It developed later that the network has so far decided on only seven program formats to offer, and that letters of notification had gone out only last Monday.

These are the seven programs planned to date: My True Story, a half-hour program five times weekly; Premiere Playhouse, a half-hour show five times weekly starring Joseph Cotton, Gloria De Haven, Don Amarche and others in individual stories; Inner Sanctum, half-hour mystery program five times weekly; personality vignettes, 5-minute shows featuring different celebrities 20 times a week; sports vignettes, 5-minute sports features 30 times a week, and two "continuing programs" (15-minute soap operas five times weekly)—Joyce Jordan M.D. with Madeleine Carroll and Washington Wife with Celeste Holm.

Six Second the Motion • Another feature of last week's meeting was a panel of six affiliates who gave testimonials to the new network plan, each offering individual viewpoints. From Harold Grams, KSD St. Louis, came word that the station would be able to fit hourly weather programs into its schedule because of the new flexibility—and that he already had a sponsor in line for $41,600 a year. C.D. (Duke) Tully, WDSM Duluth-Superior, told how that station had joined NBC earlier this year, expecting a ratings drop—and getting it—but confident that with the new flexibility plus increased news programming he could strengthen the station's hold with its audience.

Louis Read, WDSU New Orleans, said that "if we had written the script it couldn't have come closer to NBC's new plan," Jack Shott, WHIS Bluefield, W.Va., said he likes the plans for "selfish reasons," as the network would supply the things his station could not hope to get any other way.

Van DeVries, WGR Buffalo, described that market's competitive situation and pointed out the problem it

Mr. Kintner Mr. Culligan Mr. Sarnoff Unveil new operational plan.

had in competing with local papers in the news area. The new service will make it possible to step up that competition, he said. Then Frank Gaither of WSB crowned it all with his bikini network remark, after saying that his station had been set to go independent several years ago but discovered it needed the network, and "it just made sense" to go along with NBC.

Spring target date

WJBP-TV Fairmont, W.Va., which has been trying for the past four years to have its ch. 5 assignment designated from an educational channel to commercial, plans to go on the air next spring. The station will be an ABC-TV affiliate with possible secondary affiliation with CBS-TV. WJBP-TV is asking the FOC for triple identification: Fairmont-Weston-Clarksburg.

WJBP-TV will operate 11 a.m.-midnight, offering up to 50% of its time to educational TV interests.
The amazing transistor... no larger than a match head, yet opening up electronic miracles never before dreamed possible. So minute, so exacting, it truly takes a quality touch to devise such an engineering masterpiece.

The quality measure of today's better radio and television stations requires no microscopic examination... it can be felt, not only through audience reaction, but in advertiser product association.
**SPOT RADIO HITS HOUSEWIFE**

Reaches 61% of women before they shop; station rep study shows low spot cost

The efficacy of spot radio in reaching the Nation's housewives has been pointed out in a sound-slide film presentation prepared by the Station Representatives Assn. Members of the Association saw and heard the presentation at a meeting in New York last Wednesday (Nov. 11). Showings will be arranged shortly for interested advertising agencies. It also will be made available to radio stations throughout the country on a cost basis.

The 17-minute sound-slide film, prepared by Lawrence Webb, executive director of SRA in cooperation with the Association’s Radio Sales Committee, stresses that local radio reaches the purchase-powerful housewives' market at a low cost-per-thousand and at a strategic time of day: just before they go out to shop.

*Examples-In-Sound* • As the presentation makes its various sales points in behalf of radio, it intersperses examples-in-sound of radio's services to the community: on-the-spot news reports, public service messages, various types of music, public service bulletins, weather and time news.

The continuous growth of radio set sales is detailed, covering various kinds of sets, including car radios, kitchen radios, bedroom radios, portables, and transistors. The presentation notes that this variety of sets accordingly reaches "housewives on the go, wherever they are." It adds there are approximately 146.2 million radios in the U.S.

The presentation stresses that about 80% of all the purchases of goods and services are made by women, and then adds significantly: "Housewives listen to the radio on an average of 4.6 hours per day . . . between the hours of 9 a.m. and 4 p.m. The listening audience is largely women . . . Radio reaches 61.7% of all women just before they go shopping, while TV reaches 23.8%; newspapers, 11.9% and magazines, 3.2%.

*Cost Per - Thousand - Figures* • The presentation offers statistics to show that radio's cost-per-thousand is considerably lower than that of television and claims that in the past five years, spot radio's cost per thousand has increased 2% while that of the various printed media has risen three to eight times as much.

Other characteristics of spot radio highlighted in the presentation: The medium offers flexibility, permitting choice of markets based on advertisers' requirements, and frequency, heightening the remembrance value of advertisers' messages. Mr. Webb reported that SRA plans to produce a similar presentation, outlining radio's appeal to the male audience.

**Changing hands**

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

- WJOB Hammond, Ind.: Sold by Ad-air Charities Inc., non-profit corporation, and others to Julian Colby, David Smerling and others for $435,000. Messrs. Colby and Smerling are officers of ABC Vending Corp. Broker was Hamilton-Ländis & Assoc. WJOB is 250 w on 1320 kc.
- WROA Gulfport, Miss.: Sold by Electronic Research Inc. to Charles W. Dowdy, Bainbridge, Ga., for $80,000. Transaction was handled by Patt McDonald Co. WROA is 1 kw daytimer on 1390 kc.
- KZIX Fort Collins, Colo.: Sold by Cecil H. Boyd to Leslie P. Ware for $35,000 plus certain liabilities. Mr. Ware is the owner of KLPW Union, KOKO Warrensburg, KYRO Potosi, all Missouri. Sale was handled by Hamilton-Ländis & Assoc. KZIX is 1 kw daytimer on 600 kc.

**$150,000 fire knocks KXLF-TV off-the-air**

Fire knocked out KXLF-TV Butte, Mont., last week, with the loss estimated at over $150,000. The fire in the transmitter house atop the 8,250-ft. Continental Divide was discovered in the early hours of last Tuesday morning.

The entire transmitter facility was declared a total loss by E. B. Craney, owner of the station. He announced that new equipment had been ordered and it was hoped that the ch. 4 station would be back on the air before the end of the year. The transmitter housing, although damaged, was still standing, Mr. Craney reported.

Arrangements have been made, Mr. Craney said, to feed KXLJ-TV Helena and KFBB-TV Great Falls with film of network shows. They had been fed network shows from Salt Lake City by way of KXLF-TV microwave.
and the new standard for the jet age

Today, every major airline uses Sylvania Gold Brand tubes. And in the new jet airliners, where the demand for top performance and reliability is more than ever a critical necessity, Sylvania Gold Brand types are becoming the leading choice. On Pan American’s Boeing Jet 707 Airliners over 27 Sylvania types are in daily use.

Sylvania has developed a line of 47 Gold Brand tubes specifically designed for commercial and industrial applications. They are identified with a GB prefix and have become one of the fastest growing tube lines in the electronics industry. They are manufactured to special Gold Brand specifications that tailor the highest military standards to the individualized requirements of commercial and industrial equipment.

For premium quality and performance in any electronic application, use the tubes with the Gold Brand, from Sylvania.

SYLVANIA
Subsidiary of
GENERAL TELEPHONE & ELECTRONICS

Sylvania Electric Products Inc.
1740 Broadway, New York 18, N. Y.
In Canada: Sylvanla Electric (Canada) Ltd.
P. O. Box 1190, Station “O,” Montreal 9

SYLVANIA GOLD BRAND TUBES...
“What are you guys doing with my money?”

It’s not an uncommon question, or warranted, directed by TVB members to President Pete Cash and his associates at TVB. The answer can get a bit complicated, but it can be summarized as follows: “We’re using it to sell television.”

This week, as TVB observes its fifth anniversary at its annual membership meeting in Chicago, it is collecting revenues at an annual rate of $1,007,377. Being a nonprofit organization, it is spending at approximately the same rate. It employs a staff of 41. Membership is at an all-time high of 256, consisting of 238 stations, 15 station representation firms and all three national TV networks. It has branch offices in San Francisco and Chicago in addition to headquarters in New York. Its staff executives travel close to a million miles a year and its offices send out uncounted reams of reports, presentations, how-to tips, success stories and assorted other sales literature in spreading the business gospel of television.

The level of statistics is generally regarded as impressive, but the one that most interests members, present and prospective, has to do with money: how much money they’ve paid in and how much they’ve got back—what sort of return they’re getting on their investment.

Hard to Measure • It is impossible to segregate the volume of business that members individually or television as a whole have got as a result of TVB activities. TVB is the first to acknowledge that, like television itself, the bureau is part of a mix. Station and network salesmen, reps, agencies and advertisers themselves are all, like TVB, involved in the selling process. Most of the time it cannot be said that any one should get all the credit.

But it is simple arithmetic to count up approximately how much members have put in. From the first year, 1955, which it started with 52 members and ended with 174, through this year the total comes to about $4 million. The actual dollars are fewer than that, because this total is based on the annual rates at which TVB revenues were running at the time of the annual meetings, which in each year were the peak rates.

But say it’s $4 million—that TVB has spent that much in its five years. How much business has television got in return?

In the same span, television billings have risen by more than $700 million, from $809.2 million to an estimated $1.51 billion this year. But bureau officials make no pretense about being responsible for this gain.

They do, however, point to certain areas in which they had especially significant responsibility.

In their sales efforts they concentrate on the non-user of television and the light user, trying to get the former in and the latter in deeper. In this category they can trace more than $10 million in tv revenues (time and talent) through their work with two trade associations alone—the National Assn. of Insurance Agents and the American Gas Assn. NAIA, which spent about $250,000 in tv last year, has about $1.1 million allocated for spot tv this year, while the gas association bought into Playhouse 90 and has been spending at the rate of close to $3 million a year on it for three years.

Side Effect Profitable • This type of sales work—and these are only two of several industry associations with which TVB has worked and plans to work—has financially rewarding side effects. Individual elements of the same fields may go into tv on their own, as General Insurance Co. of America and its local agents in some 33 markets, for example, recently decided to do on a co-op basis this fall.

The Brewers Foundation, the Carpet Institute and the Institute of Life Insurance are other trade groups with which TVB is working closely. The banking field is another. Automotive gets heavy emphasis too. Not all of such efforts have yet paid off. TVB is quick to admit that it has been singularly unsuccessful, for example, with the Portland Cement Assn. But officials are confident that eventually their missionary work will prevail.

Sometimes TVB finds itself doing defensive work—helping to keep a user from switching to other media. One such case, only a short time ago, involved a major baking company which in 1955 spent $3 million in television and by last year had boosted this to $9 million. The company’s field men began to wonder whether all the television money was needed. The agency, considering the tv budget a good investment, called upon TVB to help it keep the client’s media plans in line. The happy outcome of this story is that the client not only stayed in tv but is now buying at an annual rate of $11.2 million.

TVB will work with practically any advertiser who asks. It will work with client and agency together, or with them individually—and, if requested, without telling the other what it’s doing. One of the conquests of this industry is the selling of the personal touch by the advertising agency.

The entire liquid detergent industry, which didn’t exist a few years ago and didn’t put $200,000 into tv as recently

**President Pete Cash**

Spreads gospel of tv impact
SEATTLE SWITCH:

Prior to the end of September, the ABC-TV affiliate, KING-TV was the first station in the market. KOMO-TV, an NBC affiliate, was second.

Then, the two affiliates switched networks.

Now the first station in Seattle is KOMO-TV, the new ABC-TV affiliate.

1. KOMO-TV (ABC)  40.5*
2. KING-TV (NBC)  33.4
3. KIRO-TV (CBS)  22.3

As ABC-TV goes... so goes the audience.

*Source: Nielsen Station Index, 4 weeks ending October 18, 1959, share of total audience, Sun.-Sat., 7:30-10:30 p.m.
as 1955, now accounts for $30 million in tv billings a year. "What we want to know," says President Cash, "is who is sitting on the next $30 million category?"

Retail business and banking are two which could easily become lucrative television clients. TvB is working on both—and feels it is making progress. It is encouraged, for example, that staid Sears, Roebuck has recently indicated a growing confidence in the medium; in 11 markets it authorized a 50% increase in tv allocations. And other stores more and more are getting into tv, which is true also of banks: one recently approached the million-dollar mark in annual television spending.

There are numerous other ways that TvB goes about the business of being what President Cash calls "a direct extension of the sales, research and promotion departments of stations and of agencies and advertisers." It prepares films for its own use and that of its members; its mailings to members—presentations, research studies, success stories, defensive tools, a catalog of co-op advertisers, reprints of other articles it considers helpful, etc.—cost close to $24,000 a year for postage alone. Its quarterly reports on the spot and network spending of television advertisers is a major effort.

TvB also has a year-long test of television advertising going with the Patterson-Fletcher retail store in Fort Wayne, Ind.

It has commissioned a comprehensive study of communications by Pennsylvania State U. that is seen as a continuing project. Out of it TvB hopes to get information that will lead to improved uses of television and, eventually, some numerical evaluation of the importance of sight, sound and motion and a better means by which television may be compared with competing media.

More Sales Clinics • The bureau also holds sales clinics for station and rep salesmen and plans to step up this activity. It works with colleges, hoping to sell undergraduates on television both as a sales medium and as a place to work. In this connection TvB officials are scheduled to appear in the near future at Syracuse U., Colgate and Michigan State. Eventually TvB would like to help train people for work in television sales.

Looking back on the first five years, officials are pleased to note that the emphasis in their work is no longer on why but on how to use television.

President Cash, who moved into the top job in October 1956 when Oliver Treyz left to become president of ABC-TV, expects television's revenues this year to break down to about $773 mil-

---

**TvB Board Chairman Clipp**

Stations get 80% of total billings

lion in network (time and talent), $464 million in spot and $273 million in local. Altogether it would be a 12% gain over 1958.

He looks for continued growth both for the industry and TvB. As a part of its own growth, he announced, the bureau will move headquarters next year to 1 Rockefeller Plaza, New York. It is now at 444 Madison Ave. The move is expected to occur about mid-

---

**Color TV Impact** • As for the television industry and "where it grows from here," Mr. Cash sees color television leading the way to a doubling of total advertising investments in the next 10 years, with tv getting "the lion's share of new dollars." Retail advertising is another major growth area for television in its look at the future.

Both past and future will be examined at this week's annual meeting, to be held Friday at the Sheraton Towers Hotel in Chicago. Highlights will include a new presentation, "The Great Exponential," and an address by FCC Chairman John C. Doerfer.

The meeting will be preceded on Thursday by a TvB board meeting, headed by Chairman Roger Clipp of the Triangle Stations. Before that, on Wednesday, the sales advisory committee will hold an all-day session.

TvB membership, a little more than half of all U.S. commercial tv stations, represents about 80% of total tv billings. At present rates, TvB revenues would be about $1.6 million if all stations were members (roughly 50% more than now). In addition to U.S. members, four stations in Canada, one in London and two in Australia have TvB memberships.

---

**TvB's Top Product: Service**

Agencies, advertisers cite sales aid

What do advertisers and agencies think of the service they get from TvB? Here are excerpts from recent statements by a few of them, along with one from a member who used to run TvB, President Oliver Treyz of ABC-TV.

Jack Geller, tv director, Weiss & Geller, New York—"Some time ago we needed some information about the television activity of the beer industry. A telephone call to TvB resulted in our receipt, two hours later, of a series of facts, figures, charts, success stories, etc.—more than enough to meet our requirements. "This is just one example of the excellent service we have been receiving from the tv bureau. Its continuous updating of facts and figures and its special studies and surveys have been most helpful in servicing our current tv accounts and in persuading other accounts to take advantage of the great medium of television."

R.J. Eggert, marketing research manager, Ford Motor Co., Dearborn, Mich. —"We appreciate the many ways in which TvB has been helpful to us in our work on analyzing the reaching power and impact of television. The Ford Motor Co. is putting a larger share of its advertising dollar into television than ever before.

"TvB's initial work on getting Nielsen to supply data on the reaching power of television among families buying new cars has been so useful that we have asked Nielsen to keep it up to date for us on a current basis. The E-Motion research on consumer attitudes toward all media helped to clarify television's position. . . . We also want to express our thanks for the many hours of personal time that TvB executives have given us in explaining their extensive research results."

Friday Night with Rambler • Fred W. Adams, director of advertising and merchandising, automotive division, American Motors.—"A schedule of Friday night television spots has been an important part of the advertising campaign announcing the 1960 Rambler models. Needless to say, the very satisfactory result of our similar spot campaign in the summer was respon-
Now you can Freeze Videotape Action!

with the
NEW Hughes Storage Monitor

Videotape advantages are well-known—superior "live-quality" picture reproduction, immediate playback and greatly reduced costs. One of the major difficulties to date has been development of efficient videotape editing methods and techniques. Now, Hughes makes available to the industry a Storage Monitor for use as a key unit in the design of videotape editing systems.

The new Hughes Storage Monitor operates like any standard TV monitor until you press the button. Immediately the Hughes 5" TONOTRON® Tube freezes the image, holding it until the monitor mode is restored.

Advantages to TV engineers include: High-Speed tape processing. Better program continuity and quality. Less tape wear during editing. Highest utilization of video recording equipment.

Pictures may be held for approximately ten minutes with a minimum of 8 half tones. Input may be from separate or composite video sources. Push-button controls permit local or remote operation.

Model 201 Storage Monitor is available in several mounting arrangements—portable or rack mounted, individually or in groups, for sequential frame study. This permits rapid selection of individual frames and desired action sequences.

For additional information write to: Hughes Products, Industrial Systems Division, International Airport Station, Los Angeles 45, California.

BROADCASTING, November 16, 1959
For the Picture of Pictures...
TAPE IT RCA!
PICTURE THE PRODUCT

WITH

SPARKLING REALISM...

ON RCA TV TAPE!

One glass of cool, frosty refreshment—enticing your viewers with its sparkling realism—can make more people go out and buy than 10,000 words! Your local live commercials can attain the highest standards of picture quality. Whether it’s beer, or pop, or pies, or cars, you see the product features in sharpest detail on RCA TV Tape. Designed for color picture perfection, the RCA TV Tape Recorder adds an extra bonus to black and white, producing pictures which are exceptionally clear and crisp. Tapes made or played on RCA equipment give best possible results. Among its advanced features your engineer will commend are electronic quadrature adjustment, sync regeneration, four-channel playback equalization and built-in test equipment. See your RCA Representative or write to RCA, Dept. TR-4, Building 15-1, Camden, N. J. In Canada: RCA VICTOR Company Limited, Montreal.

RADIO CORPORATION of AMERICA

BROADCAST AND TELEVISION EQUIPMENT
CAMDEN, N. J.
When you gotta get the show on the road...

SHIP BY
GREYHOUND
PACKAGE EXPRESS

IT'S THERE IN HOURS...
AND COSTS YOU LESS!

24 HOUR SERVICE...7 DAYS A WEEK...
HOLIDAYS TOO! Your packages go anywhere Greyhound goes...and Greyhound goes over a million miles a day! That means faster, more direct service to more areas, including many places not reached by other public transportation.

Packages get the same care as Greyhound passengers...riding on dependable Greyhound buses on their regular runs. And you can send C.O.D., Collect, Prepaid—or open a Charge Account.

Call your nearest Greyhound bus station or write to Greyhound, Dept. B11, 140 South Dearborn Street, Chicago 3, Illinois
Edward D. Madden, Geyer, Morey, Madden & Ballard, New York.—"TvB's performance makes it impossible to overlook the value of television as an advertising medium. More important, its follow-through helps agencies and clients alike to get quickly the valid facts about television's performance in specific product categories. [TvB material] gives us tools we need to use and buy television more effectively."

