Networks on the ready-line for fall battle of ratings
How major auto makers spent their tv money in '59
Little solace for radio-tv at NAB Chicago sessions
Equipment wonderland: bright spot of convention

See Duke Snider battle Hank Aaron on

"HOME RUN DERBY"

starring MICKEY MANTLE • ERNIE BANKS • GIL HODGES
FRANKIE ROBINSON • WILLIE MAYS • GUS TRIANDOS
ROCKY COLAVITO • EDDIE MATHEWS and many others.

SOLD!
SCHLITZ BEER • INTERNATIONAL HARVESTER
CONSOLIDATED CIGARS • JOHN LABATT, LTD.
and many more.

ZIV-UNITED ARTISTS INC.
488 Madison Ave., New York 22, N. Y.
Things looked bad for the Ice Capades Show in Sioux City last February. Winter storms and flu hit the city at the same time, and the wrong time. But mail orders from surrounding counties saved the day. People came from as far as 150 miles from parts of four states. The 10 Ice Capades shows drew near-capacity houses in spite of the weather and flu! The majority of the promotion budget was spent on a saturation spot schedule on KVTV Channel 9. As Bill Hawkins, promotion director for the Harmon-O’Laughlin Enterprises stated: “With things against us the way they were I give TV, especially KVTV, the lion’s share of the credit for saving the show.” More proof that no matter what time it is — day or night — more people in the Sioux City area watch KVTV.
The king of the Golden Triangle takes all three mid-Michigan markets with a city grade signal and gives you the jump on 46% of the state's population (outside Detroit). Nationally 11th in Retail Sales*, 26th in TV Households**, Check these facts with Venard, Rintoul & McConnell, Inc. Your move!

*SRDS Consumer Market Data
**Television Age 100 Top Markets 11/30/59

WILX TV
SERVING MICHIGAN'S GOLDEN TRIANGLE

WILX is associated with WILS - Lansing / WPON - Pontiac
There's a story of sales-security for your product in this far-reaching Channel 8 market. Here are prospects with money to spend. But, more potent is the fact that station WGAL-TV delivers an audience which is greater than the combined audience of all other stations in its coverage area. (See ARB or Nielsen surveys.)

WGAL-TV
Channel 8
Lancaster, Pa.
NBC and CBS

STEINMAN STATION
Clair McCollough, Pres.
Triangle's quote ▲ KFSD-AM-TV San Diego is earmarked for acquisition by Triangle Publications. Property (ch. 10 KFSD-TV on air since 1953, and 5 kw 600 kc KFSD established in 1925) is owned by Newsweek magazine, 46.22%, and Fox, Wells & Rogers, 42.55%. Price believed to be in neighborhood of $7 million, with transaction understood to have been negotiated through Howard Stark, broker.

Triangle, in addition to Philadelphia Inquirer, TV Guide and associated publications, owns WFIL-AM-FM-TV Philadelphia, WFBG - AM - TV Altoona, WLYH-TV Lebanon, all Pennsylvania; WNDE-AM-FM-TV Binghamton, N.Y.; WNHC - AM - FM - TV New Haven, Conn., and KFREE-AM-TV and KRFM (FM) Fresno, Calif. All tv outlets are vhf except WLYH-TV. Fresno may become uhf under pending FCC proposal (BROADCASTING, March 28). Acquisition of KFSD-TV would give Triangle full portfolio—five v’s and two u’s.

Make haste slowly ▲ Although several hundred names have been advanced to NAB selection committee for late Harold Fellows' successor as NAB president, there's little likelihood that fast action will be taken. Under chairmanship of Howard Lane (KOWC-AM-TV Portland) eight-man committee is screening suggestions and is soliciting more. If right man emerges, committee could move swiftly in making its recommendation to combined boards, but best guess is that several weeks—maybe months—may elapse before crystallization. Nominees include many figures in public life, leading broadcasters, members of Congress, judges and attorneys.

More than cursory thought is being given to dual top echelon of NAB, with policy-level president and administrative-level executive vice president. There's also suggestion, favorably received in some quarters, that board chairmanship (Mr. Fellows held dual role of chairman and president) be rotated annually among top broadcasters as is done in other associations. Recipient of distinguished service award (Cliff McCollough, chairman of temporary regency, was this year's selection) would automatically become board chairman.

ABC's option ▲ ABC-TV's placement of one of its "Doerfer plan" public service half-hours in 7-7:30 p.m. slot (EXPOSITION on Tuesdays) is being branded breach of faith by representa-tives of both CBS-TV and NBC-TV. Those critics feel there was gentleman's agreement to put public service commitments into normal option time, as CBS and NBC have done. ABC-TV says it's amending station contracts to bring 7-7:30 into network option time on Tuesdays. It argues that this series of "bits to famous places ought to be available to youth as well as adults and says that, indeed, possibility of thus revising option time for public service show was discussed with ex-FCC Chairman John Doerfer in presence of top CBS and NBC officials and that they did not protest.

Harris and Sec. 317 ▲ Subject of sponsor-ship identification is going to get airing even before May 2 deadline for comments on FCC's controversial March 16 interpretation. It is integral part of HR-11341, introduced by Rep. Oren Harris (D-Ark.) just two weeks ago and among batch of bills to be considered by Mr. Harris' House Com-merce Committee tomorrow (story page 92). Lead-off witnesses are FCC commis-sioners, and bill's Sec. 317 revisions are bound to be related to FCC's action.

Congressman Harris' bill goes step beyond FCC posture on definition of payment or consideration. Bill identifies use of "property" as payment—which would mean that any material given to station would have to be counted as commercial (free records, for example). This is doubly dangerous to broadcast-ers for passage of bill would freeze FCC's present position into statute.

UPI and tape ▲ New audio tape serv-ice for radio stations is being developed by United Press International. There was test run last week when taped inter-views of eloping heiress Gamble Ben-dict and Andre Porumbeau was of ferred to UPI radio clients and taken by some 30 stations. Tape service, expected to start later this year, will deal primarily with news-feature material and will be handled by mail.

Catv empire ▲ TelePrompTer Corp., which now owns four community an-tenna systems in mountain states plus one microwave relay, is in final negotia-tions for four additional systems and has options on 11 others, plus two addi-tional microwave relays, according to Irving B. Kahn, president. Aside from independent operation of catv's, it's presumed that TelePrompTer, which is partly owned by Western Union, contemplates tieing in service eventually with its closed circuit operations in major markets. While no estimate of investment was given, it's known to run substantially into seven figures.

TelePrompTer Corp. has repurchased its European licensee, TelePrompTer Ltd. of London. Company will serve as headquarters for European and over-seas operations in closed circuit and related areas. Company also is entering Asiatic field, according to Mr. Kahn, who has just returned from round-the-world trip, with emphasis on under-developed nations.

Watch for fm ▲ There's one problem confronting fm broadcasting that may temper new enthusiasm for medium fol-lowing NAB convention: With number of stations doubling, tripling and even quintupling in many markets, there may be temporary downswing in average time sales. But fm's supporters figure medium will recover through sheer momentum of spirited selling, attractive programming and growth of circulation.

Last-minute escape ▲ Goar Mestre, Cuban broadcasting executive and busi-nessman, got out of Havana one hour before his properties and accounts were impounded and taken over by Castro government. Details are not revealed, but he is now in United States. Mr. Mestre, well known to American broad-casters and heretofore regular attendant at NAB conventions, did not make Chicago sessions. Mrs. Mestre, an Argentine citizen, is applicant for new tele-vision facility in that republic, and Mr. Mestre may build that station while awaiting outcome of events in Cuba.

Inflation note ▲ Elroy McCaw's WINS New York independent is object of many acquisitive attentions. Reports were current last week that offers as high as $10 million had been made for station which was purchased by Mr. McCaw for $450,000 in 1953.

Network breather ▲ Shift of House Oversight's Dick Clark hearings from tentative April 21 hearing to April 26 set some observers thinking last week Chairman Harris might shoehorn in hearings on network regulation bills (HR 11340, others) April 20-21, after Congress returns from Easter recess. But network sources say they had reasonable assurance network regulation bills won't be heard until May. If that schedule pans out, networks are reason-ably safe from regulatory legislation now. Congress hopes to adjourn in June.
ELECTED in a LANDSLIDE by your best customer (the woman viewer)

NIELSEN* 46.7% share of Women Viewers
*Nov. thru Dec. 1959 9 AM to 5 PM
WJBK-TV 45.7% Station A 24.8%
Station B 18.9% Station C 10.6%

Call KATZ for the complete "Tabulation of Women Viewers"

The 1960 Presidential race understandably is a major topic of conversation in Detroit as elsewhere. But in daytime television in Detroit, women viewers already have voted overwhelmingly for WJBK-TV. According to Nielsen’s two-month figures, it’s Channel 2 almost 2 to 1 over the closest competitor, with proportionately lower cost per thousand.

in DETROIT you know where you’re going with WJBK-TV

A STORER STATION • CBS • CHANNEL 2
WEEK IN BRIEF

East is east and west is west • The twain never meets because "coasts prejudice" is so deeply rooted that there is little hope for any sort of empathy between the Madison Avenueer and the Sunset Boulevarder. Not only are neuroses different, but clothes, women, booze and other hobbies seem to take different forms and shapes east and west. But there's a chance for a happy marriage between Hollywood producers and New York tv experts according to John G. Cole, senior tv producer, Sullivan, Stauffer, Colwell & Bayles, N.Y., (but recently transferred from Hollywood) in this week's Monday Memo. Page 22.

Networks setting up fall battle lines • Tentative plans reveal fewer westerns, more situation comedies. CBS plans more specials. Page 27.

ABC-TV hails gains • Affiliates in peppy meeting hear progress reports, see blueprints for 15 new nighttime programs. Page 28.

NBC-TV reveals its fall plans too • Affiliates told network plans to spend $120 million putting fall shows together. Page 30.

Automakers set record in 1959 • They spent $48 million in tv. Spot tv tripled over previous year as network spending dropped $4.5 million. Page 30.

BBDO pleases Pepsi • After month of examining agencies, soft drink advertiser selects BBDO to replace Kenyon & Eckhardt agency for estimated $10-12 million account. Page 34.

The confusing Chicago story • NAB holds biggest, best-attended convention in history. Broadcasters returned home just as confused, however, about the FCC's recent Sec. 317 interpretation. Pages 46-82.

Tv networks gross 10.9% more • January 1960 total network gross billing hits over $57.7 million. Page 83.

WFCC gets it again • The agency gets another full scaled investigation. This time its the House Independent Offices Appropriations Subcommittee quizzing commissioners on the 1960-61 budget. Page 84.

Credit where it's due • Rep. Emanuel Celler, who's tilted lots of lances at broadcasters, this time tilts his hat to nine New York stations. Page 90.

Equipment: automation spreads • Exhibition hall at the NAB convention clearly displayed how automation is mushrooming as the equipment design answer to rising manpower and maintenance costs. New interest in fm and color tv also was evident. Electronic editing of video tape and other innovations displayed. Page 94.

Big settlement • Musicians accept $3.5 million offered by American Federation of Musicians to settle trust fund policy case. Page 102.

Whip cracks in Canada • Board of Broadcast Governors limits border outlet CKLW-TV Windsor, Ont.-Detroit renewal to one year. Takes others to task for non-Canadian programming. Page 105.
35 YEARS OF RADIO WITH A REASON

WTIC

50,000 WATTS HARTFORD CONNECTICUT

SERVING SOUTHERN NEW ENGLAND
Bartlesville pay tv firm may try again

Man who stubbed his financial toe in pay tv test in Bartlesville, Okla., wants to try again after studying new facets of Toronto's experiment.

Video Independent Theatres Corp., which operated unsuccessful pay tv experiment in Bartlesville in 1957, is negotiating with International Telemeter Co. for Telemeter franchises in as many as 36 cities and towns in Southwest, including Bartlesville.

Henry Griffing, president of Video Independent Theatres, told news conference in New York Friday (April 8) that he had "just returned from Toronto" where he had studied Telemeter's Toronto wired pay tv operation and is convinced that this "was the most exciting and revolutionary entertainment innovation since the advent of talking pictures." He said he had permits to operate pay tv systems in 36 municipalities.

Louis A. Novins, Telemeter president who attended conference, confirmed that negotiations are in progress but would not elaborate on the imminence of agreement between Telemeter and Video Independent. He added that "We'll be able to answer with more precision shortly."

Mr. Griffing said Telemeter system is "more practicable" than Bartlesville operation because Toronto customer pays cash for each program and selects and pays for only those programs desired. In Bartlesville, he explained, customers paid monthly fee and had no choice of programming. There were no means of ascertaining how many people saw given show in Oklahoma pay tv project, he added.

Video Independent Theatres, in addition to movie chain, is multiple owner of community tv systems in southwest, including Ardmore, Altus, Mangum, Hugo and Hobart, Oklahoma; Sherman, Wellington, Childress, Port Lavaca and Memphis, Texas; Concordia, Kansas; Clarksdale and Gulfport, Mississippi. Theatre company also has major interests in KWTY (TV) Oklahoma City, KTUL-TV Tulsa and KATV (TV) Little Rock.