Edward A. Grey, senior vice president in charge of media, Ted Bates & Co., New York.—"We want to extend our sincerest appreciation and gratitude to TvB for the excellent cooperation and service consistently received these past years. Its special studies and background data have contributed importantly to the development of the industry."

Alvin Dreyer, media research manager, J. Walter Thompson Co., New York.—"TvB has been a most useful and serviceable source of broadcast data for us and in practically every case the many requests we have submitted have been handled in a very constructive and helpful manner. Much of the bureau's work in specific product categories and the various 'success stories,' to name a few of its services, have helped in a major way to project the importance of television in media planning."

ABC-TV President Oliver Treyz said: "On the fifth anniversary of [TvB] it is clear that the pioneering done by [TvB] founders, Roger Clipp, Clair McCollough, Pete Cash and the others, together with the investment to date of several million dollars by the industry in the growth of [TvB], has been vindicated.

"TvB has impressed upon the business world the value of television advertising and the indispensable role of the television commercial as the key link between buyer and seller."

"Today, within the context of television's problems and opportunities, the continuing need of [TvB] is even more apparent than that when it was started five years ago."

**Newsmen flees**

Mutual reported last week that Thomas Jacobson, its correspondent in Havana, left the country abruptly last Tuesday (Nov. 10) after he had been grilled for three hours the day before by armed Cuban secret service agents. He said they questioned him sharply and in "a warlike manner" about his news sources and on the activities of an American friend in business there. He claimed his telephone was tapped and voiced the belief that he was questioned because of a broadcast he made speculating on the disappearance of missing Cuban Army Commander Camilo Cienfuegos. When he told MBS officials in Washington that he feared for his life, they advised him to leave Cuba. He left on Tuesday for Miami.
WNAX staffer wins Life Line food award

Wynn Hubler Speece, women’s director and broadcaster for WNAX Yankton, S.D., last Tuesday (Nov. 10) received the top award for radio food reporting in the Life Line of America trophy competition sponsored annually by the Grocery Manufacturers of America Inc.

As sponsor of the top winner, a bronze plaque was awarded to Donald D. Sullivan, vice president and general manager of WNAX. Both Mrs. Speece and Mr. Sullivan were in New York to accept the awards, which were presented during ceremonies at the Life Line of America luncheon at the Waldorf-Astoria Hotel, a highlight of GMA’s 51st annual meeting.

Three certificates of honor were presented to radio women who were runners-up for the top prize, a sterling silver Tiffany bowl. They were given by Paul S. Willis, GMA president, to Josey Barnes, KDFY Salt Lake City; Martha Crane, WLS Chicago, and Esther Hotton, WTMJ Milwaukee.

GMA Life Line awards are offered to newspaper and radio women in alternate years. Next year the competition will be open to television and farm publications women. The women are judged for their reporting and interpreting of the Life Line story...the story of growing, processing, transporting, distributing and researching better and more nutritional food products.

KXL owner answers McLendon’s charges

“Absolutely without foundation” were the words used last week by Lester M. Smith, general manager of KXL Portland, Ore., in answering a complaint by Gordon B. McLendon, multiple station owner, that KXL lured one of his “air personalities” away with an offer that led to a breach of contract (Broadcasting, Nov. 9).

Mr. Smith said the McLendon complaint “has been served on us and it is absolutely without foundation. We regret to see him take this action as we are prepared to justify our position in court. Our three stations have been dominant in Seattle, Portland and Spokane for many years. Our programming is not based on hiring any from McLendon personnel.”

Mr. McLendon had said the McLendon Corp. is filing suit against Mr. Smith and Art Wanderlich, a disc jockey, who, he said, jumped his contract with Mr. McLendon to go with KXL. The Oregon suit asked for damages of over $10,000. Mr. McLendon said he has a suit for breach of contract against another disc jockey, as yet unnamed.

KMOX studios toured by top CBS officials

KMOX St. Louis unveiled its radio-only building last Tuesday for CBS network officials and over 100 local civic leaders.

The functional two-story structure thus became the first radio-only facility to be constructed among all CBS o&o Radio outlets in 20 years. Dr. Frank Stanton, CBS president, who attended the dedication, said the building demonstrates CBS’s “faith in the dynamic future of radio.”

Other network officials on hand were Arthur Hull Hayes, president of CBS Radio, and Jules Dundee, vice president in charge of administration. Robert Hyland, CBS vice president and general manager of KMOX radio, and other station personnel served as hosts for the tour and reception. A similar one will be held this week for advertising agency representatives.

The new building, measuring 15,500 square feet at 1144 Hampton Ave., is designed along functional lines, with executive and general offices on the first floor and operations on the second. Among features are three separate and complete remote-controlled studios, with a three-dimensional view of control rooms and all equipped for either monaural or stereo broadcasts; a building front with white clay tile “solar screen,” and vertical window sections of gray-tinted glass and white glass panels.

NBC expands radio-tv public service shows

Special programming in the areas of news and public affairs has been expanded on NBC-TV and Radio, according to plans announced Nov. 9. A Special News Programs unit, headed by Julian Goodman, director of news and public affairs, has been appointed to be responsible for creating ideas, advance planning and on-air production of special programs in the fields of news and public affairs. The unit will also serve as a continuing liaison with NBC-TV sales planning and special program sales.

Four production staffs, working under Mr. Goodman, are headed by Reuven Frank, Chet Hagan, George Heimann and Louis Hazam. The first unit-produced special, “Politics 1960,” was presented last night (Nov. 15) from 7 to 7:30 p.m. EST.
Nature has relaxed a bit in Iowa these brisk fall days. Seeds no longer dance in the fat dirt. Their progeny have matured—to the martial music of the wind. Hard corn ears plop against backboards; wheat kernels start their devious route to dining tables.

Pigs still englut meals planned as carefully as a baby's, grow into obese hogs with bacon slabs glinting in their owners' X-ray eyes. Guernseys turn vegetation into butterfat. Black Angus build beef as they ruminate, perhaps about imminent fulfillment of their destiny. Chickens cluck stupidly, bragging about egg production; geese gaggle and turkeys trot down the inexorable road to momentary glory.

Each year Iowa's black soil produces more wealth (we've said this before, but maybe you weren't listening) than all the gold mines in the world. Yet agricultural Iowa is less than half the story. Industrial Iowa lines far more pockets.

Midst all this husbandry and industry Eastern Iowans find time to listen to WMT. We average (5 a.m. to midnight) more audience than the combined total of all other radio stations located in our Pulse area.

WMT
CBS Radio for Eastern Iowa
Mail Address: Cedar Rapids
National Representatives:
THE KATZ AGENCY
Survey to analyze employment needs

NAB will mail a memo to members this month on the joint NAB-Assn. for Professional Broadcast Education "Broadcasting Industry Employment Research Study" which starts in January. Charles H. Tower, NAB broadcast personnel and economics manager, told this to the Texas Assn of Broadcasters meeting in Fort Worth preceding an NAB regional meeting there last week.

A pilot study was made last spring. It was reviewed this fall and questionnaires will go out in January to an "at random" cross-section of some 6000 of 75,000 people in broadcasting, ranging from station managers to technicians (i.e., both supervisory and non-supervisory jobs). Object is to determine employment needs from management's viewpoint. Data will ask background of personnel, education and/or training for present job and suggestions from management. It's not yet determined whether network personnel will be included.

Mr. Tower said the success of an organization or industry depends on the people working in it and the broad objective of the new study will be "to learn something about the kind of people we have in broadcasting."

Though it is hard to see all the benefits that would derive from such a study, some of them are clearly in view even at this early date, he said. Among them:

- Correlation between job-success and various patterns of job-experience in broadcasting; relationship between educational background and success in broadcasting; recommendations on type and utility of broadcasting training in universities; analysis of broadcasting employees' attitudes toward their work and their business; information on skill shortages in broadcasting.

Headquarters for the project will be at the U. of Oregon, Eugene, Ore. Station managers will be asked for the names and home addresses of employees in specified classifications and questionnaires will go directly to the homes.

AB-PT executives' earnings listed

Earnings of top executives of American Broadcasting - Paramount Theatres Inc. have been listed in a proxy statement issued by the board of directors to the company's stockholders. The statement listed the aggregate remuneration received by following AB-PT officers for the fiscal year 1958:

- Leonard H. Goldenson, president, $184,000 (includes expense allowance of $25,000); Edward L. Hyman, vice president, $56,000; Sidney M. Markley, vice president, $56,000; James G. Ridgeway, president of WXYZ Inc., Detroit subsidiary of AB-PT, and executive vice president of ABC Div., $50,500 (includes portion of year after he was elected a director on March 10, 1958); and Simon B. Siegel, financial vice president and treasurer, $61,000. All directors and officers of the corporation as a group received a total of $520,945 for the period.

AB-PT stockholders have been asked to attend a special meeting Nov. 24 at its New York office to consider and vote upon the approval of a restricted stock option plan, as set forth in the board's proxy statement issued Oct. 22. Under this plan up to 350,000 shares of AB-PT common stock would be optioned to key officers and employees for the purposes of retaining their services, attracting new management personnel when needed for future operations and growth, and to give them an opportunity to share in the company's success.

MBS reshuffle near; Dominicans lose plea

Mutual's oft-delayed reorganization plan finally appears headed for confirmation tomorrow (Nov. 17). The main stumbling block was removed on Nov. 6 when U.S. Referee Asa Herzog denied a claim by the Dominican Republic against the network for $750,000.

The network's creditors already have agreed to a settlement under which most of them will receive $20 cents on the dollar and news stringers and panelists on programs will receive 50 cents on the dollar up to $600 and 10 cents on the dollar thereafter. Mutual owes creditors included in the re-organizational plan a total of about $1 million.

The claim by the Dominicans stemmed from a payment of $750,000 to Alexander F. Guterman, former president of Mutual, last February in return for promising to carry newscasts on MBS favorable to the Dominican Republic. Mr. Guterman was president of the radio News Service Inc. as a subsidiary of Mutual for that purpose, but several days later resigned from Mutual when he became enmeshed in a series of legal entanglements.

Judge Herzog ruled the contract between Mr. Guterman and the Dominicans "unenforceable" because its intent was to evade an existing law (Foreign Registration Act) and the pact contravened "public policy or good morals."

Mr. Guterman and Garland Culpepper Jr., former MBS secretary, have been indicted as a result of the contract signed with the Dominicans and are awaiting criminal trial in Washington. The trial is scheduled to begin today (Nov. 16).
Depreciation should keep up with prices...but on the railroads, it doesn't!

On the railroads today, dollars recovered through tax depreciation go less than one third of the way toward the purchase of replacement equipment.

Inflation and the overlong depreciable life of equipment — sometimes up to forty years — put the railroads at a distinct disadvantage in competing with other forms of transportation. Airlines, for instance, may recover their investment in airplanes in five years; heavy trucks, eight years; busses, seven.

All the railroads ask is to be permitted to recover the money they invest in plant and equipment over a shorter period of time. A maximum of 15 years' depreciable life in the case of cars and locomotives and 20 years for other property would help railroads make improvements and additions that are necessary to meet modern competition. And everybody would benefit — shippers and public alike.
Media seek Oklahoma rehearing on Canon 35

The Oklahoma Supreme Court was asked Nov. 9 to provide a rehearing of issues involved in its Sept. 30 adoption of the American Bar Assn. Canon 35. Two state associations and several media interests asked the court to hear their side of the courtroom coverage story, now that microphones and cameras are barred from proceedings.

Electronic and photo coverage is allowed by the Oklahoma Criminal Court of Appeals, which has parallel jurisdiction in criminal cases as state tribunal of last resort.

Media contended the Supreme Court adopted its Canon 35 order without actually holding a hearing. They argued the order was not supported by evidence or argument. Electronic and public address devices are commonly used in court reporting and public events, it was contended by media. Oklahoma Bar Assn. filed a petition opposing rehearing.

Asking for a review of the Supreme Court order were Oklahoma Assn. of TV Broadcasters; Oklahoma Broadcasters Assn. (radio); KWTV (TV) Oklahoma City; WKY-AM-TV and Oklahoma Publishing Co., Oklahoma City, and KVOO-TV Tulsa.

Aurora, Ill. council to ban tv cameras

Equal access to news suffered a small defeat Tuesday (Nov. 10) in Aurora, Ill., but not before an NBC Chicago newsreel cameraman obtain dramatic film footage.

Earl Crotchett shot one scene during a turbulent session of the local city council before being ejected with newspaper photographers by Aurora police. The films were shown on NBC’s WNBJ (TV) Monday evening and also included a sequence showing a Chicago Tribune photographer being thrown down council steps.

As a result of the incident, the city council moved to ban any future appearances of tv and still cameras using “artificial lighting.” The council will propose a new ordinance for consideration at its meeting today (Nov. 16).

Center of the dispute was Paul Egan, controversial mayor of Aurora, who demanded that cameramen be permitted access to the council meeting. His opponents charged that the mayor sought publicity and wanted to turn the sessions into “riots.” The proposed ordinance was prepared last week after he left the city.

Existing council rules would be amended so that “no television camera equipment, lighting or recording equipment, and no camera of any kind lighted by flash flood lighting or other artificial method of lighting shall be allowed in the council chambers for any occasion whatsoever without the express permission of the city council, taken at a regularly scheduled council meeting.”

SDX report reviews access, equal time

Tv’s progress on political equal time restrictions and access to courtroom proceedings during 1959 is reviewed in a report by Sigma Delta Chi’s Advance ment of Freedom of Information Committee released in advance of SDX’s 50th annual convention in Indianapolis last week.

The four-part report covers developments in the federal government, state governments, “the press and the bar” and “the news camera.” The report on television is sub-divided into three parts—“Politics and Tv Camera,” “The News Camera in the Courtroom” and “Ups and Downs of the News Camera.” V. M. Newton Jr., “Tampa (Fla.) Tribune,” is chairman of the committee.

The report noted that NAB in cooperation with Radio-Tv News Directors Assn., issued a “code of conduct” for broadcasting public proceedings, urging broadcasters and cameramen to conform to established procedures and decorum.

In his president’s report, James Byron, WBAP-AM-TV Fort Worth, pointed out that several network and individual tv stations carried salutes to SDX on its golden anniversary. He strongly recommended “the continued fight for freedom of information at all levels of government.”

Vice President Richard M. Nixon was guest speaker at the convention Nov. 11-14.

CBS income rising to new high in 1959

CBS’ financial picture was bright for the first nine months of 1959. Net sales reached a record high for the period and income rose almost $1 million over the comparable 1958 total.

A report issued last week by CBS Board Chairman William S. Paley and President Frank Stanton showed that consolidated net sales attained a new nine-months’ high of $318,291,438 during the 39 week period ended last Oct. 3, as compared with $300,738,926 for the 40 weeks in the first nine months of 1958. Income for the 1959 period was listed at $17,496,934 or $2.15 per share, as against $16,522,462, or $2.10 a share, for the first nine months of last year.

A footnote to the income statements shows that after Oct. 3, the corporation obtained a release from its guaranty of bank loans to Pacific Ocean Park Inc. and at the same time disposed of its 50% ownership of that corporation with a resulting charge to net income of approximately $2.4 million. The corporation sold the Alvin Theatre in New York at a net profit of about $900,000, and deferred income taxes of $700,000 in prepaid expense. The net effect of these moves, it was said, will be a charge to net income for the fourth quarter of 1959 of approximately 10 cents per share.

The CBS board declared a cash dividend of 35 cents a share on Dec. 11, 1959, to stockholders of record at the close of business on Nov. 3. The board also declared a stock dividend of 3%, payable on or about Dec. 24, to holders of record at the close of business on Nov. 27.

- Media reports

Toddlin-town-bound • The fifth annual management meeting of CBS Television Spot Sales gets underway Wednesday morning (Nov. 18) in Chicago at the Ambassador East Hotel. The meeting brings together managers and sales heads of represented stations with executives of CBS Television Spot Sales and CBS-TV Stations Div. Bruce R. Bryant, CTSS vice president and general manager, said the agenda would cover rating surveys, audience trends, video tape, programming and other topics.

Transcontinent meet • Conclusions and recommendations resulting from a day-long Transcontinent Television Corp. promotion managers meeting in New York will be presented and discussed at the company’s station managers’ meet next month. Transcontinent stations: WGR-AM-FM-TV Buffalo, WROC-FM-TV Rochester, all New York; WNEP-TV, Scranton-Wilkes-Barr, Pa.; KFMB-AM-FM-TV San Diego; KERO-TV Bakersfield, Calif.

Tv opera ‘glows’ • “Beatrice,” the opera WAVE-AM-TV Louisville, Ky. commissioned for the Oct. 23 dedication of their new building (BROADCASTING, Aug. 3; Feb. 2), received laudatory reviews and editorials in local newspapers. The Louisville Times said the WAVE stations “provided not only a worthwhile 90-minutes of viewing and listening, but the opera also serves as further impetus to Louisville’s stature in commissioning and performing of new music.” The paper also praised the stations’ effort in an editorial headed, “An Example of What Television Can Do.”

BROADCASTING, November 16, 1959
BUT... You Don't Have To, To Get RESULTS
In Kalamazoo-Grand Rapids!

A glance at the record tells you why WKZO-TV spreads the good word for your product faster and farther than any other medium in the Kalamazoo-Grand Rapids area.

WKZO-TV delivers 116% more homes (see NSI Survey at left) than Station "B," Sunday through Saturday (9 p.m.-midnight). The 9-County ARB Survey (April 17-May 14, 1959) covering 300,000 TV homes gives WKZO-TV an overwhelming lead in popularity — No. 1 spot in 74.6% of all quarter hours surveyed!

Remember—if you want all the rest of outstate Michigan worth having, add WWTV, Cadillac, to your WKZO-TV schedule.

*Oldest age contended by a U.S. citizen is 123 years, 42 days for Mrs. Belle H. Rymes who died April 15, 1934.

YOU MAY NEVER LIVE TO BE 123*—
NT&T MAY PURCHASE DESILU
Talks in preliminary stages to buy stock owned by Desi and Lucy as its price rises

National Theaters & Television is interested in acquiring control of Desilu Productions and preliminary talks have been held.

B. Gerald Cantor, board chairman of NT&T Inc., Los Angeles, issued a statement, confirming that NT&T has held discussions with Desilu. He stated: "It is true that there have been discussions between NT&T and Desilu Studios with a view toward NT&T acquiring a majority stock interest. It is also true that we are constantly searching out new opportunities to further increase the value of our corporate assets, typified, for example, by NT&T's recent acquisition of National Telefilm Assoc., Inc.

"Discussions with Desilu at this time are in the most preliminary stage, and we can make no further comment."

Presumably if NT&T were to make an offer to Desilu, it would acquire the stock held by the company's president and vice president, Desi Arnaz and Mrs. Arnaz (Lucille Ball). Together they hold all of the company's class B common stock which receives no dividends. This amounts to 282,200 shares each or a total of 565,000 shares of class B stock. Mr. and Mrs. Arnaz also hold 137,500 shares apiece of class A common stock or a total of 375,000 shares.

**Market Goes Up • A year ago, when Desilu stock was first put on the market, 525,000 shares of class A common stock were immediately gobbled up by eager buyers. Last Tuesday (Nov. 10) the Desilu stock closed at 16½ths on the American Stock Exchange up three quarters for the day, during which only 1,400 shares changed hands. The same day, on the New York Stock Exchange, 24,800 shares of NT&T stock were bought and sold, making it one of the ten most active stocks of the day, during which its price rose 1¾ths to close at 14¼. If rumors of the possible merger had any effect on the market, they were apparently considered more beneficial to NT&T than to Desilu. Since the fall, Desilu's class A common stockholders have received quarterly dividends of 15 cents a share, (60 cents per share per year) and this same dividend policy will be continued, President Arnaz told the first annual stockholder's meeting last summer (BROADCASTING, July 27). At that time he estimated net profits for the first quarter of the fiscal year starting May 3, 1959 would equal those for the entire previous year and that the second quarter would be even better.