Station sales granted

Following sales of radio stations were approved Friday by FCC:
- WKBW-WKCO (FM)—Sold by Richard P. Mcgee to John W. and Elizabeth M. Bowman for $157,500.
- KXGY Ft. Madison, Iowa—Sold by Richard and Cecil Gillespie to Harold L. Talley for $109,300, plus $8200 not to compete within 50 miles for 10 years. Mr. Talley is majority owner of WSMM Litchfield, Ill.
- WRIM Pahokee, Fla.—Sold by Garden of the Glades Co. (Max Mace, president) to Jack Mann, Robert R. Pauley, Richard S. Jackson and Peter Taylor for $45,000. Mr. Mann owns WTYS Marianna, Fla.
- KSFN Needles, Calif.—Sold by Needles Broadcasting Co. (B. J. Fitzpatrick, president) to SBS Broadcasting Corp. (D. Shurman, president), for $35,000 with option to purchase land and buildings.
- Sale of WSHE Raleigh, N. C., by John C. Green Jr. and associates to Louis P. Heyman for $166,500 has been announced. Station is 500 w daytimer on 570 kc. Transaction was handled by David Jaret Corp. and is subject to FCC approval.

CBS remains firm in race issue denial

CBS stood firm Friday in its denial that CBS-TV camera crew had instigated racial demonstration in Nashville, Tenn., in hopes of getting films of violence.

CBS officials reiterated their position after Tennessee Gov. Buford Ellington renewed his charges, first leveled two weeks earlier. They said crew was in Nashville to film documentary on training methods used by Negroes in campaign for equal treatment at lunch counters and was not even aware that sit-in demonstrations were planned until they were under way. They "categorically" denied instigation charges, which they said were started by newspaperman who was admitted admittance to "sit-in school" which CBS crew had permission to cover.

Gov. Ellington, who rejected CBS President Frank Stanton's demand for apology for his original accusation, renewed charge on strength of state investigation which he claimed proved him right in first place.

Agency merger

Agreement for proposed merger between Anderson & Cairns, New York, and James Thomas Chirurg Co., New York and Boston, was announced Friday subject to confirmation by stockholders of both agencies. Combined billings total $11 million.

Peace treaty framed in SAG strike

Producers of theatrical motion pictures will pay actors 6% of receipts, minus deduction of 40% for distribution expenses, when films made after Jan. 1, 1960 are released to free tv under distribution agreement, according to contract announced Friday (April 8) by negotiators for Screen Actors Guild and Assn. of Motion Picture Producers. When ratified by members of SAG and AMPP, new pact will be effective retroactive to Feb. 1, 1960.

If theatrical pictures made after Jan. 31 are sold outright to tv, deduction is reduced to 10%. For movies made between Aug. 1, 1948 and Jan. 31, 1960, actors will receive no additional payment. However, producers agreed to make past-service-credit payment of $2.25 million in 10 annual installments to bring actors into line with industry pension plan in effect for other movie workers since 1953. Producers also agreed to make initial payment of $357,000 to establish health and welfare fund for actors, plus sum equal to 5% of actors' salaries up to maximum of $100,000 per actor per picture for work done after Jan. 31, 1960.

Contract permits pay tv with theatrical movies, but provides that if pay tv becomes reality, with "material effect on the theatrical box office," contract can be reopened in its final year on minimum wage rates only.

SAG will mail ballots this week to members to vote on terms of contract. Mass-membership meeting, called for April 18, will vote on ending strike against major studios, which began March 7.
Conelrad filing delayed

FCC Friday postponed deadline for comments on Conelrad attention signal standards (Broadcasting, March 21) from April 11 to June 13. This was at request of NAB (early story page 87). Commission Friday also amended rules to give non-network-affiliated stations free telephone connection to aural broadcast networks during Conelrad drill or radio alert. This provision applies only to independent stations holding FCC national defense emergency authorizations and which have connection to telephone company central office for this purpose. Network approval also must be obtained, FCC said.

Slim witness list

NAB's Vincent Wasilewski, government relations manager, was added Friday to sparse list of witnesses who'll testify at two-day House Communications & Power Subcommittee hearings tomorrow (Tuesday) and Wednesday (story page 92). ABC and NBC have no plans to testify, latter observing notice was short and was issued while everybody was at NAB convention.

President Frank Fletcher of Federal Communications Bar Assn. said FCBA's executive committee will meet today to decide on taking position on bills under study and, if so, he or Warren Baker, chairman of FCBA's legislative committee, will be spokesman.

WEEK'S HEADLINERS

Carl Burkland, veteran broadcaster serving as consultant to Television Information Office, named TIO general manager. He will serve under Louis Hausman, TIO director. Mr. Burkland, formerly CBS Spot Sales executive and executive vice-president of WAVY-TV Portsmouth-Newport News-Norfolk, Va., became TIO consultant last December. He previously served as general manager of WTOP Washington D.C.

Robert A. Schmid, vice-president of Headley-Reed Co., New York, station representative, appointed executive vice-president and I.N. (Jack) Hardingham, promoted from vice-president to senior vice-president. Mr. Schmid, who joined Headley-Reed in 1959, is in charge of station development. Earlier he had been vice-president of RKO General and Mutual from 1945-58. Mr. Hardingham has been with Headley-Reed since 1950 in various executive capacities and earlier had been on sales staffs of WOY New York (now WADO) and NBC.

Robert M. Weitman, vice-president in charge of independent productions for CBS-TV, appointed vice-president in charge of television production for Metro-Goldwyn-Mayer, Culver City, Calif. The appointment was said to point up "increasing emphasis on television activities by MGM." Mr. Weitman joined CBS-TV in February 1956 as vice-president in charge of program development and earlier had been vice-president in charge of network programming and talent for ABC. George Shupert is vice-president in charge of television for MGM in New York.

For other news of people see Fates & Fortunes
IMPACT

In this San Francisco Bay Area through local interest in Sports, News and Personalities.
"East Side, West Side,"
"All Around the Town..."

AN OPEN LETTER TO DETROIT RADIO TIME BUYERS AND AD AGENCY EXECUTIVES

This is the story of the invisible Trojan Horse which rides the air waves of metropolitan Detroit, energized by kilowatts and kilocycles. He is an invisible enigma who would construct invisible barriers to limit the proved expanse of our radio waves. He presents to you a dramatic and presumably plausible story of our coverage limitations. He presents, in fact, everything but simple proof... the simple proof of turning on your AM radio during the daytime and tuning it to 1310.

Our Sales Representatives who regularly call on you have recently (we say "recently"... because for 13 years you have been buying us)... have recently been "snowed" with a new... and dangerously inaccurate "East Side Story" concerning the coverage of WKMII. When the story finally assumed proportions short of libel... here's what we did:

Jack Sitta (National Sales Manager, WKMII) and Bill Cartwright (Detroit Petry Representative) started out one cold Saturday morning to visit the homes of seven prominent Detroit Time Buyers and Agency Executives who live on the East Side. They were in a betting mood and were armed accordingly. They were also armed with a Six-Transistor Radio.

Their bet: That they could tune in WKMII clear as a bell in every one of these homes, even beyond Grosse Pointe, way out to St. Clair Shores. In no instance did they have to pay off on the bet. ** In every instance, WKMII came in "loud and clear."

Moral: Time Buyers listen to a lot of salesmen. ** Many of them are good salesmen. ** Sometimes the enthusiasm of the pitch can cloud the facts. Yes, and sometimes... a Trojan Horse gets into the act and does a real disservice to radio—and to selling in general.

WE THOUGHT YOU'D BE INTERESTED

In knowing the locations of the east side friends and neighbors in whose homes Jack and Bill visited on Saturday, March 5, 1960—and where, without exception, WKMII was received "loud and clear." We didn't select where these people live; they did:

1. Cal Nixon, Young & Rubicam, Inc., 22037 Grossedale, St. Clair Shores
2. Judy Anderson, McCann-Erickson, Inc., 13585 Cedargrove, Detroit
3. Art Wible, Mason, Inc., 1012 Buckingham Rd., Grosse Pointe
4. Ron Post, Ross Roy, 6126 Farmbrook, Detroit
5. Carl Hassel, Ross Roy, 445 Roland, Grosse Pointe

"East Side, West Side, All Around the Town"...

WKMII
THE CBS STATION
BLANKETS DETROIT

"East Side, West Side,
All Around the Town"...

This Ad appeared in the Detroit News,
Times and Free Press the week of March 14th.

Represented by EDWARD PETRY & CO., INC.
**WALB-TV**

**the only primary NBC outlet between Atlanta and the Gulf!**

- WALB-TV is the only hometown station serving Albany, South Georgia's only metropolitan market.
- Grade "B" area also includes Thomasville, Valdosta, Moultrie, Ga., and Tallahassee, Fla.
- Over 750,000 people with $739 million spendable income!
- 316,000 watts . . . 1,000 foot tower!

**RAW TEXT END**
KRON is TV in SF

San Franciscans are sold on KRON-TV

#1 TV STATION FOR 25 CONSECUTIVE MONTHS

(SAN FRANCISCO CHRONICLE • NBC AFFILIATE • CHANNEL 4 • PETERS, GRIFFIN, WOODWARD)
TOP PRO GOLF

FIRST RERUNS OF ABC-TV
“ALL-STAR GOLF” NOW AVAILABLE FOR LOCAL SALE
DEC. 1959 RATINGS
MARKET BY MARKET

<table>
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<tr>
<th>Market</th>
<th>Rating</th>
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<td>Tulsa, Okla.</td>
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One hour of action-packed thrills—catching millions of viewers at the height of their golf enthusiasm!

Built-in sponsor loyalty during the big sportswear, beverage, outdoor living and spending season.

Released market-by-market just two weeks ago...42 top markets already closed.

For details—wire or call

WALTER SCHWIMMER, INC.
FRanklin 2-4392
75 East Wacker Drive, Chicago 1, Illinois
“The cashier slipped and caught her foot in a loose basket of money...

...now we are $12.60 short.”

“... but it’s a small price to pay for the entertainment,” concludes the manager of a Fort Wayne company, in a tongue-in-cheek fan letter to Ann Colone.

The Ann Colone Show (WANE-TV, weekdays, 1 to 1:25 p.m.) includes burlesqued as well as conventional physical exercises, interviews with visiting firemen, occasional cooking sprees, and, on one memorable occasion, an unscheduled bout with a chimpanzee that tripped her on a mike cord.

“Ask stout lady giving instructions to please join in...” “My tv picture’s off but I still hear sound... hope you do hair-curling part again when set’s fixed...” “My specialty is spaghetti... I get the real cheese at your brother’s grocery.

...” (From real, live letters; Ann’s brother hasn’t written, but we understand he also approves.)

The Ann Colone Show is daily confirmation of the vitality of local, live daytime tv. It takes its viewers (85% women) out of the kitchen, provides color, humor, and serious information, draws an audience double that of either of two competing network shows. It typifies the Corinthian approach to programming—that it is not enough to rely on network service, even when it is as good as CBS makes it. Corinthian stations create their own programs to meet specific regional needs and tastes. This builds audience loyalty, wins viewer respect, helps make friendly prospects for our advertisers.

Responsibility in Broadcasting
The other way around

EDITOR: Your good publication saw fit to report in some detail on the speech by Paul Morgan, Campbell-Mithun vice president and head of our Los Angeles office, to the Southern California Broadcasters Assn. (Broadcasting, March 21).

Due apparently to a "lost line," you quote Mr. Morgan as saying "... saturation radio is ... perhaps the number one mistake advertisers make in Los Angeles ..."

Actually, Paul Morgan said just the opposite. To quote:

"... Saturation radio for mass-consumed products such as food gets buyer action! We have proof on this in product after product. ... Don't undersell radio. Try to help the advertiser budget enough dollars to do the job. In my opinion, underbudgeting is perhaps the number one mistake advertisers make in Los Angeles."

The misquote places us in a position of seeming to talk against something we believe in strongly. Walt Angrist, public relations director, Campbell-Mithun Inc., Minneapolis, Minn.

Drug market potential

EDITOR: I was very interested in the announcement in your issue of March 7 (page 40) entitled "Drug market." It appears that a great opportunity awaits broadcasters in small and medium-sized communities for this kind of commercial traffic.

Our experience in a market of approximately 230,000 may be of interest: we learned that the average local drug store spent some $50 a year for advertising; we discovered that no commitments could be made by the local Pharmaceutical Assn. We were required to solicit some 80 drug stores individually ... .

In March 1957, NBC ran a tremendous 30-day promotion on a public-service basis for the local druggists of the nation. It appeared to furnish the ideal vehicle for my initial efforts with the druggists. Some 70 elected to supplement the promotion with minute spots ... the average expenditure was $30. With an assist from one of the local suppliers we topped $2,500 in a category completely new to our station.

With our broadcast of Yankee baseball games beginning in mid-April, it was comparatively easy to capitalize on my many new contacts. A 30-minute program preceding the games was completely bought out by the druggists for the season. Some of the initial commitments are still in effect. The total budget for each drug store on our station starts from $180 a year and goes upward to include 20 or 30 clients who spend in excess of $250 a year.

Warning: Before the presentation, the decision must be made as to whether the promotion will be open or available only to the local Pharmaceutical Assn. members.—Joseph P. Kimble, Sales Manager, WSCR Scranton, Pa.

Criticism is two-way street

EDITOR: Agency media director Clay Rossland (Campbell-Mithun Inc., Chicago) charges because newspapers are competitive to broadcasting press viewpoints "are not necessarily unbiased" (Monday Memo, page 20, March 21). True!

Most Detroit critics I know, jolly old Andy Wilson (radio-tv, Times), twirling brush-cut J. Dorsey Callaghan (drama, Free Press) and amiable John McManus (books, News), for example, are biased in favor of the media they criticize.
If they weren't they'd be raving mad men. Is agency-man Rossland so accustomed to subservience he can't understand the simple fact of the press that most editors and publishers wouldn't dream of asking critics to slant their stuff?
Point in example: Harvey Taylor writing in Detroit Times of Civic Light Opera (big deal, now defunct, project underwritten by most big Detroit advertisers): "Last night's production may not have been light, and it cer-
EDITOR: I was most interested in Clay Rossland's comments (MONDAY MEMO, March 21) on the fact that no broadcasters criticize the newspaper industry in the same way in which they (the newspapers) criticize the broadcasting industry.

However, I am wondering if Mr. Rossland is aware that a Cincinnati radio station (WSAI) is engaging in just this sort of activity. Several times a day either the news director or the general manager devote time to comment on the two Cincinnati newspapers. The comments are not always critical, but they are usually very good.—RICHARD H. Gleich, WMUB (FM) (Miami U.), Oxford, Ohio.

EDITOR: Clay Rossland's MONDAY MEMO is as welcome and refreshing an article I've come across in some time . . . I'd appreciate permission to use all or part of Mr. Rossland's article on one of my future programs and, if possible, for insertion in an area newspaper or two. It's worth a try.—Bert Getzug, KBRK Brookings, S.D.

Permission granted providing the article is not quoted out of context and full credit is given.—THE EDITORS.

Sen. Proxmire gives his views

EDITOR: In all fairness, I would appreciate it very much if you would print some of the testimony which I did in fact give to the House Committee on Interstate & Foreign Commerce on the bill for a code of ethics for regulatory agencies . . .

I'm delighted that you have highlighted this situation, but I feel very strongly that your presentation (BROADCASTING, March 28) has been about as unfair and unbalanced as it can possibly be.

I'm enclosing a complete text of my remarks before the House Committee on Interstate & Foreign Commerce . . .

You will notice that I explicitly say that a Senator not only can call on bureaus, agencies, etc., but that I in fact do it myself, that I consider it a duty . . .

You will notice that at no time did I ever say that Senators or Congressmen should not approach or write federal agencies . . . You will notice that I also claim that it was very important that the Senator make such a contact in some form which could be made public. This is exactly why I wrote a letter to the chairman of the FCC instead of following a much more convenient and easy practice of making a telephone call. You will also notice that these letters which I have written are in fact public record and publicly available . . .

In the light of all this, where is the contradiction between my testimony and my actual policies as represented in my letters back in 1958? Further let me ask you where there is any improper or unethical conduct on my part?

You will notice that in the course of my testimony before the [committee] I not only urged the adoption of an ethical code for the regulatory agencies. I also said that I strongly favored a separate bill to provide a code of ethics for the Congress to prescribe members of Congress from accepting hospitality from lobbyists just as in my judgment members of federal agencies should be proscribed from accepting hospitality from people who have business before their agencies. —WILLIAM PROXMIRE, U.S.S.

Pay for not watching

EDITOR: The current hassle between cartoonist Al Capp and his New York telephone company over being charged extra for not being listed in the telephone directory has potentialities.

For instance: pay TV is obsolete before getting started. The idea should be to make people pay for not watching at all. Then the pollsters could determine what program people are willing to pay not to watch and thereby assemble some meaningful statistics. The FCC could then determine what stations are fulfilling their undefinable "public interest" phrase by assuming that the stations doing the best job of keeping people away from the degrading influence of TV must be doing so in the public interest." This is merely the reverse negative logic the commission has applied in other decisions.

BBDO could buy space in newspapers to inform the public of the public service their clients were performing by buying time on the TV stations that the public was paying for the privilege of not watching.

And the "new Confederacy" could solve their right-to-vote dilemma by simply instituting a high non-poll tax for the privilege of not voting. . . .

—LEWIS SHERLOCK, DENVER, COLO.
TAMPA - ST. PETERSBURG
ONE OF AMERICA'S 10 FASTEST GROWING MARKETS

- 10,000 watts...twice the power of any other station in the market
- Delivers the market at the lowest cost per thousand
- Total coverage area delivers the big plus market of 21 rich Florida counties

Represented nationally by
GILL-PERNA
CONSOLIDATED SUN RAY STATIONS
WPEN, Philadelphia ... WSAI, Cincinnati ... WALT, Tampa

BROADCASTING, April 11, 1960
MONDAY MEMO
from JOHN G. COLE, senior tv producer, Sullivan, Stauffer, Colwell & Bayles, New York

Which city do you dig?

For 25 years, more or less, broadcasters and advertising men have been traveling back and forth from coast to coast, interchanging talent with client, agency with producer, salesmanship with showmanship. Has this quarter of a century brought the two coasts together in terms of opinions, attitudes and ideas? Well, according to a completely partial survey based on unsubstantiated and irrelevant information the answer is: "Well, hardly!" The East just doesn't dig the West, and visa versa. Jet or no jet, the coasts are still as far apart, opinion-wise, as they were in the days of the covered wagons.

And why not? What Southern California broadcaster in his right mind is going to know or care very much about "optimum productive marketing mix" (don't ask us what it means) "new business-oriented exposure" (who's losing what accounts) "media fringe areas" and "advertising erosion factors." By the same token, the average eastern ad man is a little bewildered by strobe effects, lens densities, mat-a-scope, optical sound and registered fine grains.

But what about the world outside business? Doesn't the coast see eye to eye on everyday things like social life, friendship, the weather? Again: "Well, hardly!" New York and Los Angeles have some definite ideas about each other and some of them are pretty pithy. To wit-wise:

Weather

Hollywood says:
There are only two kinds of weather in the East—August and blizzards.
New York says:
The climate in California is fine—if you can stand sunshine 24 hours a day.

Commuting

Hollywood says:
Commuter trains are like cattle cars when you get on and slaughter chutes when you get off. I wouldn't take three hours out of my day to suffer like that if I owned the railroad.
New York says:
What would California do without the frantic freeways? Someone has to support Forest Lawn.

Amusement

Hollywood says:
What is all this nonsense about museums and art galleries? 90% of the New Yorkers don't know the difference between a fossil and a Picasso.

New York says:
They spend millions to make Hollywood the Entertainment Capital of the World, but you can't get a $4.80 ticket to a first-class play.

Television

Hollywood says:
You can always tell a New York TV program because the lighting is bad, the women homely, and the plots depressing.
New York says:
You can always tell a Hollywood TV program because the only believable thing in it is the horse.

John G. Cole began his advertising career in mid-'30s in copy dept. and radio production at Gardner Adv., St. Louis, moving to Compton Adv., N.Y., in 1939 as copywriter on Procter & Gamble. In 1941 he returned as director of Vox Pop show for Ruthrauff & Ryan. For eight years he was radio director and TV supervisor (Ellery Queen, The Shadow, Aunt Jenny, Arthur Godfrey, Big Town, Four Star Revue, etc.), the last three as head of radio-TV production for R&R. He went west in 1953 as assistant director of Hollywood office of Sullivan, Stauffer, Colwell & Bayles, but transferred back to New York last April. He is now senior TV producer for SSC&B.

Dining

Hollywood says:
Definition of a New York restaurant: A converted brownstone that needs a coat of paint. The lower the ceilings, the higher the prices.
New York says:
Hollywood is a great restaurant town if you like eating avocados in the dark.

Friendship

Hollywood says:
Even if you want to, it's pretty tough to cut through the knot in that old school tie.
New York says:
A friend in California is anyone you've done business with in the past 24 hours.

Clothes

Hollywood says:
You will never catch me walking down Madison Ave. with a rolled umbrella and a charcoal brown derby.
New York says:
If you really want to get dressed up in Hollywood, you put on a clean sweat shirt.

Business

Hollywood says:
All business in New York is conducted between 3:30 and 5:00 p.m. right after the client luncheon and just before the commuter cocktail.
New York says:
¡Mañana!

Social Life

Hollywood says:
The Connecticut cocktail party is composed of equal parts of Beefeater's Gin, Bermuda shorts and bum dialogue.
New York says:
No matter how hot it gets during the day in California, there still is nothing to do at night.

So what can broadcasters and advertisers do about this frightening spread in ideas? What can they do? They can rejoice in it! This is what creates the healthy feeling of competition that's exciting and idea-provoking.

When you get a top Hollywood producer enthusiastically combining his talents with a New York tv expert (who knows when and where to put the show) you've got a happy marriage. When a top commercial producer adds that extra touch of Hollywood know-how to a hard-hitting sales message, you've got a winning combination.

Opinion-wise, viva la difference!


BROADCASTING, April 11, 1960
HOW DOES A RIVET SOUND? Like the noisy whir of huge cranes and rising girders. Like the wham, thwack of a pile driver or the bellow of a busy foreman. Loud, rushing, prosperous noise. It's a proud sound . . . the busy sound . . . the booming sound of the remodeling of a city. Here in Baltimore, it's also the gigantic sound of the world's largest steel plant where Marylanders earn millions of dollars each year . . . spend millions of dollars each year.

Add this to the millions more earned by Marylanders in other industries and you have one of the richest most valuable markets in the country. And, right in the middle of this market is the voice of this market, WBAL-RADIO . . . a station that can iron out your clients' sales problems. It's the station that produces sales. It's a steel at twice the price! The progressive station with the Sound of Elegance, the Sound of the Sixties. WBAL-RADIO, BALTIMORE

Broadcasting in the Maryland tradition / Nationally represented by Daren F. McGavren Co., Inc. © Associated with WBAL FM-TV
PUT THEM ALL TOGETHER AND THEY SPELL CHANNEL 10, WSLS-TV IN ROANOKE, VIRGINIA. PUT THEM TOGETHER......58 COUNTY MARKET, TOTAL TV HOMES, 448,000. THE PEOPLE IN THESE 58 COUNTIES BUY THE PRODUCTS ADVERTISED ON WSLS-TV.

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Vice President........Maury Long
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good
music
pays
off...

set your sales with
SESAC RECORDINGS

BIG
6
FOR
'60

plus "DRUMMERS"*

6 sales plans to choose from. Send for complete listings on SESAC's new LP Program Service.

SESAC INC. THE COLISEUM TOWER • 10 COLUMBUS CIRCLE • N.Y. 19, N.Y.
Compliments by the sackful!

Across our desk come letters of honest and sincere praise like the letter from the Navy wife who wrote: "Your station has always afforded the finest entertainment ... we have lived in many parts of the country and never before have I enjoyed watching television as much." The satisfaction of our viewers, as expressed by the volume and content of our mail, is more impressive, we think, than any rating picture could be.

CHANNEL 10 • COCK-OF-THE-WALK IN THE PROVIDENCE MARKET
NETWORKS PRIME FOR FALL BATTLE

- A three-network scramble for tv audience begins to shape up
- There'll be decline in westerns, rise in situation comedy
- CBS and NBC still strong on specials, ABC on regular shows

The big guns with which the three television networks will fight it out for 1960-61 program supremacy were being set in place last week.

Every indication pointed to the closest fight for audience favor that television has yet seen.

ABC-TV and NBC-TV formally revealed their tentative new fall nighttime schedules in affiliates' meetings which also left little doubt that their guns were being trained first on each other. CBS-TV still had no affiliates and revealed no plans, but it was learned that its nighttime schedule is approximately three-fourths set. The basic components of this lineup are identified in the chart on page 29.

In addition to the array of regular programming, the networks were drawing up their "secret weapons"—the specials.

The Difference — Many observers thought these might be even more telling than the regular series in the battle for audience, though this thought obviously was not shared by ABC-TV, traditionally long on regular programming and short on specials and planning to maintain much the same pattern next season.

One of the things disclosed by the new program planning is what won't be back next year—at least 47 programs now on the air are missing from current drafts of the schedule.

ABC-TV will give up on The Alaskans, Johnny Staccato (also on NBC-TV now), Bourbon St. Beat, Original Amateur Hour, the Bronco and Sugarfoot combination (which may yet find its way back into the schedule), Broken Arrow, Keep Talking, Steve Canyon, Take A Good Look, Wednesday Night Fights (but ABC-TV will have Gillette's fights on Saturday), Pat Boone Chevy Showroom, Man From Black Hawk, Black Saddle, John Gunther's High Road, and Jubilee USA.

CBS-TV gave up Alfred Hitchcock Presents to NBC-TV, and will drop The Texan, Dennis O'Keefe, Tightrope, Man Into Space, The Millionaire, Kate Smith Show, Be Our Guest, Ann Sothern Show, Johnny Ringo, Hotel de Paree, Manhattan, Mr. Lucky and Markham.

NBC-TV turned in its Sunday Showcase specials series and its Friday night specials time period (while opening an hour on Monday to specials), lost Peter Gunn and the Gillette fights to ABC-TV, and dropped Alcoa-Goodyear Theatre, Law of the Plainsman, The Lawless Years, Masquerade Party, Arthur Murray, Ford Startime, Wichita Town, Johnny Staccato, People Are Funny, Troubleshooters, M-Squad, Man and the Challenge and Man from Interpol.

Westerns Down — The current standings turn up another interesting point: It looks as if westerns have reached saturation and from here on they will be fewer than in the past. ABC-TV has added only one new western this year, while dropping three of its old ones. At NBC-TV the score is reversed: Three new westerns against a single old one biting the dust. CBS-TV has plans to drop three westerns, and it's understood that there are no plans for new ones in the schedule.

And while science and other space age developments will play a big role in planned public service and documentary shows, they're waning as fictional material. Two space shows found their way into last year's schedule. Both will disappear this year, with no replacements in that category.

Mystery-detective shows are still popular, but there's no overwhelming trend. ABC-TV's adding three and dropping three. NBC-TV's adding six and dropping three. CBS-TV's dropping two at present does not have any new ones in its new schedule.

Comedy and situation comedy look strong next fall. ABC-TV's adding four, dropping one; NBC-TV's adding three, dropping none, and CBS-TV, while dropping at least two, is known to have added three already with plans for several more.

Specials Up at CBS — Specials will still be a major factor. CBS-TV is plan-
public its plans was attributed by its own officials to realistic competitive caution: A desire to (1) wait and see what the other networks have scheduled before committing its own plans, and (2) minimize the opposition’s chance to employ this same counter-programming technique against CBS-TV.