**Prophecies Confirmed • These optimistic estimates were confirmed last week by a Desilu executive, who said that the second quarter report, due out in a week or so, will show "tremendous gains, both in the gross and the net." The company is having its "greatest year since its founding," he declared.

In the past two years Desilu has acquired ownership of the KKO studios in Hollywood and Culver City which, with the Motion Picture Center, gives the company real estate valued at $15 million. There are 14 TV series currently in production at Desilu studios, indicating that the president's estimate of a gross of $23.5 million for the current fiscal year will prove to be a substantial understatement.

No price has been mentioned, let alone discussed, in conversations to date, according to spokesmen for both parties. Estimates from outsiders as to a reasonable price for the Desilu operation start at $100 million and go up.

Acquisition of the Desilu studios would fit into the expansion pattern of NT&T which in two years has entered into the TV production-distribution firm of National Telefilm Associates and added a number of broadcast properties (WNTA-AM-FM-TV Newark, WDAF-AM-TV Kansas City, KMSB-TV Minneapolis-St. Paul) to its theater holdings.

Such diversification as a permanent policy is indicated by the recent change in the name of the company from National Theaters to NT&T.

The NT&T offer is only one of many received by Desilu over the years. A long time associate of Mr. Arnaz, quoted the Cuban bandleader-producer as saying he is always willing to listen because someday somebody may come along "with the right deal, the deal I can't turn down."
Today, King Kelly would be safe

Back in 1887, King Kelly, star of the Boston Athletics, struck out when he applied for life insurance. The reason? Professional baseball was considered a hazardous occupation.

This sounds strange to us today—but professional baseball in the 80’s was relatively new, and the players were somewhat less than devoted to strict training and healthful habits.

If life insurance were issued indiscriminately, without reference to health, habits, and occupation, it would soon become impossible to provide protection at reasonable cost. But experience with thousands and thousands of actual cases, gained over the years, provides us with sufficient information about the degrees of risk to determine the premiums required to insure them.

This experience, as well as advances in medical science, has made it possible for MONY to insure more and more people as normal risks at regular rates. Recently, for example, MONY was able to eliminate or reduce extra premiums for about 93% of the 547 job classifications rated hazardous.

Needless to say, King Kelly (a .394 hitter in 1887, by the way) could get an OK today!
HIT AT TOLL TV
Theatre owners want harder opposition

Some 1,000 exhibitor-members of Theatre Owners of America were urged last week to continue a “grass roots campaign” to forestall all forms of pay television.

The recommendation came in a report by TOA’s anti-toll tv committee headed up by Philip F. Harling, Fabian Theatres, during its convention and trade show at Chicago’s Sherman Hotel Nov. 9-12. TOA delegates also were told that the theatres have just about shaken off the adverse effects of tv after a decade of poor attendance and readjustment.

The report noted that “toll tv through the air appears to be at least five years away” but noted the FCC’s Third Report setting forth conditions under which subscription tv may be tested and the public hearings by the House Interstate & Foreign Commerce Committee earlier this year.

“It is evident that from the various orders that have been issued,” according to the TOA report, “that toll tv will not be tested through the airways until the present limitations are removed. As of now, not one application has been filed by anyone for any test anywhere. Additionally, it was pointed out, “no specific plan has yet materialized where toll tv by cable has been tested.”

Pushing the Campaign • The TOA committee felt that “in order to prevent a test of any system,” the grass roots campaign be continued. In the light of H.J. Res. 130, sponsored by Rep. Oren Harris, chairman of the House committee, and his subsequent statement to Congress March 26, the report said, action should be taken to obtain a public hearing on H.J. Res. 130, with particular reference to that portion which bans “all forms of toll tv.”

There are sufficient legal grounds and public interest for raising the issue of whether this form of communication can be used without governmental approval or regulation, the TOA committee felt.

Theatre exhibitors also took some fresh pokes at free commercial tv, while others reported that theatre attendance has been up this year.

Cracks at Free Tv Too • Samuel Rosen, Stanley-Warner Corp. and TOA board member, quoted the argument that pay tv will give Americans better shows than they now see on free tv as “completely phony.”

Mr. Rosen also described the studio sale of old motion pictures to tv as “the great betrayal” and “immoral.” He charged that producers and distributors took the films and “gave them to our deadliest rival—television.” The film companies sold pre-1948 libraries to tv “without considering the consequences,” not only to the survival of the theatres, but to their revenues from current features, he asserted, suggesting that separate companies might have more money holding them for theatre customers.

George G. Kerasotes, retiring TOA president and owner of a Springfield (Ill.) chain, said the association’s 12th annual convention marked the end of a “decade of adjustment and reorganization from the effects of television.” He noted that theatre attendance this summer hit a 10-year high, with monthly increases since February and an 11% jump during September, while televiseing of movies declined 18%. “Television has hurt us,” he conceded, “but the novelty has worn off, and people are coming back to the movies, and the big screen and true color.”

Mr. Kerasotes quoted a Sindlinger survey for 1958 showing that old movies on tv cost American theatres $224.1 million, while film companies lost $80.6 million in film rentals. For the past five years, he added, theatres lost over $1 billion in box office receipts because of tv movie competition and over $350 million in film rentals was lost. “Many of our theatres as we know them today would undoubtedly collapse if there was another flood of films to television,” Mr. Kerasotes commented.

And yet, despite tv’s decidedly adverse effect in the 1950s, he pointed out, other competitive forms of amusement (sports, book and magazine sales) grew during the decade.

Albert M. Pickus, a Stratford (Conn.) theatre owner, was elected president of TOA, succeeding Mr. Kerasotes, who becomes board chairman.

Screen Gems signs new producing groups

In line with its policy of making its facilities and financing available to many independent producers, Screen Gems Inc., New York, last week announced it has signed three new independent producing companies to create new programs.

It was pointed out that the organizations are headed by writers turned producers. They are Richard Alan Simmons, David Swift and a new group called The Writers Company, consisting of Richard Murphy, Marion Hargrove, Liam O’Brien, Ivan Goff and Ben Roberts, with Paul Harrison as producer.

In a related move, Screen Gems re-
WHAT MAKES A CLIENT BEAM
WHEN HE PAYS HIS TV TAB?

A lower tab for a fine commercial makes any client beam. Video Tape cuts production costs 50% or more. In four hours you can get results requiring two days to a week with film. And . . .

The commercials you turn out will look "live". They'll be sharp, clear and "fluff-proof". Because . . .

"Scotch" BRAND Video Tape allows run-throughs which can be played back at once. Top talent feels this is worth a dozen rehearsals. What's more . . .

When your "take" is edited on "Scotch" BRAND Video Tape you have a commercial ready for use without processing. It costs less—and looks better.

ported that the company is developing four new properties for syndication. The series include an untitled western, which will be available for screening by advertisers within a month; *Never Plead Guilty*, based on the book by San Francisco criminal lawyer Jake Ehrlich; *Indemnity*, an original show about a pair of insurance investigators and The DEW Line, circulating around the Dist.

The other popular mystery show is *Close* and *Mystery in the Air*, scheduled for reruns in October. The westerns are scheduled for reruns in October, the third season to be released in 1959, with the networks.

Screen Gems noted that the star of its untitled western will be Charles Bateman, who had a featured role in the first 13 episodes of its *Manhunt* series, now in 130 markets. His role in subsequent episodes of *Manhunt* will be assumed by other unknowns, in line with SG's talent development policy initiated on the series.

**Westerns winning Nielsen rate race**

There are early indications this season that westerns are off at a gallop in "popularity" with network TV audiences.

The opening shot fired by westerns is indicated by A.C. Nielsen's NTI (Nielsen Television Index) for the two weeks ending Oct. 18—the second report for October which is the first this season to encompass all new shows on the networks. There were 28 westerns this October, eight more than last year.

In the percentage of homes reached, westerns follow the pattern set in October, 1958, particularly in the hour-long version but slightly behind in the half-hour form. Close behind the westerns in popularity as a program type is the hour-long variety show.

The hour-long general drama program is eking out leadership over the 60-minute suspense-mystery drama, again a repetition of last season's start. Losing ground is the half-hour suspense mystery show as compared to its track record in October 1958.

The other popular class program is the situation comedy, which in its 30-minute format sits just behind general drama.

Nielsen finds 122 programs regularly scheduled on the networks (not including regular series of specials, sports events or other shows of indeterminable length). Average minute audience is 18.7% representing 7,859,000 homes. The 52 new programs on the networks averaged 16% or 6,571,000 homes reached. The 70 established programs averaged 20.8% or 8,817,000 homes reached.

Eighty-seven 30 minute shows averaged 18.4% representing 7,635,000 homes; 31 programs of hour-long type average 19.4% or 8,391,000 homes, and 4 shows of 90-minute duration came in with 19.9% or 8,622,000 homes reached.

In a four-week period surveyed by Nielsen including the first and second October reports, nine specials (irregularly scheduled and pre-empting regularly-scheduled shows) showed these four to have the largest audiences: Bing Crosby on ABC-TV; Bob Hope on NBC-TV; Red Skelton on CBS-TV and Lucille Ball-Desi Arnaz CBS-TV. These indicate that top non-dramatic stars familiar to audiences draw the most.

**Export group to push tv show sales abroad**

Organization by tv distributors of an export association to push sales of U.S. tv programs in world markets moved a step closer last week when proposed charter, by-laws and budgets were distributed to interested companies. Initial target for the first year's operation: $165,388.

The drafts came from William H. Fineshriber Jr. and George Muchnic, who were retained by a committee of program distributors in September to take the organizational steps (BROADCASTING, Oct. 5). Mr. Fineshriber until earlier this year was international vice president for Screen Gems. He is now a consultant. Mr. Muchnic is an attorney.

The proposed export group will be called American Television Program Exporters Inc. Membership would be limited to firms actually involved in exporting film or tape TV programs. On behalf of those interests the export association would promote and expand export of U.S. products overseas, investigate trade barriers to such exports and recommend negotiations concerning them, and furnish information about foreign markets to member companies.

Final determination of dues for member companies has not been made, but it's expected that they will be $5,000-$7,500 for companies grossing less than $1 million annually in tv exports, and $10,000-$15,000 for companies grossing over $1 million. In addition each member company would buy capital stock at the rate of five $100 shares for the under-$1 million companies, ten $100 shares for over-$1 million companies. Each member company would elect one director of the export group.

Biggest item in the proposed budget is $86,208 in salaries, with travel expenses estimated at $25,008. Legal fees would take another $12,000, and special projects $15,000.

**Studio lawyer argues against residual bid**

The agreement in principle that has been reached by the Writers Guild of America and five independent motion picture producers that the people who have a part in making theatrical movies are entitled to a share of the profits when these pictures are released for showing on TV (BROADCASTING, Nov. 9) may well set an industry pattern, Harry Warner, legal counsel for Paramount TV Productions (KTLA [TV] Los Angeles), said Nov. 10.

Answering a question during the ATAS meeting on tv commercials which he moderated (see story page 62), Mr. Warner made it clear that there is as yet no assurance that the major motion picture producers will accept the proposed residual formula. However, he said, it seems reasonably certain that it will be accepted by the other independent picture producers. Although payments to writers was the basic concern of the union, the settlement with the five producers is dependent on an overall agreement which implies payments to cameramen and soundmen, as well as writers, he said.

His interpretation of the settlement formula is that the producer will be allowed 40% off the gross receipts from television to cover distribution costs. Of the remaining 60%, he must also recoup production costs before the unions and guilds are eligible for residual payments. The 25% of the 60% or 15% of the gross tv receipts, will become available for these residuals.

Mr. Warner said that the formula tentatively arrived at calls for 2.4% of the total tv receipts to go to writers, another 2.4% to the directors and 7.2% to the actors. These three total 12%, leaving 77% that will likely go to the craftsmen, chiefly members of the various IATSE locals although there are others, such as carpenters and teamsters, which are not part of the IATSE organization.

Commenting that "the IA can argue that its contribution to the final product is just as significant as that of the writer or the actor," Mr. Warner observed that while the new formula applies only to theatrical films sold to tv, the IA and other crafts' unions might take the position that they are also entitled to residual payments for reruns of films made expressly for tv use. It is understood that the IA will not distribute any money collected for tv use of theatrical films to the individual members, which is also the position of the IA.

Mr. Warner said, "the agreement is a major change in practice and it will have to be modified to fit tv."
Isn't it high time to weed out unnecessary tax spending?

Much in the news today is the inflationary effect of deficit spending by the federal government. That's why many thoughtful people suggest cutting federal spending programs that are clearly unnecessary.

One of the likeliest programs for cutting is federal “public power.” It is very costly in tax funds. Already about $5,500,000,000 in general tax funds has gone into government-owned electric systems.

These billions have put into the federal government's hands about 1/6 of the electric industry's production. And the "public power" lobbyists are pressing for Congress to spend $10,000,000,000 more.

Yet this particular tax spending is completely unnecessary. America's hundreds of independent electric light and power companies are ready and able to provide all the low-price electricity the nation will need—without depending on taxes.

These are the companies that have doubled the supply of electricity in the past 10 years, and will double the present supply in the next 10.

One of the reasons this "public power" spending goes on is that most people don't know about it. But it can be stopped by informed citizens. Will you help spread the word?
Fiddlin’ ‘n’ a Stompin’

Ain’t doin’ nothin’ but makin’ money, boys—
that’s story of country music programming

New ways to make more money in
country music broadcasting and coun-
try music success stories highlighted the
Nov. 13 business panel of the eighth
annual WSM Nashville Country Music
Disc Jockey Festival late last week.

WSM expected an estimated 2,000
country music programmers, recording
artists, record company and publishing
representatives and other industry ex-
cutives to attend the Nov. 13-14 fes-
tival in Nashville, which also included
the 34th anniversary broadcast of
WSM’s Grand Ole Opry Saturday
night.

Disc jockeys in search of country
music star interviews and performance
recordings were assured of a virtual
gold mine of opportunities to tape their
favorites during both days of the fes-
tival. Most top personalities in the field
were to be there and to perform.

Four country music authorities com-
prised the business panel featured at
the festival opening, held in Nashville’s
War Memorial Auditorium, and to
which the public was invited.

Cass Walker, owner of a chain of 11
supermarkets in Knoxville and Morris-
town, both Tennessee, and Pennington
Gap, Va., said his business since 1929
has sponsored two hours of country
music every day on radio and in re-
cent years he’s added an hour of it on
television.

Just Made Millions • “All that coun-
try music has done for me is to make
me a few million dollars (net worth of
his supermarkets, $22 million), get me
elected mayor of Knoxville three times
and helped me build one of the finest
chains of supermarkets in east Tennes-
see,” he said.

Mr. Walker, who also participates in
his country music shows, said that when
he started in 1929 he was a little ner-
vous and twisted his words—he wound
up telling listeners not to buy food at
his supermarkets. More than a thou-
sand people wrote and pointed out his
error, he said, and “I decided then
and there that people were listening to
a country music show and listening to
what I had to say.”

Mr. Walker, describing himself as a
“country boy,” told his listeners that
country music “has been the heart and
soul of my growth. And no one can
say I’m not closely associated with it.”
Country music, he said, is “bread and
butter. It is the music of the people
and for the people.” Pointing out that
he had just been elected to the Knox-
ville city council the previous week,
he said:

“All I’ve ever had to do was to be
honest with the voters, sell them good
food at the supermarkets and keep giv-
ing them country music. That’s what
the people want.”

James Denny, who heads the Jim
Denny Artists Bureau Inc., three music
publishing companies and WJAT
Swainsboro and WBRO Waynesboro,
both Georgia, said he sometimes feels
disc jockeys on country music pro-
grams talk “down” to their audiences
and cautioned against it. “We need to
get as much dignity into country
music as we would if we were
programming classical music,” he said.
At his stations he insists that country
music be presented in the same way as
other programming and this has re-
sulted in sell-outs of all country music
segments.

Be a Leader • He advised disc
jockeys to establish themselves in the
community as leaders of many civic
activities as possible.

One way for the disc jockey to make
more money, he said, is to persuade
employers to present live country mu-
sic programs at local company special
events for their employees, with the
disc jockey becoming m.c. “This can
be a nice source of revenue without
having to fight box office sales,” he
observed.

He said his artist bureau has many
such accounts it has serviced twice
yearly for many years at such events
like company summer picnics and Christ-
mas parties. He said his firm is trying
to close one account now that would
keep one show working continuously
on a 12-month basis in the plants and
factories of one of the largest manufac-
turers in the U.S.

Another way is for the disc jockey
to bring a show into his town to the
local auditorium and sell a group of
merchants on the idea of backing the
show for a certain number of spots on
the station. No one takes a big financial
gamble through such a plan, he said.

He informed listeners that BMI has
agreed to furnish a list of music pub-
lishers’ names and addresses to any
disc jockey who asks for them. By writ-
ting to the publisher about tunes or new
record releases, he said, “you will cer-
tainly get all of the records that you
will need or want.”

Individuality Needed • Harry Stone,
executive director of the Country Mu-
How new methods yield new treasure from "the richest hill on earth"

From Anaconda’s famous Butte Hill in Montana has come more than three billion dollars of mineral wealth — copper, zinc, manganese, lead, silver and gold. Its fabulous output of copper — more than has been produced by any other district in the world — has given impetus to hundreds of new products and new jobs, and contributed to progress in many fields.

The ever-increasing demand for copper is a perpetual challenge to mining engineers who must devise ways and means to handle larger quantities of lower grade ores with ever-higher efficiency. An example of how these challenges are being met by Anaconda is seen at Berkeley Pit, at the eastern end of "the richest hill on earth" in Butte. Here, by open-pit methods, Anaconda is obtaining low-grade copper ores that could not be economically mined by conventional underground methods.

These ores occur beneath 250 feet of waste overburden, two tons of which must be removed for each ton of ore recovered. And more than 150 tons of ore must be hauled and processed to produce a single ton of copper.

Newest advanced facility at Berkeley Pit is the conveyor system shown above. Six separate belt conveyors provide a flexible flow of ore from the primary crusher in the Pit to storage and loading bins. The system is now moving more than 28,000 tons of ore a day, and is designed to handle substantially larger tonnages.

The new facilities at Berkeley Pit are just a part of the program in which Anaconda is continually applying more than 60 years’ experience, not only to the development of new copper sources, but to meeting the expanding needs of industry for more and better products in the entire nonferrous metal field.
opportunity

Mr. Stone pointed to an address
by Ben Sanders, KICD, Spencer, Iowa,
at the NAB regional meeting in Atlanta
in which Mr. Sanders classified several
groups of stations by their program-
manship

Then he cited the audience study of
musical tastes by KING Seattle in which
the station ignored the standard pop-
ularity charts and mailed out 100,000
IBM cards on which listeners checked
their like or dislike of typical tunes
played on the air (Broadcasting, Oct.
12).

Rock & roll was most disliked,
said, but KING didn't ask about
country music and "we missed a great
opportunity to get our foot in the door
and tell the merits of country music."
He noted that KFOX Long Beach,
Calif., is "doing better financially than
at any time in history" since it went
all-country and other stations are re-
turning to it or using it for the first
time, because, said Mr. Stone, "no en-
tire audience can be pleased without in-
cluding country music."

No other type of entertainment can
match country music's success story, he
said, and country and western music is
about the only live programming being
done on radio today except for news
and religion.

He advised his audience to "keep the
title of your show in good taste, use
good English and never criticize an
artist or record."

Dave Stone (Pinkston), KDAV Lub-
bock, KPEP San Angelo, KZIP Amarillo,
all Texas, and KPIK Colorado Springs,
Colo., said listener loyalty is
such that country music fans fight for
their station, stand behind the disc
jockey and buy from merchants he
recommends. They tell the advertisers,
so he knows he is getting response. They
buy records and attend personal appear-
ances of the artists they hear, he said.

To prove it, KDAV organized a Coun-
try & Western Club and 10,000 families
joined while 15,000 cars had club decals
on their windows, he said.

The country music disc jockey, he
said, becomes a "vital member of the
listener's family and when he recom-
mends a sponsor, people respond. He
urged that disc jockeys be friendly and
easy going, "not smart alecs." Showing
a prospective advertiser the response to
such music, getting him to attend a live
show and see the enthusiasm, number
and class of people attending, or per-
suading him to talk to a satisfied fellow
merchant usually will convince him.

"He may never admit he likes country
music, but he likes to sell to fans who
do."

Reaches the Heart • The quality of
country music programming has be-
come so accepted that few will argue
it is not good, he said, for "country
music is true and reaches the heart."

The station should be added as a
business-like basis, for a stack of records
is not enough, Mr. Stone said. The sta-
tion has a community service to per-
form and it is necessary to hire
the most capable executives, announcers
and sales people, he said, for staff ef-
ciciency helps build respect and admira-
tion for country music as rapidly as
anything else.

There was no lack of hospitality for
the country music disc jockeys: Friday
breakfast, courtesy of Cadence Rec-
ords; Friday lunch, Dot Records; Fri-
day afternoon cocktail party, RCA Vic-
tor; Friday night dance, Pappy Daily's
D Records; Saturday breakfast, BMD;
Saturday lunch, Columbia Records;
Saturday afternoon reception and buffet
dinner, WSM; Sunday morning coffee
clutch, Columbia.

The convention was scheduled to re-
cieve broadcast pickups aside from live
coverage by WSM-AM-TV and the in-
dividual recording sessions offered to
disc jockeys. NBC-TV's Today was to
air a ten-minute pickup from Nashville
Friday morning while NBC's It's Net-
work Time was to originate from there
later that day. On Saturday, NBC's
Monitor was to carry four hours of the
festival.

Gov. Buford Ellington was to wel-
come delegates Friday morning along
with a welcome by Jack DeWitt, WSM
Inc. president. Festival keynoter was
Dr. Spencer Thornton, surgeon-tele-
showman and country music devotee.
He does the "Mysteries of the Mind"
feature on NBC's Monitor.

The WSM country music festival
started eight years ago with only 100
people participating. The event has con-
tinued to expand ever since. This year
delegates even came from Mexico and
Alaska.

Needed — New TB Weapons

Improved medical techniques have cut the TB death
rate. Needed: A way to prevent active tuberculous in
the 40 million Americans infected.

Anti-TB drugs save many lives, but don't work for all.
Needed: Studies to improve drugs utilized, to develop
new drugs.

Help solve vital TB problems. Your Christmas Seal con-
tribution can help research find new weapons against TB.
Answer your Christmas Seal letter today, please.

Fight TB with Christmas Seals

This year contributed to the National Tuberculosis Association
and its affiliates by

*BRCLISTING*
THE JOURNAI OF TELEVISION AND RADIO

98 (PROGRAMMING)

BROADCASTING, November 16, 1959
“This G-E tube has logged over 3,000 hours ... and resolution still is good!”

“Maybe 3,016 hours in regular studio service isn’t the record for a camera tube, but it’s mighty close to one! And this long-lived GL-5920 still gives clear, sharp pictures.

“Divide the cost of a camera tube by that many hours of service, and replacement expense nose-dives. WWL-TV doesn’t expect, or get, such exceptional tube life across the board, but our General Electric camera tubes over-all have plenty of extra hours to their credit.

“We like the quality built into them, their reliability, the savings they put on our operating ledger. Count us as sold on the value of G-E tubes—count WWL-TV’s large audience as sold on their fine performance!”

Bring your costs down, your picture quality up! Ask your nearby General Electric tube distributor ... today ... for the facts on G-E Broadcast-Designed camera tubes! Distributor Sales, Electronic Components Division, General Electric Company, Owensboro, Kentucky.

Progress Is Our Most Important Product

GENERAL ELECTRIC
GOVERNMENT

HOUSE GROUP TOURING ETV

Will study possible federal aid grants

A tour of educational tv stations throughout the U.S. now is underway by members of the House Commerce Committee in an effort to determine if federal funds should be appropriated for etv. Last summer, the committee tabled a Senate-passed bill (S-12) which would appropriate $1 million to each state for etv pending a study of the need for such a grant.

First stop was made Nov. 7 at KUON-TV Lincoln, Neb., by Reps. Oren Harris (D-Ark.), chairman, Lawrence Brock (R-Neb.) and William Avery (R-Kan.). Last Thursday, Reps. Avery and John Moss (D-Calif.) visited KQED (TV) San Francisco and Reps. Avery, Brock and John J. Flynt Jr. (D-Ga.) planned to be at KRMA-TV Denver last Saturday.

A tour of southern stations begins Nov. 30 at WUNC-TV Chapel Hill, N.C. Other stops: Dec. 1, WETV (TV) Atlanta; Dec. 2-3, Alabama educational tv network (three stations) with studios in Birmingham, Auburn and Tuscaloosa; Dec. 4-5, WYES-TV New Orleans; Dec. 6-7, WEDU (TV) Tampa, Fla., and Dec. 8, WTHS-TV Miami, Fla.

Making all or part of the southern tour will be Reps. Flynt, Kenneth Roberts (D-Ala.), John Bennett (R-Mich.), Dan Rostenkowski (D-Ill.) and Harold Collier (R-Ill.), and Kurt Borchardt, communications expert on the committee staff.

Newhouse vs. WNDR goes to court again

The seven-year legal battle between WNDR, Syracuse, N.Y., and Samuel I. Newhouse and his broadcasting-newspaper interests is scheduled to go into District Court in Syracuse for the third time.

On two occasions the District Court dismissed WNDR's $1 million antitrust suit against Mr. Newhouse and his business interests but in each instance the court of appeals in New York City reversed the decision.

The latest reversal was handed down Nov. 5 when the appeals court ruled that the district court was in error in dismissing the case during pre-trial proceedings in 1958. This was done on the ground that WNDR failed to provide information requested by the court.

The suit was originally dismissed in district court in 1955, but was reinstated in 1956 when the appeals court reversed.

The treble damage suit by WNDR claims that Mr. Newhouse and his radio-tv-newspapers have curtailed publicity opportunities for WNDR, have circulated "false statements" about the station's financial stability, and have set up advertising rates for the Newhouse broadcast stations and newspapers which place WNDR in an unfavorable competitive position. The Newhouse properties are WSYR-AM-TV Syracuse and the Post-Standard and Herald Journal.

FTC to take 'look' at dentrifice ads

The Federal Trade Commission said last week it cannot reveal whether it is investigating specific cases involving fraudulent or misleading claims for dentifrices, but indicated it is "very much interested" and hinted it is taking a "hard look" at such claims.

The FTC statement followed one by Arthur S. Flemming, Secretary of Health, Education & Public Welfare, in which he said he was "in complete accord" with the American Dental Ass'n stand against the "reckless claims" of advertisers of dentifrices. The FTC is charged with policing fraudulent or misleading advertising. ADA President Paul H. Jeserich had said his organization will seek federal action to halt false advertising of dentifrices.

Mr. Flemming said no dentrifice "in itself" will prevent tooth decay, pyorrhea or any other disease, but is merely a mechanical aid for cleaning them.

FCC counsel changes

Boston ch. 5 views

The FCC general counsel's office last week backed down from its earlier demand (made in July) that WHDH Boston (and Massachusetts Bay Telecasters Inc.) be disqualified from participating in the Boston ch. 5 case, but still held the 1957 grant to WHDH should be set aside.

Instead of taking exception to Special Hearing Examiner Horace Stern's Sept. 23 initial decision holding there were no improper influences exerted in the ch. 5 award and that, therefore, there was no reason for setting aside the grant, the FCC attorneys conceded that if the FCC adopts all the examiner's findings, a case can be made for leaving the grant undisturbed. But they didn't agree with all his findings and said that if the Commission has any doubt about the "credibility and reliability" of witnesses, it is duty bound to set aside the grant and reconsider it "on its merits."

Filing exceptions were applicants Massachusetts Bay Telecasters Inc. and Greater Boston TV Corp., the latter asking for oral argument. Justice Dept. filed exceptions but made no mention of its earlier demands that WHDH (and MBT) be disqualified. The fourth applicant, Allen B. DuMont Labs, did not file exceptions. Neither did WHDH.
British TV group
to get American rep

Associated-Rediffusion Ltd., London, has announced plans to set up a New York-based sales advisory service for potential U.S. exporters. The move came on the heels of the British government's announcement that effective Nov. 9, most of the British import controls, which have sharply limited trade since 1939, would be dropped. This will permit hundreds of consumer goods to enter the country, benefiting British advertising media.

Associated-Rediffusion appointed Mc- Cann-Erickson as its advertising agency in the U.S. M-E will supply advertising and promotion in this country, leaving the selling of availabilities to the new rep which should be appointed by the end of this year.

Guy Paine, advertisement sales manager of the major British commercial TV company, who arrived in New York Nov. 2 in anticipation of the Nov. 4 ruling, said: "The ending of restrictions offers a new and important market for U.S. business houses." Working through a New York rep firm, unnamed as of Wednesday, Associated-Rediffusion will supply information about the rich London market with the expectation of attracting new advertisers.

Still under import controls are aircraft, alcoholic drinks except whisky, bottled and canned fruit, bananas, grapefruit and grapefruit juice, orange juice, tobacco, synthetic rubber, pigment, uncanned fish other than salmon, pharmaceutical products and transistors.

Mexican bill would regulate radio-tv

A measure spelling out the do's and don'ts for radio and television and creating a "watchdog" National Radio & TV Council was introduced last week in the Mexican Chamber of Deputies. The bill, culminating several months' work by a special committee, prohibits:

(1) News, messages or propaganda contrary to the security of Mexico, public order and international friendship;
(2) political propaganda acts without prior authority of the government;
(3) broadcasts which are contrary to social customs or showing violence or crime in a favorable light;
(4) anything offensive to religious beliefs or discriminatory as to races, and
(5) low comedy and offensive exclamations and sounds.

Obligations placed on South-of-the-Border stations by the bill:

(1) Announcers would be required to state at the beginning of a program its suitability for minors;
(2) all alcoholic beverage advertising must be alternated with educational messages on hygiene and nutrition and cannot be carried before 9 p.m.;
(3) stations would be obligated to devote at least one hour daily to educational, cultural or social subjects, and
(4) news announcers would be obligated to give their names and sources of information.

Sponsors unwelcome in British programs

There may always be an advertiser in England, but he'll never be able to sponsor a TV show. Norman Collins, pioneer of commercial TV in Britain, is certain of it.

The man who left the BBC in 1950 and fought for the grant of England's first commercial facility, crossed the Atlantic to address the Radio & Television Executives Society in New York last week. He arrived in the midst of the quiz furor and made some timely observations on the British approach to program control.

Mr. Collins, chairman of the Independent Television Companies Assn. Ltd. and deputy chairman of Associated Television Ltd., program contractor, speaking in a "private capacity," observed: "I remember on a previous visit that there were complaints from the press, the public and the artists alike that certain television shows were lamentably under rehearsed. I gather that this time there is an undercurrent of feeling that certain shows may have been somewhat over rehearsed."

No Sponsors Wanted • The speaker went on to sketch in the background of commercial TV in his country, explaining that sponsorship is prohibited by law, a prohibition he worked to ensure while lobbying for a commercial TV system. He added the reservation, "I am not saying anything about American sponsorship on which the prudigous foundation of American television has been built. I am not saying anything about American sponsors, who, I am sure, are kindly and generous men, strict in their religious observances and loving and gentle to their families. . . . I am referring solely to sponsorship in my own country." The situation there is such, he said, that "if you were to go to any level-headed responsible British businessman and suggest that he should take over your program production costs, he would flee like a frightened fawn."

Mr. Collins was "brought up as a journalist," steeped in the principle of editorial independence from advertisers. Consequently, he explained, "I saw no
reason why the advertiser should have any more say in television than he has in a newspaper. Indeed, after my years of campaigning I hadn't the slightest intention of giving away my hard won birthright in various sized chunks—half an hour, an hour, or 90 minutes—to any advertiser simply because he was rich enough to try to employ me as a transmitter engineer to put out his programs.

"Television as I see it should be in the hands of full time professional television businessmen...I know nothing, I repeat nothing, about making cigarettes, brewing beer, manufacturing motor cars, canning soup, distributing detergents or beautifying and perfuming the entire female race...It is none of my business. Why then, I say to myself, should those professionals in quite another sphere be allowed to invade my own?"

Uncle Sam • The old BBC monopoly was "so unrealistic as to be grotesque," the British broadcaster said continuing: "I like competition. That may be why I admire so greatly the vigor and vitality of the great American networks, and of the independent stations. This country has every reason to feel proud of its broadcasting." Alluding to a newspaper proposal for a U.S. government tv network he said: "To my mind, that would be as damaging to the world image of a free America as to propose the introduction of a government newspaper simply because some of the commercial newspapers weren't so good as someone in television thought they ought to be." Any program censorship would be equally damaging, he said.

Introducing Mr. Collins as "the father of commercial television" in England, James C. Douglass, executive vice president of Ted Bates & Co., said the Briton got together $7,000 for ATV some four years ago. He raised it from book royalties (he is a novelist) and by selling his life insurance policies. Today the investment has grown to exceed $1.5 million, Mr. Douglass said.

FATES & FORTUNES

Broadcast Advertising

Mr. Drake
Mr. Bradley

Herbert G. Drake and Ronald C. Bradley, both vps and account executives at Ted Bates, N.Y., elected senior vps. Mr. Drake was formerly vp at J. Walter Thompson and Mr. Bradley was officer at Doherty, Clifford, Steers & Sheffield.

Frank Harrel, copy department manager at Young & Rubicam, N.Y., appointed vp and copy director.

George Allen, manager of Guild, Bascom & Bonfigli's Hollywood office, appointed to handle all tv show procurement for that agency.

Thomas P. Meis, transferred from Cedar Rapids to Des Moines (both Iowa) office of Ambro Adv. as copy and media director on radio, tv and print. He will also be principal agency contact with media representatives.

Jack H. Mogulesu, assistant to president of Consolidated Cigar Corp., N.Y., since 1955, elected vp in charge of marketing.

Roy Mauldin, formerly in radio-tv department of U. of Alabama, named account executive at Martin & Assoc., Birmingham advertising agency.


Robert S. Morgan, formerly advertising columnist for New York World Telegram & Sun, to executive group at Sullivan, Stauffer, Colwell & Bayles, N.Y.

Herman Raucher, copy supervisor at Reach, McClinton & Co., N.Y., promoted to associate copy director.

Mary A. Burak, formerly with The Rockmore Co., appointed media director of S.R. Leon Co., New York advertising agency.

The Media

Richard J. Barry Jr., formerly account executive with WINS New York, appointed general manager of WNEW, that city.

HAL RAYMOND, KISN operations manager, named program director, succeeding STEVE BROFFIN who transfers to KOJL-TV Omaha as night-time program supervisor. Charles Vais continues as station manager of KISN. KISN & KOIL-AM-TV are Star stations.

• GEORGE BARREN-BREGGE, vp and general manager of WPTZ (TV) Plattsburgh, N. Y., appointed to new position of vp in charge of television operations of Rollins Broadcasting-Telecasting Inc. Rollins’ tv stations are WPTZ, and WEAR-TV Pensacola, Fla. It has made FCC application for ch. 12 in Wilmington, Del.

• FRANK B. WILLIS appointed to direct sales development for KFRC San Francisco. He was simultaneously general sales manager of WTTV (TV) Indianapolis and WPTA-TV Fort Wayne, Ind. (which he was instrumental in organizing).

• DOUG SMITH, director of sales development for WFBC-TV Greenville, S. C., promoted to local sales manager. Bob Edwards, operations director of WFBC-TV, named sales service manager. MARGUERITE J. HAYES, continuity director, succeeds Mr. Edwards. Mrs. PEGGY C. WHITMIRE, formerly with WGPL (TV), that city, to WFBC-TV promotion and merchandising staff.

• KENNETH T. MACDONALD, formerly account executive with Television Advertising Representatives in Chicago, named sales manager of WBZ-TV Boston. He succeeds JAMES ALLEN, who was appointed general manager in September.

• WILLIAM STEWART, formerly account executive at Communications Counselors (pr subsidiary of McCann-Erickson), N.Y., to Metropolitan Broadcasting Corp., that city, as pr director.

• SVEN B. KARLEN, formerly vp and general manager of Travelers Credit Service, N.Y., to CBS Inc., that city, as controller.

• SAM F. HILL JR., account executive with CBS TV Spot Sales, N.Y., transfers to Los Angeles to head that office.

• RICHARD J. QUAS, account executive with KMSP-TV Minneapolis-St. Paul, appointed sales manager of KDBW, that city.

• ASH DAWES, program-production manager, leaves WPGM (AM) West Haven, Conn., to join WSMY (AM-FM) Westfield, Mass.

HAMILTON-LANDIS & ASSOCIATES, Inc.

Brokers • Radio and Television Stations • Newspapers

Washington, D. C. Chicago Dallas San Francisco

Ray V. Hamilton Richard A. Shaheen DeWitt 'Judge' Landis John F. Hardesty
1737 DeSales St. N.W. 1714 Tribune Tower 1511 Bryan Street 111 Sutter Street
Executive 3-3456 Delaware 7-2754 Riverside 8-1175 Eslbrook 2-5671

NATIONWIDE • NEGOTIATIONS • FINANCING • APPRAISALS

NORTHWEST—5,000 watt daytime facility with middle of dial frequency. One 400,000 people in rich primary coverage area. Priced at $150,000.00 with $40,000.00 down. Long-term payout.

CALIFORNIA—Very profitable well equipped 5 kw fulltime station serving good income, growing area. $315,000.00 total price includes valuable land and guaranteed receivables. $315,000.00 down and balance on five-year payout.

For additional information on these and other fine properties for sale in the West—visit us in our NAB Fall Conference suite in the Ambassador Hotel, Los Angeles or Olympic Hotel, Seattle.

IF YOU WANT TO RELAX

or enjoy the most joyous, fun-filled frolic of your life, the place to go is the beautiful BALMORAL Hotel, famous as "the place with the space." Excellent facilities, superb meals, ideal location.

For information and FREE color brochure, write direct or see your Travel Agent.

Herbert Katz Executive Director
Sherman Winn Manager

Balmoral

HOTEL • POOL • CABANA CLUB

At 90th street, Bal Harbour, Miami Beach, Fla.

SIX ACRES ON THE OCEAN

Broadcasting, November 16, 1959
manager of Asheville, N.C., operation of WLOS-TV Asheville-Greenville-Spartanburg, promoted to operations manager of newly established Greenville, S.C., studios. He is succeeded by Mort Cohen, formerly program manager of WCBS-TV Charleston, W.Va. Ellis Fox appointed studio maintenance head in Asheville, succeeding Vernon Hester, who transfers to Greenville as technician-in-charge. Appointments are result of expansion plans of WLOS-TV.

- **Charles P. Stanley** appointed commercial manager of KXEN St. Louis.