For similar reasons few people expected the schedules revealed by ABC-TV and NBC-TV to their affiliates to remain pat. Indeed, ABC-TV made one change last week, substituting an anthology for the originally scheduled D’Solitaire in the Friday-night lineup. Further changes seemed sure. But meanwhile the night-in and night-out agenda stood last week as depicted on page 29.

**Bulls on the loose at ABC-TV**

ABC-TV trotted out Henry and Edgar Kaiser, Spyros Skouras and Pete Levathes, two agency presidents, key executives of Bristol-Myers andRalston-Purina, five girl cheerleaders and the chairman of the FCC to pep up its April 3 meeting with affiliates.

Some 250 representatives of affiliates at the Sunday afternoon session in Chicago heard network executives report in football talk—a lingo especially popular at ABC-TV since its coup with the NCAA football games a few weeks ago—that their network already has carried the programming ball deep into enemy territory and now has it "first down and goal to go."

President Oliver Treyz and his colleagues had some news to break—including the starring of the high-rated Peter Gunn detective series from NBC complete with its sponsor, Bristol-Myers. The affiliates heard of 15 new programs for the fall schedule (see page 29), plus further details on the hour-long Hong Kong adventure series with which ABC hopes to buck NBC’s high-riding Wagon Train for the first time.

**Big Day** = On the money side, without going into details, Leonard Goldenon, president of the parent American Broadcasting-Paramount Theatres, reported that on one day alone, the Friday before the meeting, President Treyz had racked up $89 million in orders, or more than ABC-TV used to bill in a whole year. The figure covered both time and production costs.

Frederick Ford, new chairman of the FCC, spoke briefly at the end of the three-hour session. He said it was the first such meeting he had ever attended and that he was "much impressed." Recalling that he participated as commission counsel in the FCC hearings on the merger of a hard-pressed ABC with United Paramount Theatres in the early 1950’s, he decided both he and the network had "made some progress" since then.

Industrialist Henry Kaiser, introduced by his son Edgar, urged affiliates to get behind the new Kaiser-sponsored Hong Kong series. He called for them to support it as solidly as they had backed Maverick when that show first came up against what was then the virtually unchallenged combination of Jack Benny and Ed Sullivan (CBS-TV) and Steve Allen (NBC-TV). In putting Hong Kong against Wagon Train in the 7:30 Wednesday period, he said, "we’re tackling an even tougher objective."

But he showed no doubt that an all-out effort by the producers 20th Century-Fox Television; the network, the affiliates, the sponsor and the agency, Young & Rubicam, would make the venture as successful as Maverick has been.

"Into the Brush." If anyone, including FCC Chairman Ford, had any doubt about where Mr. Kaiser stood on the question of advertiser involvement in programming, the industrialist set them straight:

"Were Edgar and I and our associates concerned with getting into the brush of details? You bet we were! We believe that anything worthy of our going into with others deserves our organization contributing our own best, unstinted efforts. We see participation in a major national television project as demanding complete teamwork by all concerned. We need to feel that the Kaiser organizations absolutely believed in and would do our part, shoulder to shoulder, with ABC-TV and 20th Century-Fox Television and you of the stations. . . .

... Never has there been as potentially powerful a medium of reaching people’s minds as television. Yet television’s power is undermined by shoddy programs and by sloppy, ineffectual commercials. Television earns its way only as it does a top job for the people and also for the advertiser. Together, we must always do a better job right down the line. . . ."

Mr. Skouras, head of 20th Century-Fox, and Mr. Levathes, president of the television subsidiary, also appeared briefly in support of the Hong Kong project, which President Treyz described as "the most expensive weekly one-hour series in the history of ABC and, I believe, in the history of the television medium." Others estimated unoffically that the weekly cost would come to about $135,000 for production alone.

Why Guan Traveled = George Gribbin, president of Young & Rubicam, Kaiser agency on the program, and Walter Craig, head of Norman, Craig & Kummel, the other Kaiser agency, also were introduced to the affiliate delegation.

Ed Gailthorpe, vice president of Bristol-Myers, said his company’s decision to move Peter Gunn to ABC was based on ABCs “meteoric growth.” He was sorry, he said, “that we didn’t have the foresight to move sooner.” He urged affiliates to (1) clear for it and (2) promote it.

Geoffrey Baker, vice president of Ralston Purina, sketched his company’s philosophy that there’s more to television than high ratings. Ralston Purina, now sponsoring High Road, which is not slated to return next fall, will sponsor Expedition in the 1960-61 season. This is one of ABC-TV’s two half-hour entries in the all-network public-service plan worked out at the suggestion of former FCC Chairman John C. Doerfer. It is being scheduled
How next fall’s tv network schedule looks now

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<th></th>
<th>7:30-8</th>
<th>8:30-9</th>
<th>9:30-10</th>
<th>10:30-11</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABC</td>
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<tr>
<td>CBS</td>
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<tr>
<td>NBC</td>
<td></td>
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</table>

Tuesdays at 7:30-8, station time. But ABC-TV said that in return it would leave 10:30-11 on those nights open for affiliates to program locally.

Costs Cut = Mr. Baker said ABC-TV’s President Treyz had cut the sponsorship cost of Expedition “to the bone.” Ralston Purina, he said, is willing to pass up high-priced, high-rating shows so long as it can get modestly priced programs which do a job commercially. He credited television as an important factor in the company’s own growth.

Mr. Baker also said that Ralston Purina hoped to furnish material—not as a sponsor and not for credit—which would enable affiliates to present local public-service programs tied in with the Expedition theme.

ABC-TV’s second public-service entry in the three-network pact is a 26-week documentary series based on Sir Winston Churchill’s memoirs, which is set for Sundays at 10:30-11. But officials indicated there will be an increasing number of public-affairs specials. Mr. Goldenson said the public-affairs budget was being expanded “three or four times” and might be increased further.

After an opening by five cheerleaders, a story of ABC-TV growth was spelled out in a slide-film presentation by Julius Barnathan, vice president for affiliated stations, and Bert Briller, director of sales development. They said ABC-TV’s share of audience is No. 1 in the so-called Nielsen multi-network area, 24 markets where all three networks compete: ABC-TV’s share was placed at 35.1%, as against CBS-TV’s 33.8 and NBC’s 31.1. But because ABC lacks “equal station facilities” in a number of markets, they continued, it is second in national share: 33.5% as against 35.9 for CBS-TV and 30.6 for NBC-TV. Some of the missing markets: Louisville, Grand Rapids, Providence, Birmingham, Jacksonville, Rochester, and Syracuse.

Resolutions = In half-hour program ratings, the affiliates were told, their network has done “very well,” with 20 of the top 50, compared to 21 for CBS-TV and 9 for NBC-TV. Moreover, it was reported, of the 61 three-station markets ABC-TV affiliates are first in 27, CBS-TV first in 25 and NBC-TV first in 9.

NBC-TV PLANS: NEXT PAGE
NBC-TV FALL NIGHTTIME PLANS

Affiliates hear that network will spend $120 million to put its shows together

NBC-TV let its affiliates in on their fall nighttime program schedule last week (April 3), along with the news that the network would spend $120 million to put it together. The already-set inventory includes 23 new series, even though fewer than that number will find a slot in the fall.

The meeting, which NBC-TV staged in the Palm House at the same time ABC-TV was conducting its version in the Hilton (preceding story), was notable for its contrast to that other meeting. Whereas ABC-TV relied heavily on outside talent to help stir affiliate enthusiasm, NBC-TV kept it in the family.

Aside from general remarks by Chairman Robert Sarnoff and President Robert Kintner, the show was in the hands of Don Durgin, network sales vice president who briefed affiliates on the fall schedule, and Sydney H. Eiges, public information vice president, who described extensive promotion plans behind the schedule.

The increasing rivalry between NBC-TV and ABC-TV was obvious in a number of remarks sprinkled throughout the various presentations. In several asides Mr. Durgin referred to trade ads run by ABC-TV citing rating triumphs over NBC-TV, and took pains to (1) point out that the particular ratings were for limited hours in a limited number of markets, and (2) that subsequent, full national ratings showed NBC-TV ahead of ABC-TV. He also showed some rating tabulations that found westerns on NBC-TV and CBS-TV faring better than westerns on ABC-TV, “the network with the most westerns.”

Scatter Eiges* Mr. Sarnoff, in a reference to ABC-TV so clear that it didn’t need identification, said that “we will not put all our eggs into one basket that stands for a single narrow segment of programming — especially when it happens to be the kind that is under the heaviest attack. It means, among other things, that we will never take an ad depicting NBC as a rabbit.” And in an appeal to those dual affiliates which can choose between ABC-TV and NBC-TV programs, he remarked “if you walk away from World Wide 60 (now sustaining, Sat. 9:30-10:30) to take the fights (sold, Sat. 10-11), you will not only be undermining our public affairs efforts in your behalf, you will be feeding the rabbit.”

Mr. Sarnoff also had a competitive thrust for CBS-TV. While describing NBC-TV as the network with full coverage from 7 a.m. to 1 a.m., the color network and the No. 1 network in sports and news coverage, he also said it was the network that “met the challenge of recent events not by pressing the panic button but by taking sane, considered and substantial measures of self regulation and forward looking programming.”

Mr. Durgin’s presentation stressed NBC-TV’s advance in daytime billing, which he said jumped over $16 million during 1959 while ABC-TV was gaining $7 million and CBS-TV was gaining $6.8 million. This jump put NBC-TV’s daytime billings at $81,532,000, second to CBS-TV’s $92,566,000 and ahead of ABC-TV’s $29,005,000. (In over-all 1959 billings NBC-TV stood at $235,291,000 against CBS-TV’s $266,355,000 and ABC-TV’s $125,665,000.)

Mr. Durgin also described a new NBC-TV campaign to combat printed media attacks on television. He pointed out that in January this year the New York Times and Herald-Tribune carried 70 full page print media ads criticizing tv as a media buy.

Promotion Push Mr. Eiges paraded a number of new promotional techniques before the affiliates. They included “Station to Station Call” (closed circuits outlining promotion plans and featuring at least three affiliate promotion men at each session, the first April 21), "Instant Promos" (late-minute promotion spots closed circuited to affiliates for taping and presentation in the programming that same night) and “All-Night Billboarding” (an as yet undisclosed technique by which the network will billboard upcoming shows without taking away from either network or station time).

BROADCAST ADVERTISING

THE AUTOMAKERS’ HEAVY TV TAB

It was $48 million in ‘59 with spot getting bigger chunk

Automobile manufacturers spent a record high of almost $48 million in television in 1959 but changed their buying pattern last year. Expenditures in spot tv nearly tripled from slightly more than $4.1 million in 1958 to $12.1 million last year, while network investment dipped from almost $42 million in 1958 to $37.5 million in 1959.

These are the salient features of a report on the auto industry being issued today (April 11) by the Television Bureau of Advertising. TbV listed gross time expenditures for network and national and regional spot tv at $48,966,026, an increase of 16% over the $46,119,575 in 1958.

The surge in spot tv can be attributed to a keener awareness by auto advertisers of the flexibility of the medium, according to TbV, and to the use of

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Manufacturer & dealer gross time billings in tv

<table>
<thead>
<tr>
<th>Manufacturer &amp; dealer</th>
<th>Spot</th>
<th>Network</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Motors Corp.</td>
<td>1,826,430</td>
<td>9,137,813</td>
<td>11,964,243</td>
</tr>
<tr>
<td>Chrysler Corp.</td>
<td>2,001,420</td>
<td>11,866,128</td>
<td>13,867,548</td>
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<tr>
<td>Ford Motor Co.</td>
<td>4,163,560</td>
<td>14,284,558</td>
<td>18,448,118</td>
</tr>
<tr>
<td>General Motors Corp.</td>
<td>2,953,590</td>
<td>14,284,558</td>
<td>17,238,148</td>
</tr>
</tbody>
</table>

*Manufacturer and Dealer gross time billings.
Top family shows add to the big new picture in CHARLOTTE

Advertisers who know the value of a big "viewers per home" figure can make book on this—nowhere in the Carolinas will you find family fare to equal that of Charlotte's WSOC-TV. The pick of NBC and ABC, plus high-rated syndicates and top film libraries, is rapidly changing the viewing habits of America's 25th largest tv market. Buy WSOC-TV, the big area station.

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

BROADCASTING, April 11, 1960
Sources:
Nielsen Station Index,
February 1960
Institute for Motivational
Research, Inc., in association
with Market Planning
Corporation, an affiliate of
McCann-Erickson, Inc.
Any way you look at it, KNXT is first in Los Angeles. Sixty consecutive Nielsens prove it. What’s more, the latest report shows KNXT’s audience popularity at an all-season high!

Channel 2’s share of total-day audience is 33% ahead of the second station, 40% ahead of the third. And 17 of the top 30 nighttime, 7 of the top 10 daytime shows are on KNXT.

Commercial effectiveness? Again, KNXT is far ahead. When 600 Southern Californians were asked their choice of the station “most likely” to carry the commercials of a company known for honesty and reliability, 51% chose KNXT… more than double the number voting for the runner-up, and more than twice those voting for the other five stations combined.

From any angle—audience size, program popularity or commercial responsiveness—your best buy in seven-station Los Angeles remains… CBS Owned KNXT

Channel 2 • Represented by CBS Television Spot Sales
Spot particularly by compact car manufacturers. Foreign car companies were spirited spot TV advertisers, TVB's compilation shows.