- **Art Grunewald**, formerly sales manager of WMTN Morristown, Tenn., named station manager of WCTT Corbin, Ky., succeeding Rupus Disney, who was granted leave of absence due to ill health.

- **Robert I. Mart** named sales manager of WJRT (TV) Flint, Mich. He was formerly assistant sales director of WHAS-TV Louisville, Ky., and before that, account executive with WBNS-TV Columbus, Ohio.

- **William T. Klumb**, member of sales staff of WTMJ-TV Milwaukee, promoted to national sales manager.

- **Robert L. Queen**, formerly copy-photo editor for CBS press information department, N.Y., to Connie DeNave (pr-firm), that city, as office manager and media director.

- **Joseph H. Gillis** appointed news director of WTOL Toledo, Ohio, which has just organized news department. He was previously program director and station manager of WNUR (FM) Evanston, Ill., educational station.

- **Thomas B. Johnson**, formerly assistant pr director in Detroit office of Grant Adv., appointed to new post of promotion and merchandising director for WKMH Dearborn-Detroit.

- **Mr. Smith**

- **Elmer F. Smith**, regional sales manager of WNAK Yankton, S.D., appointed resident manager. Acting Manager **Clair Giles** named business manager of Peoples Broadcasting Co.'s WNAK and KYTV (TV) Sioux City, Iowa. Nick Bolton assumes full responsibilities of WNAK commercial department.

- **Willard Kline**, general manager of KWFT Wichita Falls, Tex., joins KFOX Long Beach, Calif., in similar position. He succeeds Tom Papiago who has been named general manager of KITO San Bernardino, Calif., following resignation of Joe Klaas. KFOX and KITO, together with KSON San Diego, are Kenyon Brown's Tri-Buy Stations of Southern California.

- **Bill Hitchcock**, formerly with Woodson Assoc., Albuquerque food broker to KMGM, that city, to specialize in merchandising and to handle all food and drug accounts.

- **Joseph Pelletier**, formerly with Pete Johnson Consulting Engineers, Charleston, W.Va., to WTEL Philadelphia as chief engineer.

- **Harold Essex**, vp and general manager, WSJS-AM-TV Winston-Salem, and Mrs. Essex are at Baptist Hospital, Winston-Salem, recovering from injuries suffered in head-on collision near there on Nov. 4 while returning from Florida vacation. Mrs. Essex, who was driving, lost several teeth and suffered lip cut, while Mr. Essex had three cracked ribs and contusions.

- **Thomas E. Weisskopf** elected president of Harvard Radio Broadcasting Co., parent organization of WHRB-FM Cambridge, Mass., succeeding John H. Shenfield. Stephen C. Trivers, sales manager, named station manager. He has been with WAKE and WAGA, both Atlanta. Benjamin F. Dawson III, on leave of absence as chief engineer of KLIQ Portland, Ore., to similar capacity with WHRB-FM.

- **Les Leslie**, formerly with announcing and sales staff of KNEZ Lompoc, to KVEC San Luis Obispo, both California, as programming, continuity and production director.

- **Gh. Fagen**, producer-director of Program PM on KYW Cleveland, promoted to director of music policy, special programming and spot sales development.

- **Martin F. Beck**, with radio sales staff at The Katz Agency, N.Y., appointed assistant radio sales manager.

- **Russ Howard**, formerly sales manager of WBOY-TV Clarksburg, W.Va., appointed national sales service representative of WSTV Steubenville, Ohio.

- **Don Johnson**, formerly with WISK Minneapolis-St. Paul, to KFNF Shenandoah, Iowa, as program director. Air personalities joining KFNF are Jim Hunter, from KEVE Minneapolis-St. Paul, and Rod Blockett, from KDYQ Minot, N.D.

- **Jimmy Neill (Scotty Day)** named program manager of KCBO San Diego.

- **Alfred E. Spokes**, formerly vp and general manager of WEAV Plattsburgh, N.Y., appointed general manager of WCAX Burlington, Vt. From 1946 to 1956, Mr. Spokes managed and served as treasurer of WJOY Burlington.

- **James E. Witte**, formerly assistant to radio-tv director of BDOD, Chicago, to staff of KYW-TV Cleveland as producer-director.

- **Claude Rainey**, formerly with WHBQ Memphis, Tenn., to WBRC Birmingham, Ala., as program manager, succeeding Fox Lightfoot, who has been named administrative officer.


- **Benedict Gimbel Jr.**, president of WIP Philadelphia, will be honored at testimonial dinner Nov. 19 in that city by B'nai B'rith Adelphi Lodge for outstanding service to youth through radio and personal efforts. List of sponsors for dinner include Pennsylvania's Gov. and spending plans of WLOS-TV.

Mr. Mart

Mr. Giles

Mr. Smith

Your Ad Headquarters in Chicago

Executive House

71 E. Wacker Drive

Chicago's new hotel within walking distance of over 5 Billion Dollars in ads billing

Visit Executive House Dining Room & Cocktail Lounge

104 (Fates & Fortunes)

BROADCASTING, November 16, 1959
** texans elect**  Officers were elected Nov. 9 by Texas Assn. of Broadcasters at Fort Worth meeting. They are (1 to r): Jim Hairgrove, KBRZ Freeport, vice president; Joe Leonard Jr., KGAF Gainesville, president, and Gene Hendryx, KVFL Alpine, secretary-treasurer.

** RCA Thesaurus turned the town upside down!**

What do you want for Christmas? More Christmas business? Well, William Holm, General Manager of WLPO, La Salle, Illinois, got heaps of extra Holiday billings with the help of RCA Thesaurus Commercial Library. He writes:

"Income from Thesaurus Christmas jingles and effects amounted to $3221.50. Twenty jingles and effects were used to sell 812 announcements aired between Thanksgiving and Christmas."

Feel like celebrating? Write RCA Thesaurus now for details on building up Holiday business.

** RCA Thesaurus**

155 East 24th Street • New York 10, N. Y.
Chicago, Nashville, Atlanta, Dallas, Hollywood

---


- **Tom Chauncey,** president and general manager, KOOL-AM-TV Phoenix, was re-elected president of Arizona Broadcasters Assn. John L. Hogg, president and general manager, KOY Phoenix, was re-elected vp of ABA and Fred L. Vance, manager of KVOA-TV Tucson, was re-elected secretary-treasurer.

- **Joseph Pinna,** of WUSI Lockport was elected president of New York State Associated Press Broadcasters Assn. to succeed Joseph Cummiskey of WHEN Syracuse. Other officers named: Al Cole, WRUN Utica, vp; Norris Paxton, chief of the AP Albany bureau, re-elected secretary-treasurer, and Don Decker, WTRY Troy, Tom Ryan, WBBF Rochester, and Ned Shrieve, WGNY Newburgh, all directors.

- **John R. Hughes** appointed merchandising field representative for WWLP (TV) Springfield, Mass.

- **Dennis F. Holt,** formerly with Murphy Assoc., Los Angeles advertising agency, joins Los Angeles sales staff of KEZY Anaheim, Calif.

- **George Nathan,** chief banker of Variety Club of Washington (D.C.) for 1960, appointed director of pr for WARL Arlington, Va. For many years, Mr. Nathan was branch manager of National Screen Service Corp.

- **Frank Fee,** traffic manager of KJITV Los Angeles, appointed account executive. **Frank D. Bove** succeeds him. Wayne Thomas, part-time announcer, elevated to full-time status, succeeding Lyle Bond, who resigns to start tv station in Washington.

- **Maurice McHenry,** previously news director of WKIZ Key West, to WLCY St. Petersburg, both Florida, as chief of newly-formed Tampa news bureau. **Dick Krause** joins WLCY as air personality.

- **Douglas Campbell,** formerly on sales staff of WXYZ Detroit, to KABC Hollywood as account executive.

- **Elwood G. Hewett** joins sales staff of WCSS-TV Portland, Me.

- **Joel Sebastian,** formerly air personality with WNHM-AM-TV New Haven, Conn., to KLIF Dallas, in similar capacity and as music director.

- **Angele Molinaro,** formerly with KDKA-TV Pittsburgh, to WTAE (TV), that city, as fillin editor.
production manager of WING Dayton, Ohio, to WFBM Indianapolis as air personality.

- Larry Finley signed as air personality with KDAY Santa Monica, Calif., while continuing two-hour nightly tv show on KTLA (TV) Los Angeles.

- Conrad Patrick, previously with WLEW Bad Axe, Mich., and other stations, to CKLW Windsor, Ont.-Detroit as air personality.

- Rick Fight, from WQOK Greenville, S.C., and Mike Russell, from KFBI Wichita, Kan., to KTQL Denver as air personalities.

- Jerry Rice, air personality with KATR Corpus Christi, Tex., to KNUZ Houston in similar capacity.

- Bill Victor, formerly air personality with WABJ Adrian, Mich., to WHYE Roanoke, Va., in similar capacity.

- Carroll James, previously with WRC Washington and WBAL Baltimore, joins WTAR Norfolk, Va., following military tour of duty.

- Jack Welby, previously with WGR Manchester, N.H., to WFBF Baltimore as newscaster and air personality. Bob Callahan, formerly air personality with WBBC Salisbury, Md., also joins WFBF.

- Tom Hemmingway joins WKZO-AM-TV Kalamazoo, Mich., as announcer and sportscaster; Robert Ives to WKZO announcing staff.

- Ted Barbone, previously with WLEW Bad Axe, Mich., to WOHO Toledo, Ohio, as air personality.

Programming

- Mrs. Clare J. Catlalano, formerly director of story and editing department of Italian Film Export, N.Y., appointed production supervisor of all Trans-Lux enterprises, including its television, motion picture and distributing companies.

- Samuel Feinberg named account executive with Ziv Television Programs Inc. for Philadelphia-Lancaster-Harrisburg area, succeeding Michael Kieymann, who was named regional sales manager for northeastern division. Mr. Feinberg was formerly account executive at Gresh & Kramer, Philadelphia advertising agency.

- Robert Swink named supervising film editor for tv at 20th Century-Fox Studio, succeeding Dick Farrell, who has resigned.

- W.M. Bastaible, formerly head of audio-visual division of Swift & Co., Chicago, to Stereo-Movies U.S.A., that city, as western manager.

- Max Shulman, creator-writer of The Many Loves of Dobie Gillis, and Rod Amateu, producer-director of this CBS-TV series, have formed Cottage Industries to create and produce properties for tv, motion pictures and stage.

**Equipment & Eng'ring**

- Robert F. Halligan promoted from vp and director to executive vp and general manager of Hallicrafters Co., Chicago.

- John R. Quinn, manager of customer service department of Eimac, manufacturer of electron-power tubes, San Carlos, Calif., named to new post of manager of marketing operations of Eitel-McCollough Inc., parent company of Eimac.

- Thomas E. Gottee, with Signal Corps Technical Information Office, to Page Communications Engineers as assistant director, maintenance and operations, Washington. Mr. Gottee, previously field engineer with NBC in Chicago and New York, has been associated with U.S. Army in communications-electronics work since World War II when he attained rank of lieutenant colonel serving in radar work in Europe.

- Donald J. Moore, formerly production coordinator for Sikorsky Aircraft, Stratford, Conn., to Audio Devices Inc., Stamford, Conn., as production control manager. David W. Murphy, formerly with Armstrong Rubber Co., West Haven, Conn., joins Audio as plant comptroller.

- Frederick F. Robinson, president and director of National Aviation Corp., elected to board of directors of Collins Radio Co., Dallas.

- Joseph Ferrante appointed director of research of new Cornell-Dubiller Electric Corp. Research Lab, Norwood, Mass. He was vp-engineering of Tube Deutschmann Corp.

- John Andre, previously associated with several stations in Florida as chief engineer, appointed broadcast sales engineer for Gates Radio Co. He has been assigned to Florida territory.

- Edmund E. Farrell named south central California district sales manager for Semiconductor Products Div. of Motorola Inc.

**Deaths**

- Paul V. Galvin, 64, founder and board chairman of Motorola Inc., died of leukemia in Evanston, III., Nov. 5. He is credited with being father of automobile radio and Walkie-Talkie, developments which stimulated growth of Chicago-based company he founded (Galvin Mfg. Co.) with his brother, Joseph, in 1928. Under his direction, Motorola grew from initial investment of $565 to firm with annual sales in $250 million range.

- Sen. William Langer (R.- N.D.), 73, veteran of 19 years in Senate, died in his Washington home last week following heart attack. Sen. Langer, political maverick who followed no party lines, had been in ill health for several months. He was outspoken foe of pay tv, conducting his own poll of Bartlesville, Okla., residents in 1957 when pay tv system was operating in that city. He also introduced bills in several Congresses outlawing the advertising of alcoholic beverages in interstate commerce.

- Gerald Seaman, 47, producer of NBC's National Farm and Home Hour for Allis-Chalmers, died following heart attack while raking leaves at his home in Shorewood, Wis., Nov. 8. Mr. Seaman was radio-tv director of Bert S. Gittins Adv., Milwaukee, had produced farm radio program for 14 years.

- George Vernon Denny Jr., 60, founder and moderator of America's Town Meeting of the Air, radio series, died Nov. 11 in West Cornwall, Conn.
NAB promotes ‘Tv Week’ with half-hour film

A total of 65 tv station members have bought or rented copies of “In Focus,” NAB’s new 28 1/2-minute film to promote television, Thad H. Brown Jr., tv vice president, said last week in announcing that NAB’s promotion materials kit for National Television Week in 1959 (Nov. 15-21) has been distributed to all U.S. tv stations.

The film, available to NAB tv members only, is tied in with Tv Week’s theme, “Television—in Focus With Modern America,” and is the basis of all the kit’s materials.

In booklet form, the kit contains 11 items to help stations make their communities more aware of services rendered by tv. Each station gets three copies so station, promotion and program managers can have their own. Pages are perforated for easy tear-out.

Each kit contains: Fact sheet on tv broadcasting; suggestions for special on-air programs, community events, contests, etc.; suggested speech texts; sample proclamations for mayors and city managers to sign for Tv Week; sample news release; sample spot announcement for air promotion of special Tv Week programs; nine spot announcements of various lengths for on-air use to promote listenership and prestige of station and tv medium; list of business, fraternal and civic groups which have promised to support Tv Week’s observance; information on “In Focus” film and order blank; slide for on-air use with promotional copy and special programs; one-column newspaper mat for use in printed advertising and promotion.

Local—in a big way

WAAF Chicago, one of the nation’s oldest radio stations, is going strictly local, emphasizing news and public service.

All National public service spots are being abandoned for local free announcements, according to Tom Davis, station manager. Starting Jan. 1, 1960, he reports, local news will be carried exclusively. Listeners who desire up-to-the minute reports on a local news development can call the station and hear a tape-recorded capsule. They will then be asked to listen to WAAF for details.

KNX analyzes food market

Radio reaches food store customers “when it counts the most—when they’re about to shop.” This is the claim of KNX Los Angeles in “You and $2,000,000,000!” a 32-page analysis of the retail food business in metropolitan Los Angeles ($2.3 billion in 1958) and the best means of advertising to reach food buyers. More shoppers were exposed to radio than to any other medium on their food-buying day (which varied to include all seven days of the week although nearly half was done on Friday and Saturday), more shoppers spent more time with radio and more were exposed to radio during the two hours before buying (spread through evenings as well as mornings and afternoons).

With an average of 3.2 radios in 98% of Southern California homes and with 87% of the 2.9 million cars registered last year also equipped with radios, there is no medium to help the food advertiser reach the rich Los Angeles market like radio, KNX concludes, and, with its own programming and product promotional helps, “there is no radio station like KNX.”

‘Do-it-yourself’ commercials

To celebrate its fifth anniversary, WOHO Toledo, Ohio held a “Write Your Own Commercial” contest.

Top award in the contest was a week in Miami Beach for four people. Four runners-up received $25 savings bonds.

The contestants wrote commercials 100 words or less in length and were allowed to use sound effects, two or more voices and any other production gimmicks they thought necessary to make their entries more convincing.

The winner received an additional $100 from the advertiser his commercial represented.

Public service pays off

Proof that public service programming, combined with proper promotion, can mean both prestige and results for the advertiser has been produced by Nationwide Insurance Co.

Nationwide is currently sponsoring Westinghouse Broadcasting Co.’s half-hour film series The American Civil War on WJZ-TV Baltimore. The program features over 3,500 Matthew Brady photographs. It utilizes the newest techniques of animation to supply motion to Brady’s still camera.

To promote the program, Nationwide offered a self-liquidating souvenir kit of Civil War memorabilia—including a parchment reproduction of Lincoln’s Gettysburg Address, a color map of the...
KYW's 'billion dollar' promotion

Brink's truck delivers $100 billion

Although the days of the big money winners appear over, KYW Cleveland seems intent on reviving the not too ancient but honorable custom of giving away money and valuable prizes.

Billed as "KYW—the Station with the Million Dollar Sound," the 1100 kc station has begun a four week promotion under the same slogan which features valuable and highly original prizes.

The brainchild of Janet Byers, KYW advertising and promotion manager, the contest will award a $100,000 life insurance policy, a week of luxury living and trips for two ad agency executives "to exotic resorts."

Over 100,000 specially printed "checks" each made out for $1 million in "Sound Currency" are being distributed throughout the Cleveland area while air personalities of the station are wearing full dress suits and being driven around town by liveried chauffeurs in Cadillacs to pass checks out.

Two letter writing contests, "Why I Would Like to Walk Through One Million Dollars" and "Why I Would Like to Live Like a Millionaire for a Week," are other highlights of the promotion. The winner of the first letter writing competition will be taken to a Cleveland bank and permitted to walk (bare footed) through and fondle a million dollars. The winner of the second topic will receive the $100,000 life insurance policy, will be treated to a cook and maid, champagne and caviar, a chauffeur-driven car, and other rights and privileges granted to the well-heeled for a week.

Meanwhile a mailing from KYW has been sent to 3,000 agencies explaining the campaign in detail and enclosing one of the $1 million checks. Recipients are eligible to win a trip to Cuba.

WDIA's Negro 'Family Fair'

The Memphis Negro market will witness a commercial exposition staged for it by WDIA, that city, a pioneer in 100% Negro programming. The station will sponsor a "Family Fair" at the Memphis Municipal Auditorium Feb. 18-21, 1960.

Bert Ferguson, WDIA general manager says: "The Negro market is a fast growing one. There are more than 1.5 million Negroes in the mid-south area. . . . Their annual pay envelope comes to $1,018 billion."

WARDE. November 16, 1959
• Drumbeats

Gobbler hunt • WNTA Newark, N.J., the station which recently paid a bounty for flies and mosquitoes, conducted a "Turkey Hunt" in Paterson, N.J., last week. Large cardboard turkeys were hidden throughout the area. Listeners finding the fake gobblers redeemed them for real birds. The "Hunt" was co-sponsored by the Downtown Paterson (N.J.) merchants group.

Big mike • More than 5,800 people passed through the "Big Mike" KOL Seattle erected at the first Northwest Winter Sports and Travel Show. As they walked through the nine-foot object an electric eye counted them and activated a 20-second tape which informed listeners they could win a "ski week" for two in Utah by correctly estimating the number of people to pass through the KOL exhibit during the week. The exhibit also promoted KOL's annual "Housewives' Free Ski School."

Beatniks? • Disc jockeys of WOMP Wheeling, W.Va., have taken on the beat look since the beginning of the local Community Chest campaign. They have announced to their listeners that they won't shave until the fund drive reaches its goal.