General Motors Corp. topped the list of auto spenders in TV in 1959 with more than $17.2 million, followed by Ford Motor Co. ($16 million) and Chrysler Corp. ($11.1 million). (Spot figures were based on TVB-Rorabaugh and network figures on leading national advertisers-broadcast advertisers reports).

Jump in TV billing led by Prudential

Led by Prudential Insurance Co.'s $3,776,169 in network TV, the nation's insurance companies last year billed $14,040,755 in network and spot television, a 44 percent increase over 1958's total of $9,717,696, according to figures released last week by Television Bureau of Advertising, New York. Prudential was also the leader in policy sales in 1959, it was pointed out.

TVB set network TV gross time billings in 1959 for insurance companies totaled $10,270,755. (Source: LNA-BAR); spot TV gross time billings were $3,770,000 (source: TVB-Rorabaugh).

Top TV spenders were:

<table>
<thead>
<tr>
<th>Prudential Life Insurance Co.</th>
<th>$3,776,169</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allstate Insurance Co.</td>
<td>$1,966,691</td>
</tr>
<tr>
<td>Mutual Benefit</td>
<td>1,964,691</td>
</tr>
<tr>
<td>National Life Assurance Co.</td>
<td>1,349,817</td>
</tr>
<tr>
<td>State Farm Mutual Auto-Negs</td>
<td>676,331</td>
</tr>
<tr>
<td>James S. Kember Co.</td>
<td>676,331</td>
</tr>
<tr>
<td>National Assoc. of Insurance Agents</td>
<td>582,920</td>
</tr>
</tbody>
</table>

Schwerin surveys ads

A survey of commercials tested by the Schwerin Research Corp., New York, during 1958 and 1959 reveals that as a group, all-cartoon commercials are "the least effective kind." The reason: the totally animated commercial, SRC says, is "too entertaining ... the viewer is beguiled by the enjoyment without being sold."

SRC's survey shows that 48% of totally animated commercials are ineffective, as compared with 34% of the live action and 27% of the live-cartoon commercials. Schwerin notes that animation, in conjunction with live action, has "much to recommend it" flexibility that permits the advertisers to "charm the viewer before selling him and to blend exaggerated hyperbole or humor with naturalistic demonstration."

PEPSI TO BBDO

Agency gets account worth $10-12 million

It's been a lush spring for BBDO. Last week, the agency received its second new major client: Pepsi-Cola Co., New York, an account worth an estimated $10-12 million. Only a few weeks before, BBDO rang up the Dodge account, which comes to about $17 million in yearly billing.

In about one month BBDO has been tapped to handle some $27-29 million in estimated billings (in accepting Dodge effective in August, BBDO gives up $8-10 million in DeSoto-Valiant business). BBDO, meantime, is getting additional dealer association via the Dodge shift. Pepsi also stands for bolster advertising which is apart from the basic corporate structure BBDO handles.

Pepsi has used both radio and TV, but in the past few years has wielded its heaviest broadcast punch in network radio using all four networks in a saturation cover starting in late winter and concluding in the summer.

From the start of Pepsi's search begun March 3, it was known BBDO was in the running and that the account if shifted from Kenyon & Eckhardt where it had been since 1956 would go to one of the agency giants.

Tough Exam - Just before Pepsi's announcement April 6, word leaked that K&E had lost the account, and that BBDO, Doyle Dane Berbach, Ted Bates, Norman, Craig & Kummel, Compton and Leo Burnett were being considered. Pepsi's president, Herbert L. Barnet last week called the appraisal "the most intensive and exhaustive examination of those agencies equipped to fill the company's requirements."

Mr. Barnet said Pepsi's sales in the past decade increased 182%, or a rate of growth five times that of the rest of the soft-drink industry. The company's "ambitious plans for growth in the decade ahead necessitated an examination of all possible advertising and marketing facilities available to it," Mr. Barnet said, and "the selection of BBDO was the result. . . ." The Pepsi echelon considering agency presentations also included William Durkee, vice president for marketing; John Soughan, vice president of marketing services, and Philip Hinerfield, advertising vice president.

Chrysler clips Welk to half-time in Fall

Dodge division of Chrysler Corp. is cutting in half its next season's sponsorship of Lawrence Welk Show on ABC-TV. The reduction amounts to an alternate hour of the program which is in the Saturday, 9-10 p.m. period (reportedly Welk will stay in that time.)

The decision followed an announcement last month (BROADCASTING, March 21) that Dodge would switch from Grant Adv. to BBDO. Involved in the change is an estimated $17 million in yearly billing, about half of which in the past had been earmarked for the Welk effort. It was made known last week that BBDO, though it doesn't take over officially until August, had been consulted in the decision on Welk. Also reported: ABC-TV is offering the alternate hour to a single sponsor or two advertisers.

It's understood that Dodge's decision partly rested on this consideration: By advertising a full hour every other week the automaker will continue to benefit from identification with the program while releasing additional money for more "flexible" advertising.
Beeline station radio broadcast markets are fertile with sales potential. For example, in Bakersfield — home city of KERN — retail sales are even greater than in Erie, Pa. (with almost 3 times more population) and San Bernadino, Calif. (almost twice as big!).

Kern County, with Bakersfield its county seat, produces a quarter of all the State's oil ... is the third largest agricultural county in U. S. ... is important in mining, food-processing, metal fabrication and as a distribution center.

The most effective way to beam your radio message into the thriving Bakersfield market is on KERN, the Beeline station in Bakersfield.

As a group, Beeline stations give you more radio homes than any combination of competitive stations ... at by far the lowest cost per thousand. (Nielsen & SR&D)

*Sales Management's 1959 Survey of Buying Power*
The best way to reach the rich heart of the Central South?

Through its main TV artery: WLAC-TV, covering a 91-county, 4-state area that's pulsing with vast sales potential!

This virtually unduplicated network coverage (proved by NCS #3) and unparalleled local programming maintain WLAC-TV's acknowledged position of leadership.

WLAC-TV *nashville*

the "way" station to the central south

Ask any Katz man—he'll show you the way!

Robert M. Reuschle, General Sales Manager

T. B. Baker, Jr., Executive Vice-President and General Manager
Three measures of national advertising media

In its national audience, in attention (time spent with tv) and in the investment of national advertisers, tv has scored impressive gains compared to other national media such as magazines and newspapers. So reports CBS-TV to its affiliates.

In a letter to station managers, Carl Ward, CBS-TV vice president, notes the material (explanations and charts) is of use for either reference or in sales promotion. Much of the data deals with CBS program standings and ratings. The charts below, however, underline the strength of tv compared to other national media. The three measures are: audience, 50% gain for tv since 1954; time spent, people over 12 years of age spend twice as much time with tv as with newspapers and magazines combined; sponsor investment, advertisers have doubled dollar quantity in network and national spot in past five years, spending 44% more of budgets in tv than in magazines, 51% more than in newspapers.
"As long as there is a voice, there is hope..." Since World War II, the Voice of America has been the voice of freedom and truth and hope for peoples of the world. And for these past 18 years, the Crosley Broadcasting Corporation is proud to have played a part in this Voice of America. Since 1942 Crosley has operated 6 transmitters near Bethany, Ohio, as a link in the Voice of America, International Broadcasting Service of the United States Information Agency—helping to beam broadcasts in 37 languages to countries of the globe.

This is one of the many public services of the Crosley Broadcasting Corporation, whose principle has always been that its WLW Radio and TV Stations must give endless service to their communities. And thru cooperation with the Voice of America, it is service to the community of the world. This is our pride and our privilege.
**ONE STATION GETS MORE AND MORE of the SPRINGFIELD MASSACHUSETTS Metropolitan Market**

WSPR

Among 7 stations with studios in the Springfield area, WSPR has a greater share of the daytime listening audience than the other 6 stations combined — and keeps on getting more!

(Jan. '60 — Feb. '60 Moore)

Get All the Facts
Call Hollingbery or Kettel-Carter for rates and availabilities

**WSPR**

1000 WATTS 1270 KC

SPRINGFIELD, MASSACHUSETTS

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**ver News** on ABC Radio. Other radio-tv sports and news shows will be on a local station basis. Agency: Fuller & Smith & Ross, L.A.

**Coffee markets** General Foods Corp., White Plains, N.Y., has started introductory campaigns for Instant Yuban coffee in Philadelphia, Atlanta and St. Louis markets. Multiple spot tv announcements are included. Agency: Benton & Bowles, N.Y.

'**Flintstones' set**' Miles Labs, Elkhart, Ind. (Wade Adv.), and R.J. Reynolds Tobacco Co., N.Y. (Wm. Esty), signed to co-sponsor new situation comedy series, *The Flintstones*, next season on ABC-TV (Fri. 8:30-9 p.m.). Previously titled *The Flagstones*, animated series relates contemporary language, behavior and problems to prehistoric setting. Network purchased series from Screen Gems, tv subsidiary of Columbia Pictures.

**Prestone push** Union Carbide Consumer Products Co. (Prestone car polish), Div. of Union Carbide Corp., N.Y., will enter some 25 major markets this spring with minute spots shown daily during late evening hours. It's estimated 31 million car owners, 52% of the nation's total, will see the introductory campaign, which features the use of a high-silicone polish in a newly designed container. Agency: Wm. Esty Co., N.Y.

**Sunspots** Sun Oil Co., Philadelphia, has launched an all major media campaign to introduce its new Sunoco Blend 200X gasoline. The spring push includes commercials in 40 tv and 60 radio markets, in addition to announcements on the Sunoco Three-Star Extra news program on NBC Radio. Agency: William Esty Co., N.Y.

**Fun theme** Bireley's Inc. (syrup bases for fruit-flavored beverages), Chicago, has set an extensive promotion program for franchised dealers. Included in the campaign are radio and tv commercials prepared by its agency, Irving J. Rosenbloom & Assoc., for local dealer use. Utilizing main theme of "Have a ball with Bireley's" and corollary one of "Fruit-flavored fun," the commercials feature cartoon-like characters (the "Brats") depicted in sports events. On radio they sing, stutter and spell out "high ratings are not necessarily indicative of magic selling ability. Many shows with moderate ratings do far better at the cash register."

**A future problem**

The fact of just so much available tv time may present a future serious problem for the major advertiser.

In essence this was the viewpoint from one of tv's blue-chip advertisers—P. Lorillard Co. as voiced by Board Chairman Lewis Gruber at a stockholders' meeting in New York last week. He noted tv has become a medium in which the advertiser spreads sponsorship to reach "the proper age group" while avoiding long-term commitments to hedge against "being caught in an ebb-tide of waning talent and program popularity." Said Mr. Gruber: "When we feel a program has served its purpose, we seek a replacement."

Greater budgets and more products are heading toward tv, Mr. Gruber noted, and there's only so much time to accommodate the increased splitting of messages. He warned advertisers may find it difficult from the standpoint of achieving "clear product exposure."

Mr. Gruber, whose company last year placed third among tobacco advertisers in tv by spending an estimated $17 million gross in network and national spot (R.J. Reynolds was first followed by Brown & Williamson), commented: Television "is a media of fads and fancies, ruled by audience influence and questionable ratings." He noted

**Cut of a different kind** Lorillard Board Chairman Lewis Gruber, who voiced concern about advertisers getting their share of tv time, takes time out at the stockholders' meeting to slice up the company's 200th birthday cake.
If it's reach you want

...Nielsen Station Index gives you all the dimensions you need for all competitive tv markets:

- total number of homes viewing each station by quarter hour
- total number of different homes reached by successive broadcasts and frequency of reaching them
- detailed composition of each time-period audience

NSI® supplies these useful measurements for both Metro/Central Areas and total station reach—with known and acceptable accuracy.

Send for free specimen reports and descriptive material on NSI nationwide services covering every tv market and major radio markets. See for yourself why, more than ever before, decision makers are relying on Nielsen Reports.

Nielsen Station Index
a service of A. C. Nielsen Company
2101 Howard Street, Chicago 45, Illinois • Holycourt 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 B-1020
MENLO PARK, CALIFORNIA
70 Willow Road, DAvenport 5-0021

BROADCASTING, April 11, 1960
LONG ISLAND IS A MAJOR MARKET!

THE GREATER LONG ISLAND MARKET
(Nassau-Suffolk)

REACHES MORE BUYING INCOME THAN DALLAS
DENVER & DAYTON

PUT TOGETHER!
$4,714,210,000
(Sales Mkt.)

THE VOICE OF LONG ISLAND

 dominates the Major Long Island Market (Nassau) ...
... delivers MORE Audience than any other Network or Independent Station! (Pulse)

10,000 WATTS

WHLI AM 1100
FM 98.3

Hempstead, L. I., N. Y.

Represented by Gill-Penna

42 (BROADCAST ADVERTISING) BROADCASTING, April 11, 1960

the “fruit-flavored” message; on tv (20-second spots and 8-second IDs) they urge viewers to “buy, buy, buy Bireley’s.”

Agency appointments

- Agfa Inc. (photographer of photographic equipment), Armour Alliance (manufacturer of coated abrasives and cushioning products), Macy’s Products (manufacturer and marketer of thermoplastic polycarbonate resin for engineering applications), and The Otto firm (large dairy in western Pennsylvania) appoint Ketchum, MacLeod & Grose, Pittsburgh.

- United Packers Inc. (Red Crown canned meats), Chicago, appoints M.M. Fisher Assoc., same city, to handle its advertising. Company has used radio-tv.


- E. Regensburg & Sons, N.Y., appoints Heineman, Kleinfeld, Shaw & Joseph Inc. as agency for Admiration cigars and Medalist cigars.

- Ever Sweet Corp. (processor of chilled juices), Lyons, Ill., appoints Doyle Dane Bernbach, Chicago, to handle its account effective June 1.

- Duquesne Light Co., Pittsburgh, appoints BBDO, that city, as its first advertising agency. The electric utility serves metropolitan Pittsburgh.

- Also in Advertising

Great outdoors - Two stations and RCA (for color tv) were among 43 advertisers to win awards in the Outdoor Advertising Assn. of America’s nationwide contest. WFIL-AM-TV Philadephia took first place in the category requiring use of 24-sheet posters and painted bulletins. WRVA Richmond, Va., tied for second in the category of 24-sheet poster campaigns of more than three but less than 12 months’ duration. RCA Victor Distributing Corp. of Chicago took first prize for 24-sheet post campaigns in markets of more than one million population.

Talent on tape - Giantview Television Network, Detroit, on April 15 will make available to ad agencies and other firms that hire tv and movie talent, a directory assembled on two reels of video tape. Scheduled to be updated about every two months, the current directory includes some 100 actors, actresses, models and announcers. The directory will be a free service to employers of talent throughout the Midwest, according to Stanley R. Akers, Giantview president, and the listing will be available on request.

The new blood in tv network buying

It’s not just the blue-chip spenders among advertisers that make up the network tv billing. As reported by Television Bureau of Advertising last week, 51% of the following group of 59 advertisers using the medium in 1959 for the first time spent less than $200,000 each. The following list of newcomers also points up an increased diversification among tv users:

<table>
<thead>
<tr>
<th>Network</th>
<th>Advertiser</th>
<th>Spending</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allied Van Lines</td>
<td>$ 235,587</td>
<td></td>
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<tr>
<td>Am. Luggage Works</td>
<td>29,977</td>
<td></td>
</tr>
<tr>
<td>Artfield Creations</td>
<td>2,099</td>
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<tr>
<td>Avrda Corp.</td>
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<tr>
<td>Barclay Mfg. Co.</td>
<td>33,758</td>
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<tr>
<td>Berkshire Knitting Mills</td>
<td>172,737</td>
<td></td>
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<tr>
<td>Botany Industries</td>
<td>42,610</td>
<td></td>
</tr>
<tr>
<td>Boyer International Labs</td>
<td>181,599</td>
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</tr>
<tr>
<td>Chicago Printed String Co.</td>
<td>31,698</td>
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<tr>
<td>J. R. Clark Co.</td>
<td>64,554</td>
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<tr>
<td>Colorforms, Inc.</td>
<td>116,000</td>
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<tr>
<td>Coby Inc.</td>
<td>125,530</td>
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<tr>
<td>Diamond Nat’l Corp.</td>
<td>94,028</td>
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<tr>
<td>Walt Disney Productions</td>
<td>104,157</td>
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<tr>
<td>Drug Research Corp.</td>
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<tr>
<td>Durkam Products, Inc.</td>
<td>100,250</td>
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<tr>
<td>E. Roosevelt Inst. For Cancer Research</td>
<td>114,735</td>
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<tr>
<td>Equitable Life Assur. Soc. of the US</td>
<td>1,349,817</td>
<td></td>
</tr>
<tr>
<td>F &amp; F Labs</td>
<td>7,128</td>
<td></td>
</tr>
<tr>
<td>Gaylord Products</td>
<td>99,060</td>
<td></td>
</tr>
<tr>
<td>General Aniline &amp; Film Corp.</td>
<td>359,978</td>
<td></td>
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<tr>
<td>Genesee Brewing Co.</td>
<td>44,688</td>
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<tr>
<td>Getty Oil Co.</td>
<td>14,275</td>
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<tr>
<td>Heinz Mfg. Co.</td>
<td>131,850</td>
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<tr>
<td>Jaymar Ruby, Inc.</td>
<td>22,300</td>
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<tr>
<td>Karoff, Inc.</td>
<td>10,631</td>
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<tr>
<td>Kayser-Roth Corp.</td>
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<tr>
<td>I. B. Kleinert Rubber Co.</td>
<td>511,742</td>
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<td>Marmont Automotive Products</td>
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<td>Massey Ferguson</td>
<td>1,789,730</td>
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<td>Whitley &amp; Co.</td>
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Sources: LNA-BAR Release by Tvb.

(continues on next page)
Fargo is the SPENDINGEST city in the U.S.A.

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

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

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

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

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

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

PETERS, GRIFFIN, WOODWARD, INC.,
Exclusive National Representatives
In February NBC Television reprogrammed its afternoon lineup. Here are the dramatic results, according to Nielsen.

Fact... the big daytime trend is to NBC.
Average rating up 22%... from 7.6 to 9.3
Average share of audience up 10%... from 33.5 to 37.0
Average homes per minute up 24%... from 3,193,000 to 3,956,000

Fact... NBC's morning leadership continues.
21% greater share of audience than the second network.
87% greater share than the third network.

Fact... NBC's afternoon audience increased 29%!
Every time period from Queen For A Day at 2 pm to Adventure Time at 4:30... up in share of audience.
The Loretta Young Theatre... up 63% over the former program.

look what's happening
Fact...
NBC wins half of all top-rated half hours.
NBC...6 half hours
Net.#2...6 half hours
Net.#3...0 half hours
(Every NBC program except one reaches more homes per average minute than any program on the third network.)

Fact...
Six of NBC's seven audience participation programs out-pull competing programming on both of the other networks.

NBC Average...4,100,000 Homes Per Minute
Net.#2 Average...3,700,000 Homes Per Minute
Net.#3 Average...2,500,000 Homes Per Minute

Fact...
NBC leads in overall average program share.
NBC...37.0
Net.#2...36.7
Net.#3...23.2

in broad daylight!

*NTA Average Audience, 10 am-1 pm and 2-5 pm Mon.-Fri., including NBC sustaining ratings.
IT WAS A BEWILDERING CONVENTION

■ Biggest, best-attended, most business like of all NAB meets
■ How to live under FCC's Sec. 317 big topic of conversation
■ Broadcasters appeared confused, but so did members of FCC

Confusion stole the show in Chicago last week.

Broadcasters met around the carpeted acreage of the Conrad Hilton hotel, world's largest, to discuss their common and collective crises at one of the darkest moments in industry history.

Under NAB auspices they took part in the biggest and best-attended convention of all time—judging on the basis of physical arrangements.

Shot at from all sides, they had gone to Chicago to seek mutual solace, clarification of federal goings-on they couldn't comprehend and a chance to talk over all the trouble.

Congressional probes, FCC double-talk, bloody headlines, charges of collective laxity. These were the subjects on delegates' minds.

It was enough to drive a delegate to drink.

Often it did. Yet the 38th annual NAB convention was restrained and serious as conventions go—a business-like assemblage, mild in tone and devoid of the playful happiness of many meetings.

Complicated. Judging by the comments of departing delegates, broadcasters weren't able to take many collective steps to eradicate their problems. It wasn't that simple. But they reviewed constructive moves designed to cope with public and press agitation.

Heard above everything was one cry—how to live under Sec. 317, the FCC's recent order defining in many hundreds of bureaucratic words the meaning of the rule governing sponsor identification.

Some broadcasters felt the most helpful part of the convention was the informal exchange of views on the way sponsors, free records and assorted other day-to-day contacts should be identified on the air.

If broadcasters were baffled, they had distinguished company—the members of the FCC.

The men who conceived and handed down the sponsor policy appeared just as confused as broadcasters about the meaning of their bureaucratic baby.

What Does It Mean? After listening several days to official and off-the-cuff FCC pronouncements, many delegates were still unable to figure out what the commission meant. They weren't at all sure how to identify free phonograph records, tapes from Congressmen, barter deals and, perhaps, the donor of a free ducat to a box supper at the Baptist church.

That's the way broadcasters were talking after several days in Chicago.

Least confused of the conventioners were the delegates representing equipment and program firms.

Business was booming all over the two exhibit halls, around hospitality suites and even in elevators. Important money—millions of dollars—went into firm contract commitments. These were backed up by prospective sales of new transmitters, advanced TV tape recorders, latest TV cameras, refined automation devices for both radio and TV, tape cartridges and other accessories.

From NAB's official standpoint the show was brilliant and successful—the largest registration and best-arranged production in the association's history. Attendance at meetings was unprecedented, a reflection of the serious way delegates approached their problems.

Taxed Facilities. Traffic confusion developed as the convention outgrew the combined auditorium facilities of the Conrad Hilton and the adjoining Sheraton-Blackstone. In the latter hotel the satellite Engineering Conference had to turn away technical delegates. The grand ballroom of the Conrad Hilton was jammed with standees a half-dozen times.

One of the convention's surprises was the April 3 FM Day meeting. Delegates were standing all around one of the major auditoriums despite the competition of network affiliate meetings.

FM was a prime talking point all during the convention. Big money was in evidence as station brokers received inquiries. Some of the more prominent representative firms were no longer looking down their noses at the newer aural medium. Even the long indifferent manufacturers of radio sets were in-

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NAB's new TV Board. Seven TV directors were elected by the TV membership at Chicago (see story). New board (seated, clockwise): Eugene E. Thomas, KETV (TV) Omaha; Campbell Arnoux, WTAG-TV Norfolk, Va.; Clair R. McCollough, Steinman Stations; William B. Qua', WMT-TV Cedar Rapids, Iowa; David C. Adams, NBC-TV; Willard E. Wrede Petersmeyer, Corinthian.

bridge, KTRK-TV Houston; Dwight W. Martin, WAFB-TV Baton Rouge, La., elected vice chairman. Standing: W. D. Rogers, KDUB-TV Lubbock, Tex., elected chairman; William B. Lodge, CBS-TV; Joseph S. Sinclair, WJAR-TV Providence, R.I.; Alfred Beckman, ABC-TV; Joseph C. Drilling, KYEO-TV Fresno; C. Wrede Petersmeyer, Corinthian.
THE POWER OF PEOPLE, not machines, or technology, or formula, but interested, thinking, warm-hearted and loyal people are selling your products and services every day at the Balaban Stations. Nothing sells people like people and at Balaban, we've got people... the right kind... the right amount to sell for you. Meet just a sampling of our key personnel.

THE MOST EXPERIENCED FLAGSHIP STATIONS IN THE NATION

nothing sells people like people

THE BALABAN STATIONS

St. Louis
KBOX
Dallas
WRIT
Milwaukee

in tempo with the times

John F. Box, Jr.,
Managing Director
SOLD NATIONALLY BY
ROBERT E. EASTMAN
tensely interested.

As available fm facilities become scarce in larger markets, prospects for fm appeared brighter than at any time since the FCC started luring capital into the band during post-war years.

Lending color to the convention programming were two notables—ex-President Harry S. Truman, who appeared at the Broadcast Pioneers dinner, and Secretary of State Christian Herter, luncheon speaker.

The Absentees — Conspicuously absent from the program was important representation from some of the principals in the broadcast field—members of Congress, the Federal Trade Commission, advertisers and agencies. Some advertising spokesmen took part in satellite conventions such as the National Assn. of Fm Broadcasters, a sales promotion organization.

As usual much of the business of broadcasting was conducted at the convention scene, and behind the scenes, too. Station representatives, attorneys, brokers and program suppliers had a busy time during the four convention days.

Networks took advantage of the congregation of broadcasters to hold affiliate meetings and to confer informally. Fall tv network schedules were unveiled to affiliates. In the race for business, ABC-TV claimed to have gained ground on its competitive networks. It unveiled plans for a New York headquarters building.

NBC Radio claimed 92% of affiliates have endorsed the network’s new program format. Mutual’s affiliate advisory group applauded the McCarthy-Ferguson group, which took control last summer after the network had been kicked around several years by assorted owners.

New Gear — Many broadcasters felt the equipment show was worth the cost of the trip to Chicago. Interest was high in such items as the RCA 4½-inch tv camera; Collins, Gates and other cartridges for radio tapes; GE’s new line, including a camera described as making old 16mm prints look good; the pint-size Ampex tv recorder as well as a new standard-size model, all equipped with the intersync system that permits clean mixing of multiple program sources.

Rear screen projectors appeared in new form. Radio and tv studio and transmitter automation systems held delegates’ interest. Among captivating exhibits was the Bauer 1 kw am transmitter kit, a do-it-yourself job that was described as a money-saver.

Tape-editing and splicing devices looked good to many delegates and offered promise of early tape-syndicate services. Traffic was unusually heavy around the exhibit rooms.

The exhibits included a dozen lines of fm gear, another indication of the exceptional interest in that medium.

With this expansion, and the fact that over 15 million fm sets are in the public’s hands, receiver manufacturers eagerly introduced new models.

Attendance Up — Registration at the convention totaled 2,810 delegates—2,238 management and 572 engineering. This compares to 2,400 a year ago.

Tribute was paid at convention events to the late NAB president, Harold E. Fellows. Among the meeting spots his name was mentioned reverently by broadcasters. A eulogy was paid at the first formal session of the convention by Frank Stanton, CBS Inc. president. The NAB board and a convention resolution also paid respect to Mr. Fellows.

Clair R. McColough, Steinman Stations, who received NAB’s Distinguished Service Award, was keynote speaker. He criticized guerilla warfare within the industry, called for a clean-up campaign and suggested corrective steps to deal with trade deals, rate manipulations and other practices.

Meetings were held by two special committees—the policy group directing NAB affairs, headed by Mr. McCollough, and the committee named to find a candidate to succeed Mr. Fellows. The policy guiders reviewed association operating proposals such as the expansion of the tv code structure and implementation of the standards of practice.

The tv and radio codes comprise a primary weapon in the organized effort to meet public criticism through improved ethical practices, programming improvement and sharper commercial rules. Donald H. McGannon, Westinghouse Broadcasting Co., retired as tv code chairman. His successor is E.K. Hartenbower, Meredith stations.