Tricky titles • Viewers of KETV (TV) Omaha are challenged to unscramble jumbled movie feature titles, selected from station's library of 2,000 films in the "Flash-A-Feature" contest. The first one to submit the most complete set receives a 14-piece home movie outfit. The contest begins anew as soon as one set of jumbled names is unscrambled with a similar prize offered.

Chance of a ghost-time • KNEW Spokane, Wash., sent over 2,000 invisible ghosts attached to a string to all listeners sending a self-addressed envelope in response to station's offer. One letter was returned with the complaint that the ghost was lost and a request for the station to help retrieve it.

Cooking sessions • Cooking schools held in Sioux City, Iowa, by KVTY (TV), that city, and WNAX Yankton, S.D., were attended by over 8,000 women from 212 communities in 6 states. WNAX personality Wynn Speece showed the ladies how to prepare a complete dinner for company in 60 minutes. Jan Voss, KVTY personality, topped the meal off with a gooey orange roll. The students registered for a free drawing for one of 106 prizes, including a major Frigidaire appliance, 96 huge baskets of groceries and 8 smaller kitchen appliances. The school met in sessions at 9:30 a.m. and 2 p.m., co-sponsored by the stations, the IGA Super-Saver stores and D. K. Baxter, local Frigidaire distributor.

WBBM-TV airlift

CBS-owned WBBM-TV Chicago went all out with "Operation: Time Flies," an airlift for New York-based agency timebuyers Nov. 10. An itinerary at CBS-Chicago was designed to familiarize nearly 100 buyers with its facilities and programming advantages. CBS-TV Spot Sales personnel welcomed the contingent in New York, arriving at Chicago's O'Hare Field that (Tuesday) morning. The buyers were treated to cocktails and lunch, tour of facilities, a programming and audience presentation, reception, dinner and floor show comprising WBBM-TV talent. They returned to New York Nov. 11 after breakfast.

Teachers taught • Twenty school teachers from Birmingham, Ala., spent the day (Oct. 23) touring the facilities of WAPI-AM-TV. The purpose of the tour was to learn more about the operation of a radio and TV station and what kind of aptitudes and training are necessary to be successful broadcasters. Staff executives, headed by Charles F. Grisham, general manager, planned the day-long program.

Fiesta • KWKW Los Angeles, Spanish-language station, had over 50,000 Mexican-American guests at a picnic sponsored by the station in Lincoln Park, L.A. The party was so successful that the Los Angeles County Board of Supervisors sent a congratulatory letter to KWKW's general manager.

Mennen contest • KGBT Harlingen, Tex., topped some 40 other stations in the small market class which participated in the Mennen Co.'s contest to promote its recent 13-week spot schedule. Some 25 minute spots were aired weekly by each of the stations. KGBT won a $200 cash prize for its entry, an area beauty contest to select a "Miss Mennen Spray Deodorant." KGBT is represented by Richard O'Connell Inc., New York, which accepted the award in New York on behalf of the station.

A musical weekend • WRCA New York held a "wall-to-wall music weekend" celebration at Grossinger's Hotel in upstate New York Nov. 13-15. The station's personalities tape-recorded interviews with guest celebrities, and the outlet's "wall-to-wall music" was played continuously over the hotel's high fidelity system. The station last summer initiated a policy of using what it calls "wall-to-wall" music, a sound pattern provided by "luxuriously orchestrated selections... to create a readily identifiable image of sound for the station."

THE Model 108 Phase Meter is an instrument designed to provide an indication of the phase relations in directional antenna systems. This instrument is tailored for the particular installation and usually incorporates provision for indicating the relative amplitudes of the currents in the various antennas, as well as the phase relation. The Model 108 Phase Meter has found its principal use in broadcast stations employing directional antennas, but its wide frequency range makes it readily adaptable for other applications.

The popularity of the Model 108 Phase Meter is proven by the vast number now in use.

NEMS-CLARKE

Phase Meter

MODEL 108-E

FOR FURTHER INFORMATION WRITE DEPT. B

BROADCASTING, November 16, 1959
Station Authorizations, Applications

As Compiled by Broadcasting

Nov. 4 through Nov. 10. 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
- uhf—ultra-high frequency
- ant—antenna
- vis—visual
- kw/kilowatts
- watts
- mc/megacycles
- D-day
- N-night
- LS—local sunset
- modification
- trans—transmitter
- un—unlimited hours
- k—kilocycles
- SCA—subsidary communications authorization
- SSA—special service authorization
- STA—special temporary authorization
- SH—specified

New TV Stations

San Angelo, Tex.—Powers Investment Corp., vhf ch. 3 (60-56 mc); ERP 11.14 kw vis., 5.6 kw aud.; antenna height above average terrain 229 ft., above ground 312 ft. Estimated construction cost $35,500, first year operating cost $14,000, revenue $161,000. P.O. address 2608 Southland Center, Dallas, Tex. Studio and trans. location New Waco, corner of Twogil & Oakes, San Angelo. Geographic coordinates 31° 31' N. Lat., 100° 56' 2" W. Long. Transmitter RCA TT7/4, antenna RCA TP7/4, Prisms include Horace Garrett 45% and Bedford S. Wynne 25%. Mr. Garrett is banker. Mr. Wynne is attorney. Ann. Nov. 4.


ACTION FOR FCC
Phillsburg, N.J.—North Central Besty. Inc. Granted 1460 kc, 250 w. P.O. address Guy Christiansen, Sterling Col. Estimated construction cost $12,653, first year operating cost $35,000, revenue $37,000. Owners are Guy Christian, Russell M. Stewart (each 49%) and others. Mr. Stewart is one-third owner of KNEB Scottsbluff, Neb., and KNSE North Platte, Neb. Ann. Coln. Nov. 4.

APPLICATION
Marion, Va.—Seward Besty. Inc., 1330 kc, 1 kw. D. P.O. address P. O. Box 64, Marion. Va. Estimated construction cost $26,981; first year operating cost $27,659; revenue $24,000. Principal applicant is Charles B. Seward 75%. Mr. Seward is in advertising. Ann. Nov. 4.

Existing Am Stations

APPLICATION FOR FCC
WBOP Pensacola, Fla. Granted change of operation on 860 kc from 500 w-D to 1 kw-D, remote control permitted; engineer- ing condition. Ann. Nov. 4.

WASU Bakersfield, Calif. Granted change of operation on 1660 kc from 250 w, using antenna height above average terrain 756 ft. Estimated construction cost $146,000, first year operating cost $69,000, revenue $175,000. P.O. address Broadcast House, 400 Quincy St., Bakersfield, Calif. Ann. Nov. 4.

ACTION FOR FCC

New FM Stations

APPLICATIONS BY FCC
Phoenix, Ariz.—Frank S. Bently. Granted 93.3 mc, 4.6 kw. P.O. address 4621 E. Hubbell St., Phoenix. Estimated construction cost $18,359, first year operating cost $1,100, revenue $16,000. Mr. Bently formerly had controlling interest in KURP Phoenix. Ann. Nov. 4.


APPLICATIONS BY FCC

APPLICATIONS

APPLICATIONS

APPLICATIONS
New York City—Michael Seibel. Granted 107.3 mc, 18 kw. P.O. address 444 West 42nd Street, N.Y. Nov. 4.

APPLICATIONS
San Jose, Calif.—Linn. Moll & Hughes, 107.3 mc. 18 kw. P.O. address 2600 Cedar St., Bakersfield, Calif. Estimated construction cost $19,943, first year operating cost $54,000, revenue $24,000. Applicants are L. Phillip Linn, Rex R. Moll and James C. Hughes, Jr. Mr. Linn is city councilman, Mr. Moll is city manager and Mr. Hughes is general manager of KHIN (FM) radio station.

APPLICATIONS
*San Diego, Calif.—Elgin, Betsy, Inc. Granted 95.9 mc, 9,500 kw. P.O. address 600 Seaside Bluff, San Diego, Calif. Applicant will duplicate WRN programming.

APPLICATIONS

Ownership Changes

APPLICATIONS BY FCC
KOFY San Mateo, Calif.—Being advised that application to transfer control to Tele- Broadcasting Inc., is not complete. Applicant is hearing. Chmn. Doerner dissented. Ann. Nov. 4.

WMDP Mount Dora, Fla.—Granted application of license to Helen L. and Dorothy Lippman; consideration $1,400,000. P.O. address 317 W. Main St., Mount Dora, Fla. Ann. Nov. 4.

WMDP Shreveport, La.—Granted application of license to Armand Kovitz; consideration $160,000. Ann. Nov. 4.

WAGM-AM-TV Prescott Iola, Me.—Granted application of control from Northeastern Besty. Inc., to Community Broadcasting Corp., which already had 17% interest in Western Broadcasting Inc. Ann. Nov. 4.

WCRM Clare, Mich.—Granted application of control from Dan and Grace Adam to John E. Cobb and Richard E. Hunt (WCHB

EDWIN TORNBERG & COMPANY, INC.

NEGOTIATORS FOR THE PURCHASE AND SALE OF RADIO AND TELEVISION STATIONS

EVALUATIONS

FINANCIAL ADVISERS

BROADCASTING, November 16, 1959
<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>JANSKY &amp; BAILEY INC.</td>
<td>1272 15th St., N.W. Washington, D.C.</td>
<td>Member AFCCE</td>
</tr>
<tr>
<td>JAMES C. McNARY</td>
<td>National Press Building, Wash., 4, D.C.</td>
<td>Telephone 7-1355                        Member AFCCE</td>
</tr>
<tr>
<td>GEORGE C. DAVIS</td>
<td>501-514 Munsey Bldg. Washington, D.C.</td>
<td>Member AFCCE</td>
</tr>
<tr>
<td>RUSSELL P. MAY</td>
<td>P.O. Box 32 1517 Broadway, Washington, D.C.</td>
<td>Member AFCCE</td>
</tr>
<tr>
<td>GUY C. HUTCHESON</td>
<td>P.O. Box 32 1517 Broadway, Washington, D.C.</td>
<td>Member AFCCE</td>
</tr>
<tr>
<td>WALTER F. KEAN</td>
<td>Consulting Radio Engineers</td>
<td>Associate George M. Johnson, 19 E. Quincy St., Hickory 7-1153, Riverside, Ill.</td>
</tr>
<tr>
<td>WILLIAM E. BENNS, JR.</td>
<td>Consulting Radio Engineer</td>
<td>3005 Military Rd., N.W., Wash. D.C.</td>
</tr>
<tr>
<td>J L. HARRISON</td>
<td>Consulting Radio Engineer</td>
<td>Washington D.C. Fort Evans 1000 Conn Ave., Lassburg, Va. Member AFCCE</td>
</tr>
<tr>
<td>SILLMAN, MOFFET &amp; ROHRER</td>
<td>Consulting Radio Engineer</td>
<td>1603 G St., N.W. Washington, D.C.</td>
</tr>
<tr>
<td>JAMES C. McNARY</td>
<td>National Press Building, Wash., 4, D.C.</td>
<td>Telephone 7-1355                        Member AFCCE</td>
</tr>
<tr>
<td>A. R. KNAUS</td>
<td>Consulting Radio Engineer</td>
<td>Washington D.C. Fort Evans 1000 Conn Ave., Lassburg, Va. Member AFCCE</td>
</tr>
<tr>
<td>G. SMIRK</td>
<td>Consulting Radio Engineer</td>
<td>Washington D.C. Fort Evans 1000 Conn Ave., Lassburg, Va. Member AFCCE</td>
</tr>
<tr>
<td>JOHN H. MULLANEY</td>
<td>Consulting Radio Engineer</td>
<td>Washington D.C. Fort Evans 1000 Conn Ave., Lassburg, Va. Member AFCCE</td>
</tr>
<tr>
<td>JOHN H. MULLANEY</td>
<td>Consulting Radio Engineer</td>
<td>Washington D.C. Fort Evans 1000 Conn Ave., Lassburg, Va. Member AFCCE</td>
</tr>
<tr>
<td>JOHN H. MULLANEY</td>
<td>Consulting Radio Engineer</td>
<td>Washington D.C. Fort Evans 1000 Conn Ave., Lassburg, Va. Member AFCCE</td>
</tr>
<tr>
<td>A. E. Towne Assoc., Inc.</td>
<td>Consulting Radio Engineer</td>
<td>430 Taylor St., San Francisco 2, Calif. Phone 5-3100 Member AFCCE</td>
</tr>
<tr>
<td>PETE JOHNSON</td>
<td>Consulting Radio Engineer</td>
<td>Suit 601 Kanawha Hotel Bldg., Charleston, W.V. Dickes 2-4281 Member AFCCE</td>
</tr>
<tr>
<td>PETE JOHNSON</td>
<td>Consulting Radio Engineer</td>
<td>Suite 601 Kanawha Hotel Bldg., Charleston, W.V. Dickes 2-4281 Member AFCCE</td>
</tr>
<tr>
<td>PRECISION FREQUENCY MEASUREMENTS AM-FM-TV</td>
<td>P.O. Box 7037 Kansas City, Mo. Phone Jackson 3-5302</td>
<td></td>
</tr>
<tr>
<td>NUGENT SHARP</td>
<td>Consulting Radio Engineer</td>
<td>809-11 Warner Building Washington 4, D.C. District 7-4443 Member AFCCE</td>
</tr>
</tbody>
</table>
| SPOT YOUR FIRM'S NAME HERE To Be Seen by 83,000+ Readers among them, the decision-making station owners and managers, chief engineers and technicians - applicants for new, fm, tv and facsimile facilities. *ARB Continuing Readership Study

BROADCASTING, November 16, 1959
KVQV-AM, Montana— Granted assignment of license to KGOV Bestg. Inc., consideration $150,000 plus furnishing stations up to $250 of free air time per month, or paying $200 per station per month. Dec. 10, 1959. Dale G. Moore, assigned president, has interest in KBMN Benton, Ill., and KACP Helena, both Montana. Comr. Barlett dissented.


WHKK-AM, Akron— Granted transfer of control from Philip R. Herbert to Radio Akron Inc., consideration $66,288 plus agreement to pay transferor $100,000 to reestablish an broadcast business in Summit County for seven years. Transferor is 90%, owned by Susanshannsa Beitz, co. licensee of WSB-Am-AM-TV, York, and 10% owner of WARM Scranton, both Pennsylvania. Granted.


APPLICATIONS

KXWN, Wynne, Ark.— Seeks transfer of control of KAMX 1560-KWIB-FM 102.5 to Raymond O. Raley 40% and others to Raymond O. Raley 60% and others for $66,000. Ann. Nov. 9.

WHM-AM-FM Marietta, Ga.— Seeks transfer of control of Marietta Bestg. Inc., from Douglas McElmury 55% and James M. Miller 45% to James M. Miller 100% for $250,000. Granted.

WASK Lafayette, Ind.— Seeks transfer of negócio to WASK Bestg. Inc., from F & D Equipment Corp. 50% and Harry Rosenthal 50% to DAB Equipment Corp. 50% and Henry Rosenthal 50% each to DAB Equipment Corp. 50% and Harry Rosenthal 50% and Alvin H. Huth 25% each to DAB Equipment Corp. 50% and Harry Rosenthal 25% and James B. Huth 50% and others for $1,500,000. Granted.

KCNJ-TV Des Moines, Iowa— Granted assignment of license from Valley TV & Radio Inc., to WIBJ-TV Des Moines, Iowa, remainder of 15% of stock Purchasers are Russell G. Saltor, Stanley R. Novak, and William G. Morris, 25% each. Mr. Saltor is sole owner of WHER Irving, Ind. Granted.

KGVO Las Vegas, Nev.— Granted assignment of license from the general manager of KGVO, Mr. Moran, 33% to the general manager of KGVO, Mr. Moran, 67%. Granted. Mr. Moran is general manager of KGVO. Ann. Nov. 5.

KROX Crookston, Minn.— Seeks transfer of license of KBMT 1560-KBB-FM 106.5, co. control from the licensees, William B. McAlister and John D. Peck to the licensees, William B. McAlister and John D. Peck for $8,000. Mr. McAlister is manager of KBMT. Ann. Nov. 4.

WBYG Big Spring, Tex.— Seeks transfer of control from Grady Franklin, Maples and R.B. McAllister 50% each and Brown Telecasters Inc., to James W. Richburg and Mr. McAllister 50% each and Brown Telec. Inc., to William W. Richburg 50% for $18,000. Mr. Richardson is manager of KBYG. Ann. Nov. 4.

Hearing Cases

FINAL DECISIONS

By memorandum opinion and order, Commission, on 10-28-59, denied reconsideration, by North Central Bestg. Inc., removed from Consolidated Hearing, the granted North Central's application for new am station to operate on 1060 k., for 16,000 hours, in Phillipsburg, Kan.; engineering condition. Ann. Nov. 9.

By memorandum opinion and order, Commission, on 10-28-59, dismissed without prejudice, the consolidated hearing and granted petitions for increase power of stations WPYF Tryon, N.C., from 1500 kw. to 15,000 kw., and WHFU-WFSA-AM-FM 1070-1071-1560, in Ann. Nov. 4.

By decision, Commission, granted application of Telecasting Inc., Chicago, Ill., for new operation of KRMV (TV) to operate on ch. 12 in lieu of ch. 11 in Beacon, Tex., and change trans, and station location, concerning competing applications of KPHP Bestg. Co. and Howard Telecasting Corp., for new stations on ch. 12 in Beacon. Granted.


By memorandum opinion and order, Commission, on 10-28-59, dismissed petition by Mr. Muschel for various corrections to transcript of oral proceedings of CEC's consideration of application by Mr. Muschel for new fm station in New York, N.Y., et al. Action Nov. 9.

By Commissioner Robert T. Bartley

Granted petition by Miners Bestg. Serv- incs Inc., 1598 Tiffin Ave., Youngstown, Ohio, for new fm station in aluminum district of Ohio, despite challenge and petition by another party, for extension to time of Nov. 16 to file exceptions and brief to initial decision in proceeding on its application and that of Valley Bestg. Co., for am facilities in area. Granted.

Granted petition by Broadcast Bureau for further extension of time of Nov. 16 to file replies to petition by Suburban Bestg. Inc., and Concert Network Inc. to enlarge fm station authorized at St. Paul, Minn., to 30,000 watts. Granted.

By Commissioner John S. Cross

Granted petition by Buckeye-Jaeger Bestg. Inc., to extend time to Nov. 16 to file briefs in petition by those seeking new am stations. Action Nov. 9.

By Chief Hearing Examiner

James D. Cunningham


Granted petition by Harry A. Epperson Sr., for dismissal without prejudice of his application for new am station in Salem, N.C. Action Nov. 9.

Scheduled hearings for Jan. 28, 1960, in proceeding on applications of Catskill Communications Inc., to operate new stations in Ellenville, N.Y., and Pal- merton, N.Y., (KZMY, KDFE, and KLZM respectively) to Louis Hellman, Fontana, Calif., and The Voice of the Orange Empire Ltd. (KWIZ) Santa Ana, Calif., and others.

By Hearing Examiner J.D. Bond


BROADCASTING, November 16, 1959

Routine Roundup

ACTIONS ON MOTIONS

By Chairman John C. Deereer


By Chairman John C. Deereer


By Commissioner Robert T. Bartley

Granted petition by Miners Bestg. Serv- incs Inc., 1598 Tiffin Ave., Youngstown, Ohio, for file exceptions and brief to initial decision in proceeding on its application and that of Valley Bestg. Co., for am facilities in area.) Granted.

Granted petition by Broadcast Bureau for further extension of time of Nov. 16 to file replies to petition by Suburban Bestg. Inc., and Concert Network Inc. to enlarge fm station authorized at St. Paul, Minn., to 30,000 watts. Granted.

Granted petition by Buckeye-Jaeger Bestg. Inc., to extend time to Nov. 16 to file briefs in petition by those seeking new am stations. Action Nov. 9.