Plain Talk — Mr. McGannon did some plain talking as he made his final appearance as chairman.

He warned against adopting an attitude of “Relax fellows, it’ll all blow over.” That’s the sure way to get the industry into deeper trouble, he said.

Warnings abounded all during the convention. Broadcasters accepted them seriously. The spirit of play was less apparent than at any recent convention.

But the dominant topic was the FCC’s failure to shed light on its sponsor identification policy.

“How do they expect us to obey an order they don’t understand themselves,” a broadcaster observed after the FCC panel session.

For company, he had a lot of fellow station operators who felt the same way and said so every time an ear was available.

There was much grief to rave about and a lot of opportunities to talk and squawk.

It was that kind of a convention.

A behavior code

A veteran broadcaster offered tv stations a simple set of behavior rules during the current crisis. Speaking at the NAB’s April 4 tv session in Chicago, Payson Hall, Meredith Stations, suggested these guideposts:

Broadcasters should continue to support the NAB, the Tv Code and the Television Information Office.

They should tell their story frequently to their Representatives and Senators. They should be conscious of extending their influence locally by developing responsible editorializing.

They should keep in mind what their long-range interests are and refuse advertising or programming which do not coincide with long-range interests.
331,034 WWDC housewives are in the *prime buying* age group of 25 to 49—17.5% above the total sample Washington, D.C. average.*

A *most pleasing “young to middle-aged spread”* for you!

*PULSE Audience Image Study—July, 1959*
Our Man in India

Arthur Godfrey has never been content to coast. He is a perpetually interested man—in our world, in the different people and things in it.

Perhaps that is why he is so interesting to others, and so successful in a business in which you must interest others, all the time.

In February, Arthur Godfrey went off to see India and the East. As listeners already know from broadcasts sent back from the scene, it has been an unforgettable time. On his return, they will be sharing even more closely in the adventure. And he knows how to share it.

The Embassy of India in Washington, commenting on his visit, exactly described the impact of Arthur Godfrey on the air. “We are additionally pleased,” they said, “that it is Mr. Godfrey who is bringing these reports to radio listeners in the United States, because we have a rather firm impression that Mr. Godfrey... has a remarkably strong rapport with the American public.”

And so he has.

Advertisers, as well as embassies, well know it.

The CBS Radio Network
CONFUSION ON 'PLUGOLA' NOTICE

Broadcasters receive four different opinions from FCC

Broadcasters, seeking guidance on how best to comply with the FCC's recent interpretation of sponsor identification requirements, received four different opinions from five commissioners at the NAB convention last week.

Sec. 317 of the Communications Act and the commission's March 16 public notice (BROADCASTING, March 20) drew the lion's share of the questions during the annual FCC panel Wednesday morning (April 6). From answers given to over 2,000 station executives present, the broadcasters received a definite impression that no licensees were going to be called to justice immediately as a result of the March notice.

But they left the huge Conrad Hilton banquet room just as confused as ever over how best to fulfill the FCC edict that they must identify the source of all material broadcast. One question asked in the corridors by delegates how often and what form announcements should take that records played by a station were given free. The commissioners' positions:

Chairman Frederick W. Ford—Such announcement must be made within "reasonable proximity" of when the record is played, but not necessarily immediately afterward. Specifically he said three times a day would not be often enough.

Commissioner T.A.M. Craven—Broadcasters are entitled to make a "practical application" of the ruling and are not required to make repeated announcements after every free record is played.

Commissioner Robert T. Bartley—An announcement identifying donor of record should be given at the time it is played. He also said that swap-out and barter agreements would have to be revealed in aired announcements.

Commissioner John S. Cross—After every song if free records come from various donors. If a block from the same manufacturer or distributor is played altogether, one identification for the whole group would be sufficient, he said. However, Commissioner Cross felt, if repeated announcements are made the broadcaster soon would lose his audience and no longer be faced with the problem. The FCC is "determined to stamp out this deception," he warned.

Commissioner Rosel H. Hyde—Comr. Hyde made no direct comment on how a broadcaster should identify free records when they are aired, but he did make his views known in answer to another question. Three commissioners were asked what a station should do when it orders 10 records from a distributor and pays for them but receives 100 instead. Comr. Hyde advised that the un-asked-for 90 recordings be kept around until the FCC considers the comments in its inquiry into the March 16 notice (BROADCASTING, April 4). Comr. Cross said the whole 100 would have to be identified as "free" since the 90 would taint the 10 while Comr. Craven said that the extra 90 should be dumped in the wastebasket and forgotten.

Comrs. Hyde and Robert E. Lee (Comr. Lee did not attend the convention) were the two members who favored staying effective the FCC Sec. 317 ruling when comments on it were invited.

Wild Applause—Whenever one of the commissioners said something that the standing-room only audience wanted to hear, he was greeted with wild applause. Comr. Ford's statement that the commission would not be "too much concerned" with existing station record libraries was greeted enthusiastically. He said that he has been impressed with licensees efforts to comply with the order and that most problems have been caused by uncertainty. He agreed that it is a difficult task for stations to determine which of their records were acquired without charge.

Questioned about the FCC order that stations must pay more than a "nominal cost" for records, the chairman said broadcasters will know when they are...
...in Cleveland, particularly

A spot announcement on WHK is the only she can get through to him now. For she's not the only one who's overboard. He is, too—overboard for Metropolitan's brand of news, service and showmanship which rescued WHK from the deep, and brought it Cleveland's second largest radio audience. Is your product in competition-infested waters? S.O.S. Blair, or General Manager Jack Thayer. Just call EXpress 1-5000.

Cleveland WHK
A station of the Metropolitan Broadcasting Corporation

LISTENING HABITS HAVE CHANGED!
BANKERS BANK on KSO RADIO!


Tony Moe

DES MOINES and CENTRAL IOWA

KSO
RADIO ON THE GO!

PHONE TONY MOE AT KSO
or contact H-R REPS

LARRY BENSON
PRESIDENT

TOM MOE
VICE-PRES.

JOE FLOYD
MGR. VICE-PRES.

Associated with WLOL, Minneapolis-St. Paul; KFLO-Land TV (KUNO-TV, KDIQ-TV, KFLO-TV); KUNO Radio, Sioux Falls, S.D.

Applause for radio-tv ■ Secretary of State Christian A. Herter told the NAB convention's Monday (April 4) luncheon that radio and television serve the nation well in keeping people informed on objectives and development of foreign policy. He said that TV overseas is beginning to make the strides it has in this country, and said the U.S. Information Agency is gearing to make full use of the medium abroad. Secretary Herter specifically praised broadcasters' cooperation in supporting the Crusade for Freedom. Speaking of the "generous support" the State Dept. had received from the late Harold Fellows, the secretary said "his ability was matched by his patriotic willingness to serve, and we share your sorrow at his loss." Mr. Herter's address outlined the status of and prospects for U.S. foreign policy.
Sure he fights polio! ... even tuberculosis, fire and crime, poverty and delinquency. He helps the handicapped and finds foster parents for homeless children. Who is he? He's a diamond stylus, the business end of a radio station turntable. At KRLA, he works around the clock with much of his time devoted to spot campaigns in the public interest... up to 150 announcements in an average week. During National Health Week — co-operating with the March of Dimes and the Community Health Association — KRLA used 400 spots to promote the KRLA Polio Clinic. Thousands of people came to the Clinic, in downtown Los Angeles, for polio immunization! This is public service. Wherever you find it in depth, like this, you'll find a radio station that is a beneficial, and effective, force in its community.
RADIO'S PUBLIC IMAGE LOOKS BLEAK

Assembly agrees it must be improved to keep government out

The public image of radio has reached an all-time low level and must be changed by the industry or the government will step into the picture with new and unwanted regulations.

That was the overwhelming consensus at a spirited Monday afternoon radio assembly, attended by a record 700 station executives, during the NAB convention in Chicago. Participation from the floor reached a peak with a call being sounded for broadcasters to "stop running around with their tails between their legs" and defend themselves.

Other highlights of the three-hour session:
- Report from F.C. Sowell, NAB radio board chairman, that radio membership in the association and its Standards of Good Practice has reached a record high.
- Announcement that the All-Industry Radio Music License Committee will disband in favor of a streamlined seven-member continuing committee.
- Word that Broadcast Music Inc. has agreed to a trial revision of its copyright agreements, resulting in a saving up to $100,000 for stations.
- "Prospects on a Silver Platter" sales presentation by Station Representatives Assn.

Mr. Sowell told the assembled delegates that "we in the radio business are finding it pretty difficult to figure out just how badly we are hurt. Before one wound can heal, others show up to compound our distress." He paid high tribute to the NAB staff and radio board who "guide our ship through the most troubled waters we have ever experienced."

The radio chairman said that there now are 1,586 am and 480 fm members of NAB—a record high in both categories. Pointing out that Radio Month is just three weeks away, Mr. Sowell said that this would be a good time for stations to cite their own virtues. "Our sins have been emblazoned on the front pages of the press for months on end," he said. "It is high time for somebody to be extolling our virtues. If it means we have to do it ourselves, then let's do it."

Mr. Sowell, vice president and general manager of WLAC Nashville, told his colleagues that they must put up a united front. This is the only way the industry can adequately cope with attacks from the outside, he said.

Only One Choice — Cliff Gill, chairman of the NAB standards of good practice committee, had some blunt words for the delegates on the advisability of getting behind his committee. "Either we as a broadcasting industry proceed to regulate ourselves or the government is going to do it for us," he warned. "On the matter of self regulation, now is the time for the industry to put up or shut up. And for some station operators it may be the time to put up or shut down," he said.

He said the members of his committee and NAB have been alarmed by (1) the serious threat of more rigid government control and (2) the lack of interest or apathy on the part of too many broadcasters. Mr. Gill, president of KEZY Anaheim, Calif., charged that stations have failed to support the committee's crash program to answer critics.

Acceptance of the NAB "implementation plan," designed to acquaint the public with the association, was less than overwhelming, he said. In January 1959, there were 611 subscribers to the standards of good practice. Following an appeal at the 1959 convention, the number had risen only to 683, Mr. Gill said. In January, the number of subscribers had reached 1,200 (60% of NAB members) and today it is up to 62.3%.

He pointed out that amendments to the code have been adopted to cover rigged quiz programs, payola and loaded interviews and the membership has been thrown open to radio stations which are not members of NAB. Also, for the first time in history the standards of good practices will have an enforcement program. Thus, Mr. Gill said, additional personnel will be hired to work on the regulatory program and a research firm will monitor stations on a spot-check basis and in response to complaints.

Two weeks ago, the committee on standards of good practice appointed a special three-man operations committee, composed of Mr. Gill, Frank Gaither, WSB Atlanta, and Cecil Woodland, WEJL Scranton, Pa., to establish the new enforcement program. This group will meet May 2 in Washington. At the same meeting, the committee amended one of the most objectionable phases of the standards; henceforth subscribers will be permitted 1 1/2 minutes of commercial time per five minute segment instead of 1 1/4 minutes.

In conclusion, Mr. Gill made the following plea: "When in the near future you receive a communication from NAB regarding the new industry self-regulation plan, here is what I beg you to do. Open it with alacrity. Read it with interest. Take the action requested. And then thank God because an active, alert trade association made certain the envelope with the stamp got there ahead of the one with the frank [the FCC]."

Music License Activities — Robert T. Mason, president of WMRN Marion, Ohio, and chairman of the all-industry radio music licensing committee, reported on the activities of that group. With him was the committee's counsel, Emanuel Dannett of New York, to answer questions concerning the new contract with ASCAP.

Mr. Mason said that the 17-man committee would go out of existence this month but that a new seven-man continuing committee would be formed, composed principally of the old members. The new group will enter into negotiations with SESAC for a new contract with that music licensing organization. The committee also plans to close its New York office April 30.

Mr. Dannett said that BMI has been asked—and agreed on a trial basis—to revise the methods of computing costs in determining BMI's license fees. This means a concession to the industry as BMI contracts were renewed last fall at the old rates and stations stand to benefit by approximately $100,000. For a period of six months beginning May 1, stations will have the option of computing BMI fees under the old contract

"... and then I said" — Ex-President Harry S. Truman was reminiscing all evening April 5 before and during his address to the Broadcast Pioneers dinner in Chicago. Mr. Truman was presented, among other gifts, a gold RCA microphone. Here he's talking with Merle S. Jones, president of the Pioneers and head of the CBS TV Stations Div., who presided at the dinner.
McCollough says there are deeper ills than rigging, payola

The chairman of the regency that is temporarily running the NAB said last week broadcasting needs a major clean-up campaign.

Clair R. McCollough, of the Steinman Stations, said that the postwar scramble for position among radio and television broadcasters had degenerated into guerilla warfare "in far too many instances."

Mr. McCollough delivered the keynote speech at the opening general session of the NAB convention last Monday morning. At the same session he received the association's distinguished service award (see picture this page).

Quiz rigging and payola are symptoms of more basic malpractices, Mr. McCollough said. "Rate manipulations, trade deals, down-grading the competition in our own media" are among the "underlying ills," he said.

Unless these malpractices are corrected, broadcasters risk the loss of advertiser confidence. "More disturbing than that, however," Mr. McCollough said, "is the greater peril of attracting to our industry the charlatans, the deal makers, the unprincipled who, by attrition through the years, can destroy the confidence of the public itself."

Self-Examination = All broadcasters should now take a hard look at prevailing business practices, he said.

"Do we have a profit and loss statement for the listeners and viewers we serve as well as for our auditors?" he asked.

"Are we selling a valuable service—or are we bartering it?"

"Are we selling a valuable service—or are we auctioning it?"