By Commissioner John S. Cross

Granted petition by Buckeye-Jaeger Bestg. Inc., to extend time to Nov. 16 to file briefs in petition by those seeking new am stations. Action Nov. 9.

By Chief Hearing Examiner

James D. Cunningham


Granted petition by Harry A. Epperson Sr., for dismissal without prejudice of his application for new am station in Salem, N.C. Action Nov. 9.

Scheduled hearings for Jan. 28, 1960, in proceeding on applications of Catskill Communications Inc., to operate new stations in Ellenville, N.Y., and Pal- merton, N.Y., (KZMY, KDFE, and KLZM respectively) to Louis Hellman, Fontana, Calif., and The Voice of the Orange Empire Ltd. (KWIZ) Santa Ana, Calif., and others.

By Hearing Examiner J.D. Bond

### SUMMARY OF COMMERCIAL BROADCASTING

Compiled by BROADCASTING through November 10

<table>
<thead>
<tr>
<th>Lic.</th>
<th>AM 3,372</th>
<th>FM 605</th>
<th>TV 466</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cps.</td>
<td>91</td>
<td>61</td>
<td>56</td>
</tr>
<tr>
<td>CP</td>
<td>740</td>
<td>105</td>
<td>131</td>
</tr>
<tr>
<td>TOTAL APPLICATIONS</td>
<td>466</td>
<td>55</td>
<td>97</td>
</tr>
</tbody>
</table>

### OPERATING TELEVISION STATIONS

Compiled by BROADCASTING through November 10

<table>
<thead>
<tr>
<th>VHF</th>
<th>UHF</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>33</td>
<td>10</td>
<td>43</td>
</tr>
</tbody>
</table>

### COMMERCIAL STATION BOXSCORE

As reported by FCC through October 31, 1959

<table>
<thead>
<tr>
<th>AM</th>
<th>FM</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,366</td>
<td>605</td>
<td>466</td>
</tr>
</tbody>
</table>

There are, in addition, ten tv stations which are no longer on the air, but retain their licenses.

There are, in addition, 38 tv co-holders which were on the air at one time but are no longer in operation and one which has not started operation.

| Applications for major changes (not in hearing) | 250 |
| Applications for new stations (not in hearing) | 487 |
| Total applications for new stations | 727 |
| Applications for major changes (not in hearing) | 667 |
| Total applications for major changes | 167 |
| Licenses denied | 17 |
| CPs deleted | 1 |

**AMERICA FIRST!**

It makes possible fast recording and playback of commercials and announcements. Extremely simple to operate, it minimizes the skill required to produce a professional recording. Erasable magnetic discs have a long life, equal to or greater than tape, thus production costs can be reduced. Whatever your equipment requirements, **SEE RCA FIRST!**

Write for descriptive literature to RCA, Dept. AC-22, Building 15-1, Camden, N.J.

**RADIO CORPORATION OF AMERICA**

**MAGNETIC DISC**

Type BO-51A/BA-51A

---

**EQU]PPING a Radio Station?**

First, it is necessary to understand the nature of radio stations and the equipment they use. Radio broadcasting requires the ability to generate and transmit electromagnetic waves, which can carry sound or visual information. The station must also have a license from the Federal Communications Commission (FCC) to operate legally.

The following are some important factors to consider when setting up a radio station:

1. **Frequency Selection:** Choose a frequency that is not already in use by another station in the same area.
2. **Antenna System:** Design an antenna system that is efficient and legal.
3. **Transmitter:** Select a transmitter that is powerful enough to reach your target audience.
4. **Receiver:** Choose a receiver that is suitable for the station's programming.
5. **Audio Equipment:** Invest in high-quality audio equipment to ensure clear sound transmission.
6. **Power Supply:** Ensure that the station has a reliable and stable power supply.

In addition to these considerations, it is important to establish a clear business plan for the station, including funding and marketing strategies. It is also crucial to comply with all regulations and guidelines set forth by the FCC.

By carefully planning and executing these steps, one can successfully set up a radio station that meets the needs of its audience and contributes to the cultural and economic life of the community.
Help Wanted—Management

$15,000 a year plus % of profits. Southwestern full time in city of 200,000. Requisites: Must currently be managing a station in the southwest. Don’t ask for particulars. Send them to Box 19TR, BROADCASTING.

Pueblo, Colorado well-established station has opening for commercial manager with real opportunity for advancement to station management. Announcing and production ability desirable. Send full information and photo. Box 249R, BROADCASTING.

Profitable small market station with large gross needs an aggressive salesman with announcing talent, who will step into management position. Station is on an expanding radio-newspaper chain. Present market is small, but substantial talent is a station we are purchasing. Applicants must be at least 21 years old. Send audition tape, employment record, photograph. Box 39BB, BROADCASTING.

Northern Ohio medium market needs 2 men, building for 10 grosses, experienced men only. Box 306R, BROADCASTING.

$123.00 weekly for salesmen. Also bonus and commission. Metropolitan market east coast. Opportunity unlimited. Box 865P, BROADCASTING.

$100-$150 weekly guarantee plus commission and bonus plan for aggressive self-starter. Send full details including photo. Box 299R, BROADCASTING.

If you can sell radio and would like to work in California or Arizona, write to Box 812, Eureka, California.

California, KCHJ, Delano. Serves 1,200. Increasing sales staff.


Miami—Seasonal or year-round salesman for fast growing new fm station, Write WFMX, Congress Building, Miami 2, Florida.


Five kw needed, experienced salesman. Excellent community, working for progressive station. Excellent income for good producer. Write Manager, WEAQ, Paterson, N.Y.

Sales—Announcer independent fm station to broadcast soon. WFMM, 44 West Biddle Street, Baltimore 1, Maryland.

Suntan, salt spray, mistles and money waiting for hottest salesman for first-rated station. Write Boy Nelson, Manager, WBMF, Box 1300, Cocoa-Cape Canaveral, Florida.

Wanted, salesman who has crooned sales record and who can sell and service local accounts. This position should net you $10,000 a year in one station market. WLOH, Princeton, W.Va.

Young man willing to work number one station. Good list to work from. Future for right man. Write Station Manager at WTAC, Box 829, Flint, Michigan.

Help Wanted—Cont’d)

Modern number one format station in one of ten largest markets advertising fast. Experienced announcer needed. Send resume to Box 864P, BROADCASTING.


Are you ready—to move up from 250 watt market station? Do you have two years experience, good commercial dj sell, ability to handle 500 watt market? Write for facts. * * * future advancement, good typying ability, run own bike, paper. A great position, like mid-west, work to start at $60 per week. Send resume and recent photo. Box 26TR, BROADCASTING.

3st phone combo-announcer, no maintenance, experience necessary. Excellent-announcer opportunity. Send Box 155R, BROADCASTING.

You are ready—to move up from 250 watt market station? Do you have two years experience, good commercial dj sell, ability to handle 500 watt market? Write for facts. * * * future advancement, good typying ability, run own bike, paper. A great position, like mid-west, work to start at $60 per week. Send resume and recent photo. Box 26TR, BROADCASTING.

Steady, dependable, well-rounded announcer. Excellent salary and fringe benefits plus chance for advancement with our major market stations. Send full details and audition tape with recent photo. Box 96RR, BROADCASTING.

Southeast Arkansas daytimer needs experienced early morning announcer after January first. Good background. Box 289R, BROADCASTING.

Moline—Kentucky. Outstanding morning personality required in attractive location. Past experience and delivery important. Send photo, resume and references. No tapes. Excellent retire for right man. Box 289R, BROADCASTING.


Lost—One deejay to 5 million market station. Here is great opportunity for alert, modern weekday young man in market of 200,000, preferably from midwest. Personnel ability suitable. Send tape, picture, resume to Box 399R, BROADCASTING.

KHUD, Athens, Texas, seeking experienced staff announcer. Salaries open.

Opening for qualified staff announcer, preferably from midwest. Complete details should include picture, tape, minimum salary requirement. Box 1713, Rondo, New Mexico.

Kodak anxiously awaiting roll of film. 無遺の complaints will be entertained. Send resume, tape and picture to Box 800, Broadcasting.

Smooth morning man, strong on news, with 3rd class ticket for live-five 1500 watt. Send photo, resume and send in first letter to WDLY, Gloucester, Virginia.

First phone announcer capable good technical and announcing, $400 per week for right man. Send complete information and audition tape to WPXM, Martinsburg, W.Va.

Station in one of the top fifty markets needs top-flight announcer. A must have n't be for a cbs milfs engineer-announcer at WHBT, Hartselle, Alabama. Please send tape and resume to Box 268R, WEDG, Tubb Hotel in Birmingham, Alabama.

Michigan independent wants experienced announcer-dj. Details and tape to WOAP, Owosso.

Wanted, experienced announcer with first phone. WSBT, Rutland, Vermont.

Announcers losing too. Lack that professional edge that good felt announcers possess. Tape, photo and resume. See display ad in Help Wanted section.

Announcers! Many openings-many markets. Experienced? Send tapes, resumes to Paul Baron, Manager Broadcasting Department, Maude Lennox Personnel Agency, 600 Fifth Avenue, New York 20, N.Y.

First phone-announcers. Beginners or experienced. Job waiting. Contact Dick West, 101 West 42nd St., New York City.

Deejay—Can you write? Can you write really funny, clever 1/4 hour material? Get this ‘Method Package’ that helps bring out your own natural, creative talent $5.50. Methods: P.O. Box 1, Elkhart, Indiana.

Technical


Washington consulting firm needs engineer qualified in design and setup of D. of Arrays. Please give qualifications, references and salary required. Box 139R, BROADCASTING.

1,000 watt station in southeast has opening for chief engineer-combination announcer. Good salary and excellent working conditions for right man. Send resume, references and tape to Box 178R, BROADCASTING.

Wanted: Chief engineer-announcer for 250 watt network station in South Carolina. Steady, dependable man will have good future with this progressive station. Send complete details including photo and audition tape to Box 260R, BROADCASTING.

Chief engineer first ticket for central Mas- sachusetts fills additional station maintenance re-quired. Box 278R, BROADCASTING.

Settle down! December 1 opening for chief. $2 kw directional, medium sized for northwest. New geometry and excellent working conditions for right man. Full details to Box 286R, BROADCASTING.


BROADCASTING, November 16, 1959
Immediate openings at RCA for . . .

BROADCAST SYSTEMS ENGINEERS

Highly responsible positions are open to men who have experience in audio and TV equipment applications in broadcasting studios. Salaries and opportunities for professional growth are both excellent.

As an RCA Broadcast Systems Engineer, you will work directly with such customers as radio and TV stations and recording studios. Acting in an advisory capacity, you can be the man who analyzes the customer’s needs and designs the system which specifically answers his requirements.

You may work with TV installations (either black and white or color), AM-FM, Hi-Fi and stereo audio equipment, terminal equipment, mobile or closed circuit systems. Components include the latest and most exciting RCA products such as cameras, microphones, consoles, audio and video tape, loudspeakers, projectors, amplifiers, transmitters, multiplexers, etc.

FOR INTERVIEW WITH ENGINEERING MANAGEMENT

Send resume to

Mr. V. E. Brood
Box ZC-141
Professional Employment
RCA
Bldg. 101-A
Camden 2, New Jersey

RADIO CORPORATION OF AMERICA

Industrial Electronic Products

BROADCASTING, November 16, 1959

115
Situations Wanted—(Cont'd)

Announcers

- Experienced announcer all phases. Strong on country and gospel. Family man. Contact Bob Renfield, 1116 W. Madison Ave., Knoxville, Tenn. or phone 4-2622.


- See television ad. Dick Landfield.

- School's out—Single, 25 year old graduate of the midwest's leading professional broadcasting school, seeks the person offering the opportunity of a start in radio. Write or wire Howard Lane, 4949 S. Marshfield, Chicago 9, Illinois.


- Television

Young, aggressive television salesman needed immediately. Must have proven background. Position offers future with unlimited earning potential. If you are not afraid to work and enjoy living in small community, you have affiliation with CBS. Address all correspondence to Sales manager, KBLR Radio-TV, Goodland, Kansas.

Technical

- Wanted: TV operation man, first phone. Job includes production, directing duties, transmitter operation. Good opportunity in all phases of TV. KAUS-KOMY-TV, Austin, Minnesota.

- Transmitter engineer needed for newly installed RCA 25 kw transmitter. Position now open. Contact Chief Engineer, KCSU-TV, Pueblo, Colorado.

- Immediate, permanent opening maximum power vhf for engineer, experienced in all phases TV studio, transmitter operation, maintenance. DuMont, GE equipment, two hop Motorola microwave. Ideal warm for RF, electronic engineering. Chicago. Phone State 6-6311, Legewenh Wheeler, Chief Engineer KIVA, Yuma, Arizona.

- Opportunity for permanent, dependable radio transmitter engineer. Must have TV experience or excellent radio background. Manager, K925W-TV, New Mexico.

- Engineer 1st class. Small vhf. Good working and living conditions in Wyoming number one market. Contact Cunningham, KTWO-TV, Casper, Wyoming.

- TV studio engineers for design, test, and field engineering for newly expanding progressive company. All benefits, plus rapid advancement for qualified engineers. Ppovo Video Laboratories, Inc. CE 5-6100, Cedar Grove, New Jersey.

- Job security with growing division of an international company. Two openings for senior video tape recording TV maintenance engineers in our field. Write Todd Blum, Mincom Division, P.O. Box 390, Los Angeles 29, California.

Production-Programming, Others

- Gal Friday. Write copy. Air work if needed. Learn traffic. Box 2858R, BROADCASTING.

- Over ten years with B.B.C. Radio—all phases studio engineering, balancing and program distribution. Television—sound director and mixer for newscast and other films. Knowledge all types of music—Haydn to hillbilly. With New York firm recording studio since 1937, handling top TV accounts. Married, age 22. Seek position in radio or TV station where can use technical knowledge, administrative ability and good sense of programming. NY area preferred. Box 306R, BROADCASTING.

- Looking for a happy sound? Young, aggressive two man production and dj team. One full time experienced in modern and modern family radio. Presently employed in major market. Available soon. Box 2748R, BROADCASTING.

- Program director, sports, news, 7 years experience. College graduate, mature, reliable. Travel anywhere. Box 282R, BROADCASTING.

Outstanding Los Angeles dj will program your station. All operations answered. Box 283R, BROADCASTING.

- This creative young man is searching for a station somewhere that is about to switch over from formula to adult pop music programming. He would like to set up the new programming and be the dominant factor in music in this station one of the best sounding in the country. He has an extensive pop music background and is prepared to meet an exciting challenge. If you can use him, write Box 294R BROADCASTING.

Copywriter. 10 years experience in radio and television. Ability to service accounts. Ellis Babcock, 33 North St., Pulaski, N.Y.

- Wanted, position as record librarian in radio station. Phone 97F11 after 7:00 P.M. or write Gerald Brennan, Grant Street, Valdosta, Wisconsin.

- RCA microwave TTR-1 modified transmitter and complete line of audio modulation and demodulator. Excellent condition. Box 266R, BROADCASTING.

- GE 12 bay basing tv antenna Channel 7 convertible to Channel 8. Excellent condition. Very reasonable. Box 207R, BROADCASTING.

- FM antenna, GE 4 BY-D. Four section PWR-4. Ge 4.5 feet. Used to 29.5 mc. Length 120 feet. Side mounted. Box 269R, BROADCASTING.

- RCA TV-11 color camera. Excellent condition. Box 260R, BROADCASTING.

- RCA TK-41 color camera. 1100 hours tube life. Better than new, has been deglazed. Console rack installation. Includes camera pedestal, frequency std., and color bar generator. Complete details upon request. $30,000.00. KT2Q-TV, Providence, R.I.

- GE 131B-Blaw-Knox, type N18 tower. In excellent condition. Tower equipped with tower mount for 12 bay superturnstile. Contact T.V. Sanderson, Chief Engineer, WAPI-TV Waltham, Massachusetts.

- Collins 21A 5 kw transmitter maintained in factory service. Excellent condition. Currently factory-approved modifications, now operating. Excellent quality. Ten years old. Price $4,000. Terms. Address Radio Station WISE, Box 73, Scenic Highway, Asheville, N.C.

- RCA 10 kw fm transmitter with spare tube, accessory and antenna and facilities. Better than new, has been deglazed. Console rack installation. Includes camera pedestal, frequency std. and color bar generator. Complete details upon request. $30,000.00. KT2Q-TV, Providence, R.I.
FOR SALE

Gates 10 watt exciter for BF-IC fm transmitter. Also $420.00 in spare Phasatrons for unit. Complete package $800.00. Write Post Box 433, Terre Haute, Indiana.

Video monitors, Closed circuit and broadcast, "Video Laboretories" ad today on Page 11.

Magnecorders, Nick-O-Kut cutter and other recording items. Write for list. Matson, Box 3850, San Antonio, Texas.

Two 195-foot antenna towers, guyed-type, pivot base, triangular, 20-ft. sided sections, with all transmission lines, etc. Formerly KSWS-A M. In place, Salinas, California. Must be removed. Bid opening December 15, 1956, for either or both. For bid forms contact Mr. L. H. Carnes, Box 941, San Luis Obispo, California. Attention: J. F. Powell, telephone Liberty 3-6000.

Projectall 300 in new condition, combines slides, opaque and films into one film chain. Remote control, details write Mr. Frank Tracey, Treselli Productions, 4102 East Vernon Avenue, Phoenix, Arizona.

WANTED TO BUY

Stations

Want to retire? Let me buy in and manage with eventual ownership in view. Twenty years experience in radio and TV. Formerly manager BS station. Other locations definitely considered. Box 1890, BROADCASTING.

Want another station, midwest or southwest, $25,000 or under. Box 2890, BROADCASTING.

Construction permit. Either 100% interest, or 50% with management contract. Box 2480, BROADCASTING.

I am looking for 250 watt single market. Anywhere. Can be in red. Send full particulars. Box 2580, BROADCASTING.

Multiple owner, will purchase or lease your station outright, or fifty percent interest. Box 2450, BROADCASTING.

Haskell Bloomberg, Station Broker, 208 Fairmount Street, Lowell, Massachusetts, Telephone Glenview 1-3525.

Equipment

Wanted: Heavy duty tower, 250 to 300 foot, self-supporting. Stale make, type, price and details. Box 228R, BROADCASTING.

Used 16mm Auricon sound camera with tv shutter for 8 mm recording. Box 272R, BROADCASTING.

Wanted. Will buy pullers for model 900 Presto. Write Chief Engineer, Radio Station KATE, Albert Lea, Minnesota.

Need RCA TG-1 or TG-2 sync generator in good condition. Contact Manager, KSWS-TV, Roswell, New Mexico.

Frequency monitor in good operating condition, reasonably priced. WHRC, Harrisville, S.C. 1460kfc.

STL microwave system, 900 ice bond, good. Used. Also acco. equipment. Write James B. Holder, WHYI, Carlisle, Penna.

Wanted: 4 or 8 bay fm antenna. Also control console. Write T. K. Abernethy, T.D. WSIC, Stateville, N.C.

3-5 kw fm transmitter with or without tape player and memories. Also interested 250 w to 10 kw, am and fm. Submit details. Company Electronics Supply, 75 Varick Street, New York 13.

We need all sorts of used Ampex recorders, Altec and good ribbon microphones, turntables and arms, other studio and recording equipment. Write T. K. Abernethy, Paduaan Foundation, 805 G Street, N.W., Washington, D.C. 8-3866.

Transmitter adaptable to Channel 27. All studios, front and rear equipment is complete station. Jack Stubbs, 216 East Ave, Tulare, California.

INSTRUCTIONS

F.C.C. first phone license preparation by correspondence, or in resident classes. Grantham Schools are located in Hollywood, Seattle, Kansas City, and Washington. Write for our free 40-page brochure. Grantham School of Electronics, 1523 Gilham Road, Kansas City 9, Missouri.

Be prepared. First phone in 6 weeks. Guaranteed instruction. Elkins Radio License School of Atlanta, 1139 Spring St., N.W., Atlanta, Georgia.

Since 1946. The original course for F.C.C first phone license, 6 to 8 weeks. Reservations required. Enrollment for classes starting January 6, March 2, May 4, June 29, 1956. For information, references and reservations write William B. Ogden, Radio Operational Engineering School, 1156 West Olive Avenue, Burbank, California.

With pride we announce the opening of our new BROADCASTING. New broadcasting and programming equipment. Brand new console, turntables, and the works. Reservations only. Elkins Supply Co., 2683 Inwood Road, Dallas, Texas.


MISSILECIOUS

Plan Christmas spot campaigns now. We write, voice, record custom commercials. No Injles, M-J Productions, 2999 Templeton Road, Chicago, Illinois.

Tom Ryan—Where are you? (signed) Ray Van Steen, WIRL—Peoria, Ill.

RADIO

Help Wanted—Announcers

ANNOUNCERS ATTENTION

We need you if you are a gutsy moving man of Italian descent and speaks English and Italian. Previous obvious reasons cannot disclose market or station, but you are in a great market, you have come up with a new approach. If you feel you can qualify, please send tape, resume and recent photo to Box 301R, BROADCASTING.

ANNOUNCERS

LOSING JOBS? LACK THAT PROFESSIONAL SOUND? ANNOUNCERS NOT A POLISHED ... SHOWCASE?

S.A.S. is the ONLY school in the east that offers "PROFESSIONAL ATTUNEMENT" coaching, in all phases of ANNOUNCING including LIGHT AND DARK WORK, 10 week course for those who can qualify. AUDITION TIPS included with course. Remember ... announcers are MADE not born. "Let us analyze your present audition tape, THERE IS NO CHARGE". For information and brochure contact : Mr. Keith ** SU 7-4928.

NEW YORK SCHOOL OF ANNOUNCING & SPEECH

160 West 32nd Street. *** By Apt. Only New York 23, N.Y.

Production—Programming, Others

FLORIDA

Program Director for highly competitive metropolitan market. Must know tight operation and be able to assume complete responsibility. Immediate opening, send complete resume. Box 228R, BROADCASTING.

RADIO — TV — ADV.

Top job placements in the dynamic southeast. Hundreds of job openings.

• Announcers • Engineers
• Disk Jockeys • Copywriters
• News Directors • Salesmen

Free registration—Confidential

Professional Placement

458 Peachtree Arcade
Atlanta, Georgia.

JACK EICKSTEIN

JA 5-4841

VERSATILE RADIO-TV PERSONALITY

Currently doing top-rated radio and tv dancing party, weather and quiz shows daily in one of the nation's top 30 markets is ready to move into another phase of his career. Needs a better launching pad which will offer better fuel to reach higher or stage. Can offer excellent references. Both dj and tv shows currently in #1 orbit with high flying station.

Box 259R, BROADCASTING

MOURNING MAN

"You won’t have to get up until noon."—"We need high afternoon ratings."—"Come with us" they said, smooching my alarm clock with a swipe of money behind them.

Well, they got their ratings, but how can one object (that’s me) do a show when he’s broke? Where is the sadistic monster who’ll take me from my family in ten days? I wonder who’ll make me smile when I’m really crying?

Box 2292R, BROADCASTING

P.S. Try not to let your sedum carry you below 5 figures.

"They are in the top 20 markets, but don’t hold that against me.

TELEVISION

Help Wanted—Announcers

TELEVISION OPPORTUNITY

Salesmen-Announcers. Experienced radio or tv Strong sales. Red Hot opportunity, sell show. Several markets open. Fire resume and photo immediately to:

Tony James
Dix Jockey Placement Center
100 West 42nd St., N.Y.C.

NEWSMAN—RADIO-TV

Four-man News Department in large East Coast Market is looking for experienced, self-starting newsmen. Must be able to work with minimum of supervision. Duties will require light reporting, raw newscasts, Mobile News Unit reports, and on-camera newscasts. Good basic salary plus talent on all sponsored newscasts.

Box 262R, BROADCASTING

Employment Service
Continued from page 113
time to Nov. 12 to file reply to petition by Pioneer Bctg. Co., Spanish Fork, Utah, for enlargement of issues in pleading. See also applications et al. Action Nov. 2.

Corrected transcript in accordance with suggestions of transcript in proceeding. filed application for new fm station in San Bernardino, Calif. Granted by Broadcast Bureau, upon hearing record; extended time for filing proposed findings of date to be fixed after further hearing and scheduled hearing conference at 2 p.m. Nov. 18, Action Nov. 4.

By Hearing Examiner H. Girard Irion

Granted petition by Elder C. Stangland, Sheldon, Iowa, for leave to amend his am application to make financial showing current, and disamended, as noted motion by Des Plaines-Arlington Bctg. Co., Des Plains, Ill. to postpone original deadline of certain petitions to amend; oral argument was held as scheduled. Action Nov. 2.

Continued hearing from Jan. 5 to Feb. 9, 1960, in proceeding on am applications of Walter L. F. Allmoller, Hamilton, Ohio, Inter-

state Bctg. Inc. (WTVN) and Booth Bctg. Co. (WTOD) Toledo, Ohio. Action Nov. 4.

By Hearing Examiner H. Girard Irion

Granted requested by Interstate Bctg. Inc. (WJZB) New York, N.Y., for further prehearing conference on Nov. 6 in proceeding on its application Nov. 6 and conference Nov. 7. Action Nov. 6.

By Hearing Examiner Jay A. Kyle

Upon request by Douglas H. McDonald, trustee, permittee of WTVV (TV) ch. 7, Evansville, Ind., for rehearing before Broadcast Bureau, scheduled resumption of hearing for Nov. 10 and 11 and in proceeding in

volving single ch. 7 to Louisville, Ky., and requiring WTVT to file answer in lieu of ch. 7. Action Nov. 4.

By Hearing Examiner West L. McClellan

On own motion, continued certain procedural dates in proceeding on am application of Suburban Bctg. Inc. (WJDI) Mount Rich-

to, N.Y., and continued hearing from Nov. 24 to Dec. 3. Action Nov. 2.

By Hearing Examiner Herbert Sharman

Granted petition by Video Independent Theatre Inc. (KVIT (TV)) Santa Fe, N.M. for extension of time from Nov. 9 to Nov

14 to file additional brief in response to certain findings of fact and conclusions and from Nov. 25 to Nov. 30 to file replies in proceeding on its application. Action Nov. 5.

By Hearing Examiner Elizabeth C. Smith

Granted motion by National Bctg. Co. (WCYF) New York, N.Y. for continuance of prehearing conferences in proceeding on its am application from Nov. 5 to Dec. 4. Action Nov. 3.

The Pioneer Firm of Television and Radio Management Consultants

Established 1946

Negotiations Management Appraisals

Howard S. Frazier, Inc., 1756 Wisconsin Ave., N.W.

Washington, 7, D. C.

Midwest regional, single market just under $20,000. Profitable operation. A daisy at

all time. Beds available. Single market, $125,000 term—Top West Market

hot property. 29%. PATT MCDONALD, BOX 9266,

AUSTIN, TEXAS. O. L. 4-6060 or Jack Kostic

no. 34, Ind., N.Y. 17, N.Y.

MU 2-4813.

Theodore, Texas. Granted.

Assigned to Klawn Radio Inc.

WJEM Vallodosta, Ga. Granted assignment of license and on-air studio; E. E. Massey at., et al.

under same name.

Granted license for following am stations: WPNC Plymouth, N.C.; KCHY Cheynne,

NORMAN & NORMAN

incorporated

entertainment-consumers direct

Security Bldg. Davenport, Iowa

Stations for Sale

Our is a personal service, designed to fit your finances, your qualifications and your needs. If you are in the market for either an AM, FM or TV station anywhere in the country be sure to contact us at once.

Broadcasting, November 16, 1959
prominent broadcasters

choose Stainless Towers

Stainless Towers

James M. Gaines, President and General Manager

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.

From the SEC record

Following stock transactions by officers and directors of companies in radio- and television stations have been reported by Securities & Exchange Commission:

Amex Corp.—Murray Innes Jr. disposed of 1,000 sh. leaving 4,008. He also holds 1,647 sh. through trusts.

Radio Corp. of America—Elmer W. Engstrom acquired 500 sh. for total 2,593; Vincent deP. Goubau disposed of 600 sh. for total 1,076; Joseph M. Hertberg disposed of 114 sh. leaving 16.
Philco calculates the chill in your glass

with the Remington Rand "99" Printing Calculator

"It takes a lot of figurework to transform blueprints into refrigerators and vacuum tubes," Philco Corporation reports. "We solve figurework quickly and accurately with REMINGTON RAND "99" Printing Calculators."

From tiny transistors to huge communications and consumer products, Philco serves the nation's homes and industries. At Philco Corporation, you'll find "99" Calculators in the Electronics Accounting Department, Finance, Industrial Division, etc. They're certain of first-run accuracy because the "99" prints all essential factors and the answer on tape (factors in black, answer in red ink). Worth two machines, the "99" Calculator also works as an adding machine.

$6.68 a week after small down payment, much less with trade-in. Contact your local Remington Rand Office or write for folder C1152, 315 Park Avenue South, New York 10, New York.

PRINTS THE ANSWER PLUS YOUR PROOF

Remington Rand
DIVISION OF SPERRY RAND CORPORATION

BROADCASTING, November 16, 1959
OUR RESPECTS TO . . .

Martin Ransohoff


It has been a year of milestones for the producer. Last February his firm was listed on the American Stock Exchange. A week earlier a facilities exchange deal was announced by Filmways and Warner Bros., creating the biggest commercial-industrial film combination in the world.

And it has been a year of continued expansion for a $4 million firm (in annual sales) that Mr. Ransohoff co-founded seven years ago with $200 capital. Filmways, responsible for a lion's share of the blue chips in TV commercials, doubled its sales every year for four years. But on its present scale, "we won't be doubling any more," says Marty Ransohoff.

Getting Aloft • From its start in a Manhattan loft ("a real Clownsville, U.S.A.," the president reflects), Filmways has fought its way to the top of the highly competitive commercial-industrial film business. (Co-founder Edwin Kasper left the firm in 1957.) Besides the new studio, Filmways has several other studios and cutting rooms in constant use around New York and in Hollywood. (Executive offices are at 18 E. 50th St., New York.) Besides commercials, the firm has industrial films in regular production and this year went into television programming through its subsidiary Filmways TV Productions in Hollywood. Its 21 Beacon Street was a top-rated summer replacement show that now is being prepared for further exposure.

Martin Ransohoff doesn't have much to say about himself. The subject apparently bores him. But ask someone else in the business and you'll get a voluble reaction. Stock adjectives: dynamic, energetic, quick, ambitious—all the ones brought into play when you're talking about a man who has scrambled to the top of his field in a few years.

When Filmways Inc. was listed on the American Stock Exchange last February, Martin Ransohoff was at 31 the youngest president on any exchange.

Pressed for facts about himself, Mr. Ransohoff will admit to being born July 7, 1927, in New Orleans, and going to Wooster School in Danbury, Conn., and later to Colgate U., Hamilton, N.Y. He was graduated in 1948 with a B.A., majoring in English and history. He played varsity baseball and was a member of Phi Gamma Delta social fraternity.

After school came several jobs, a "groping" period that turned out to be valuable background. He had found his niche by the time he joined Caravel Films (now Transfilm-Caravel) in New York, where he put in two years as salesman, writer and producer before going into business for himself in 1952.

Birth of a Salesman • Martin Ransohoff is a man thoroughly grounded in sales. He served an apprenticeship in the most basic form of the art: door-to-door. Of a period spent peddling housewares he says, "The 2½ years I spent at that was the greatest experience of my life. All selling is easy after that. . . . Probably it contributed more to my success than any other factor—reading, writing, any of it. . . . It's a real tough school of business—any business." He also has sold automobiles and food and worked in an advertising agency. But without reservation he credits the door-to-door period as the most valuable in preparing and selling—"better experience than high school or college and the rest of my education all rolled into one."

An advertising film contractor will tell you that Marty Ransohoff is the quickest estimator in the business. He's been known to look at a storyboard and give an immediate estimate that held up within 1% after bookkeepers spent three days checking it out with adding machines.

This is the ability of a man who knows the work inside out. He has worked every step along the film production line from the idea until it's in the can. Until recently he kept his hand in directing and writing. He'd like to continue but says it's impossible when you're working for more than 1,000 stockholders.

Stockholders (they include many Filmways employees) can be assured the firm's management is all but a round-the-clock preoccupation for the president. He puts in a 14-hour day, leaving the house before many executives arise. He comes home at 8 to 9 p.m. About one week out of four is spent at Filmways-Hollywood Inc.

Filmways' commercial credits can be seen practically any time a TV set is turned on. Crews, used to location work in a bizarre location an agency producer can conceive, got a real workout last year on a round-the-world job for Ford. They traveled more than a million man-miles in 130 days to turn out 30 commercials and several documentaries.

Equipped for Easterns • Back on the New York front, announcement of the giant new studio was greeted enthusiastically by Mayor Robert Wagner and others concerned with keeping the East in the film business. The new building at 127th St. and Second Ave. houses two studios, each 100x100 feet, equipped for both film and tape. An adjoining building is being remodeled for equipment and storage.

Home for the Ransohoffs (she was Nancy Hope Lundgren) is Darien, Conn., where they live with their four children, Peter, 7, Karen 5, Steven and Kurt, twins going on 2.

Golf is the only hobby for which Mr. Ransohoff takes time. He shoots in the high 70s with a six handicap. He is a member of the New York Athletic Club, the Phi Gamma Delta Club of New York and the Temarack Country Club, Greenwich, Conn.

Mr. Ransohoff started in business at a time there were a couple of hundred companies slugging it out in commercial production. Today the field is down to 10 that do 60-70% of the total volume in the country. Of these, Filmways is dominant, turning out, in affiliation with Warner Bros., a gross output of more than $6 million a year.

What's left for Martin Ransohoff, who in five years went from scratch to the top of his business? Says another film man: "There's no limit to where he can go."
The crisis and its cures

In all its history broadcasting has never faced a crisis as severe as the one precipitated by the television quiz hearings.

The crisis will get worse. It will involve radio as well as television and stations as well as networks. In Congress and in government agencies the investigations of broadcasting have only begun. Some of those to come may well exceed the quiz hearings in their impact on the public. Never has the climate in government been more hostile to radio and TV.

It is a climate that can breed hysteria and irrational reactions that could seriously diminish the effectiveness of broadcasting.

It is also the kind of climate in which statesmen are born. If statesmanship wins over panic, broadcasting will emerge stronger, more dynamic, more important than it was before the quiz mess boiled over.

It seems to us that there are two main directions in which broadcasting must move if it is to capitalize on the maturing experiences through which it now is going.

Internally, the main components of broadcasting—the networks and the stations—must assert their authority and responsibility over their entire program output.

Externally, broadcasters must move at once in a massive group effort to take the initiative in government relations. There has suddenly been created an unprecedented opportunity for broadcasters to lead the way in shaping a national policy on broadcasting. This opportunity will be lost, and indeed could be turned into a disaster for radio and television, if broadcasters themselves do not immediately organize to take advantage of it.

These adjustments will be discussed separately below.

The internal reorientation of networks and stations will require basic changes in the viewpoints of both those who run and those who use the television and radio facilities of the United States.

As reported elsewhere in this issue, a good many of the users of these facilities are not willing to relinquish the tight controls they have been accustomed to exercise over programs. Our surveys of advertiser sentiment indicate little support—at this point—for the proposal that advertisers should get out of the program business.

Broadcasters, especially the networks, foresee practical difficulties of immense proportions in any attempt to centralize their authority over programming.

For another thing, the networks fear antitrust reprisal. This is a wholly understandable fear. One of the main arguments used before congressional committees and in the FCC's own Network Study report to support the contention that networks are violating antitrust laws was that they were excluding independent program producers from the air. The tighter the controls that networks exercise over their program schedules, the better that argument becomes—if anyone in a position to enforce the antitrust laws wants to make it.

Yet it is possible, we suggest, for broadcasters to work out a way to take control without risking wholesale defections by advertisers or antitrust prosecution by the government. The way is that of evolution—the gradual application of a firm policy—rather than a convulsive seizure of authority.

Piece by piece the networks and stations must reclaim total editorial control. This does not mean they must or could absorb the total job of program production. But they must gradually condition advertisers to the idea that television is no more the property of advertisers than the editorial content of a respectable magazine is. They must also reach an accord with the government on antitrust application. Perhaps one device would be to assure that although the broadcaster exercised editorial control he would guarantee a specified minimum of program time to outside productions.

The broad objectives to be attained in the internal re-directing of broadcast management are clear. So are those of the external adjustments.

The FCC last week announced a sweeping inquiry into the whole field of broadcast programming and advertising and of government regulation of radio and TV.

To some, the announcement sounded like a threat. We suggest it could be converted into an invitation to broadcasters to participate, or rather to lead, in the formation of a national policy under which both radio and television could grow to new importance. This will not come about, however, without a mass effort of unprecedented size and unanimity on the part of all networks and stations. The job cannot be done piecemeal or with diverse measures of enthusiasm among the components of radio and TV. Neither can it be done if it is not begun at once.

Without delay there must be formed a task force of broadcasters to assemble the facts and formulate proposals for presentation in the forthcoming hearings of the FCC.

We do not think it at all unrealistic to suggest that this task force should address itself to the huge job of drafting a new Communications Act. This would occupy the full attention of a substantial staff operating at full speed. Yet we can think of no other efforts short of that which would take advantage of the opportunity that the FCC has offered.

There is no time to form a new broadcaster association or to find new leadership outside broadcasting for the purpose of executing this great effort. The work must be done within existing structures which is to say within the only organization that now embraces both stations and networks and both radio and TV—the NAB.

The future of the NAB and indeed of all broadcasting will be determined by the response which is made to the FCC invitation. If that response is not immediate and vigorous, the NAB will lose much of its reason for being.

Drawn for Broadcasting by Sid Hix

"It's the product you hear so much about on television."
Bill, Charlie and Tovarish

This cozy little scene at Coon Rapids was one of the few times everybody slowed down long enough for a still shot—and guess who got in the picture? At far right is WDAF Assistant News Director Bill Leeds. Center (with glasses and camera) is WDAF News Photographer Charlie Campbell. The older gentleman (left) in the light suit and medals is a prominent mining engineer from abroad. His movements figured big in the news at the time—so Bill and Charlie were getting on-the-spot coverage.

Wherever the news is, WDAF will be there. How else could we have become known as the best news station in the Heartland?

Radio representatives: Henry L. Christal Co., Inc.
TV representatives: Harrington, Righter & Parsons, Inc.

WDAF SIGNAL HILL
RADIO & TV
N B C K A N S A S C I T Y, M O.
A SUBSIDIARY OF NATIONAL THEATRES AND TELEVISION, INC.
First in total homes and first in total ADULTS, both men and women, all day long.* First in Salt Lake 4 County Area (Salt Lake, Davis, Weber, Utah Counties.)**

*Pulse Audience Composition Study, Salt Lake City, July, 1959.
**Pulse Salt Lake 4 County Area Total Audience Study, July, 1959.