The 15 years since World War II have been marked, said Mr. McCollough, by "the postwar radio stam-pede and the astonishing growth of television; by the consequent changing patterns in broadcast programming; by the dislocation of radio network economy and by the unrestrained performance of some of the newcomers in their anxiety to cap-ture audience and revenue by whatever means at their disposal."

At first there was "an enervating period of rate cutting," he said. Now there is "the far more dangerous situation where some radio stations do not have established rates." And "manifestations of the same practice are now appearing in television."

The Choices = It is time, said Mr. McCollough, for "intensive self-inspection."

The alternative will be "further depredations of one sort or another—and consequent injury to our defenses against our detractors."

The repair of broadcasting defects must begin with individual broadcasters, said Mr. McCollough, but individual action by itself is not enough. "In those areas where custom dictates and the law permits us to act in concert, we must allow no abridgement," he said. "The broadcasting industry must place great stress upon this 'one-ness' factor in the days ahead."

The NAB, he said, performs "the most essential function of any organization in broadcasting." The record of its accomplishments to date is so good that "you could pay your dues to the NAB from now on for the rest of your natural life and still owe money on the obligation."

or under terms of the ASCAP agreement.

Sydney Kaye, BMI board chairman, said that broadcasters who want to take advantage of the new accounting system should write to the licensing firm for new forms.

The Washington View = Washington attorneys Frank Fletcher and Warren Baker gave the radio delegates an insight into what the government can do now and what it might possibly do in the future. Mr. Fletcher, president of the Federal Communications Bar Assn. and member of the law firm of Spearman & Roberson, outlined proper areas of present government regulation in broadcasting. He confirmed that the FCC's March 16 public notice on sponsor identification left the legal profession in just as confused a state as the broadcasting industry.

Mr. Baker, former FCC general counsel and now in the Washington office of Chadbourne, Parke, Whiteside & Wolff, said that competition is the principal means of regulation but it does not always work. He criticized those stations which put programs on the air because their competitors do or plead that they did not have time to investigate thoroughly what they broadcast.

Agreeing with the general theme of the meeting, Mr. Baker stressed that the image of broadcasting is so poor that...
it must be changed—either by the industry, or if that fails, the government. He said 99% of the officials in Washington do not want the government to dictate what is good programming taste but warned that the vocal 1% will win if self-improvements are not made. The industry is judged by its worst, not its best, he pointed out. "Self regulation is in reality self preservation," Mr. Baker stressed.

Wilson T. Porter of WMMS Bath, Me., speaking from the floor, received an ovation when he urged broadcasters to get the true story before the public—that payola is not an exclusive of the broadcaster media. It is time for the industry to stop pleading "we did wrong but we promise to do better in the future."

Several other station executives rose to defend the huge majority of stations and to urge a concerted counterattack against critics. NAB should take the lead in an organized campaign to regain a favorable public image, the delegates told the NAB executives.

So many station managers wanted to be heard that the allotted time for the meeting ran out and John F. Meagher, NAB vice president for radio who was presiding, had to adjourn the session although several still were seeking the floor.

Earlier, Lawrence Webb and Wilmot (Bill) Losee of Station Representatives Assn. presented a 15-minute color slide presentation with sound designed to sell radio as the best means to reach the housewife. Mr. Webb, SRA managing director, said that 1959 was the biggest year in national spot radio history—with estimated billings of $176,782,000, up 2.8% over 1958—and predicted that the figure would reach $2 million in 1960.

**NBC affiliates endorse new program format**

Affiliates representing 92% of the NBC Radio station lineup have endorsed the network's new programming format and an even larger number—94%—feel that it has helped them become "better sounding" stations, George Harvey of WFLA Tampa, chairman of the NBC Radio Network Affiliates Committee, reported last week. He said the figures were based on a poll of the network's 200 affiliates.

Mr. Harvey's report was made at a meeting of the affiliates committee and network officials last Tuesday in Chicago. The committee also issued a statement commending the network for its new format, which went into effect in January emphasizing news, news analysis, public events and the "Monitor" service. The committee also singled out William K. McDaniel, vice president in charge of the network, for leading in the execution of the new format, which it called "the industry's only forward-looking concept."

NBC Chairman Robert W. Sarnoff, President Robert E. Kintner, Senior Executive Vice President David C. Adams and Mr. McDaniel headed the NBC contingent at the meeting. Mr. Harvey and Douglas Manship of WJBO Baton Rouge, La., secretary, led the eight committeemen representing affiliates.

**New measurement for radio planned**

A movement for a new measurement of radio coverage was launched and gathered momentum at the NAB convention last week.

Some 40 to 50 stations attended a meeting called by officials of Crosley Broadcasting Co. to appraise the extent of interest in such a project, which would be the first for radio since A.C. Nielsen Co.'s NCS No. 2 in 1956.

Crosley authorities appeared well pleased by station reaction at the meeting. They said the next move would be the Nielsen company's. Nielsen is expected shortly to begin approaching networks, agencies and stations gen-
April came in like March

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<td>NET Z</td>
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Or if you're a night man: ABC came in 1st three nights of the week, 2nd four nights of the week, 3rd no nights of the week. *Source: Nielsen First April 24-Market TV Report, week ending March 27, all seven nights, 8-10:30 PM, NYT.

ABC TELEVISION ©
Changing hands

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

- WPDQ Jacksonville, Fla.: Sold by Robert R. Feagin and James R. Stockton to Ohio Broadcasting Co. (WHBC Canton, Ohio) for over $500,000. Ohio Broadcasting is headed by Eugene Carr and is a subsidiary of Brush-Moore Newspapers (Canton Repository, etc.). Mr. Feagin is remaining as manager of WPDQ and no immediate changes in personnel or programming are contemplated. WPDQ is 5 kw independent on 600 kc.

- KNGS Hanford, Calif.: Sold by A.J. Krisik and Elsworth Peck to John C. Cohan for $360,000. Mr. Cohan recently sold KSBW-AM-FM-TV Salinas-Monterey, and KSBY-TV San Luis Obispo, both Calif. He also owns KVEC San Luis Obispo. Mr. Krisik is majority owner of KFIV Modesto and board chairman of KJBS San Francisco, both California. KNGS is 1 kw on 620 kc. Broker was Hamilton-Landis & Assoc.

- KOME Tulsa, Okla.: Sold by Charles W. Holt and associates to Franklin Broadcasting Co. for $315,000. Franklin Broadcasting is part of William F. Johns group, which also includes WMIN St. Paul, WLOD Pompano Beach, Fla.; KJIB Mason City, Iowa, and WYFE New Orleans. Johns group is also buying WILD Boston, Mass. KOME is 5 kw day, 1 kw night on 1500 kc. Transaction was handled by Patt McDonald Co.

- WYTM East Longmeadow (Springfield), Mass.: Sold by Paul Perreault and Art Tacker to Executive Broadcasting Corp. for $140,000. Executive Broadcasting is headed by Stanley M. Ulanoff, Long Island realtor, bowling alley interests and author. Station is 5 kw daytimer on 1600 kc. Transaction was handled by Edwin Tornberg & Co.

- WTHR Panama City, Fla.: Sold by Mrs. Helen King to Van Lane for $90,000. Mr. Lane is KYW sportscaster. WTHR is 500 w daytimer on 1480 kc. Broker was Blackburn & Co.

- WPKO Waverly, Ohio: Sold by Warren W. Cooper and associates to Ohio Quests Inc. for $40,000. James B. Denton, air personality, is president of buying group. WPKO is 1 kw daytimer on 1380 kc. Broker was R.C. Crisler & Co.

Generally in an effort to determine whether there is adequate support for a radio NCS 3.

Leaders in last week's meeting felt the timing was right for a new radio measurement. In addition to the considerable time lapse since the last one, during which many changes in radio programming have evolved, it was noted that a 1960-61 measurement could tie into results of the U.S. census now being conducted.

There was a strong feeling that any new coverage study should show not only the circulation of individual stations but also a feature not present in past coverage studies; the number of homes reached by radio generally during significant periods—day, week, month, etc.—apart from tune-in to specific stations. This type of information, it was pointed out, would have basic importance in selling radio as a medium, just as individual station data would be important in buying and selling specific advertising campaigns.

Peter Lasker, sales vice president of Crosley, presided over the meeting in Chicago last Tuesday.

CCBS hears comments

Clear Channel Broadcasting Service's annual meeting during the NAB convention was devoted to discussion of the group's comments before the FCC on proposed clear channel rulemaking (At Deadline, April 4). Reports on these FCC developments were given by CCBS Director Gayle Gupton and Washington counsel Reed Rollo.

John H. DeWitt, president of WSM Nashville and chairman of CCBS' engineering committee, reported on the engineering phase of the group's comments to the FCC. He explained the data included some 100 maps showing the effects of signal duplication and what would be accomplished through the use of higher power.

Mr. Gupton said CCBS again had received support by resolution from the National Grange and the National Council of Farmer Cooperatives. The Illinois Farmers Union adopted a resolution favoring the CCBS position in January, he said.

In its comments to the commission, CCBS said that all rural homes should have a choice of four adequate nighttime radio signals. They asked the FCC to raise power limitations to at least 750 kw so that this could be accomplished.

Last week's NAB Convention brought some new and interesting properties to Blackburn & Company. Among them are:

**SOUTHWEST**  **$350,000**

Successful full time operated facilities in fast growing important top 100 market. $100,000 cash down.

**CALIFORNIA**  **$260,000**

Profitable full time station serving unusual growth area. Excellent management.

**SOUTHEAST**  **$150,000**

Metropolitan coastal market. Property with demonstrable growth capacity. Low down payment and reasonable payoff.

**VIRGINIA**  **$90,000**

Steadily improving daytimer, now profitable, in a strong radio market. Good physical plant. $25,000 cash down.

**NEGOTIATIONS • FINANCING • APPRAISALS**

Blackburn & Company

Incorporated

**RADIO - TV - NEWSPAPER BROKERS**

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<tr>
<th>WASHINGTON, D. C.</th>
<th>MIDWEST</th>
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<td>Jackson 5-1576</td>
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60 (THE MEDIA) BROADCASTING, April 11, 1960
NEW NSI PROVES WCKY IS SOME BUY!

And what dramatic proof! That new Nielsen shows that in every time period throughout the day WCKY now reaches more people... as many as 1,044,400 different homes monthly in just one three-hour block. But even more important, one quarter-hour program now delivers better than a million different adults in just four weeks. Tom Welstead in New York and AM Radio Sales will show you why WCKY is some great buy!

WCKY • RADIO 50,000 WATTS CINCINNATI
TV CODE GETS CHICAGO HYPO

Strengthened offices to enforce rules

NAB’s television code structure, beefed up to keep pace with current public feeling and the medium’s general image, was unveiled last week before the Chicago convention.

With a membership expanded from five to seven, the code administration will have stronger offices to maintain enforcement and keep broadcasters abreast of code rules as well as their application.

A major change in top staffing came with the end of Donald H. Gannon’s term as TV Code Board chairman. The Westinghouse Broadcasting Co. president was acclaimed by the board as he retired from the post. Fifth code chairman, he was praised for “the great progress made in advancing the cause of the tv code” and for the growth and recognition attained by the code in the tv industry.

Taking over as new chairman was E.K. Hartenbower, Meredith Stations. As chairman of the board’s personal products subcommittee, Mr. Hartenbower directed studies into one of the most sensitive phases of television.

Mr. Gannon’s farewell address to the tv membership reviewed his administration and traced growth of code membership from a low of 269 members last summer to the present 380, or 75% of all tv commercial stations.

“The code atmosphere is far less pressurized than that which we have experienced in the last eight or 10 months,” he said, “Our future consists of perfecting the basic plan. On the one hand we must guard against the impractical, the unnecessarily puristic, or the tendency to be more onerous or more restrictive than perhaps even the governmental agencies might be if our self-regulatory efforts were to fail. On the other hand, our problem is one of demonstrating that self-regulation is not just a cliche. It means just what the words imply—a control, a disciplining of our own business and business activities with a view to protecting our public from deception, from impropriety, from bad taste, from excesses and from blatancy.”

New members joining the tv Code Board were Robert W. Ferguson, WTRF-TV Wheeling, W. Va; James M. Gaines, WOAI-TV San Antonio, Tex., and George Whitney, KFMB-TV San Diego, Calif. Continuing in service are Mrs. A. Scott Bullitt, KING-TV Seattle; Joseph Herold, KBTV (TV) Denver, and Gaines Kelley, WFMY-TV Greensboro, N.C.

Expansion plans include additional staff help to back up the Washington headquarters operation, headed by Edward Bronson and Harry Ward, director and assistant director, respectively, of tv code affairs. The Hollywood office will be strengthened and another will be opened in New York to keep in touch with agencies, advertisers and networks.

New code board takes over = NAB’s tv Code Review Board was expanded from five to seven members effective with the convention. The current slate (l to r): seated, George Whitney, KFMB-TV San Diego, Calif.; Mrs. A. Scott Bullitt, KING-TV Seattle, and E. K. Hartenbower, KCMO-TV Kansas City, chairman; standing, Edward H. Bronson, tv code affairs director; Joseph Herold, KBTV(TV) Denver; Robert W. Ferguson, WTRF-TV Wheeling, W. Va., and Gaines Kelley, WFMY-TV Greensboro, N. C. Missing from photo: James M. Gaines, WOAI-TV San Antonio, Tex.
Now, you can reach every viewing man, woman and child in Michigan's other big market with one single-station buy! (Grade "A" signal or better, too!)

WJRT
Channel 12—Flint

Represented by HARRINGTON, RIGHTER & PARSONS, INC. • New York • Chicago • Detroit • Boston • San Francisco • Atlanta
FM'S STAR GROWS EVEN BRIGHTER

Report shows gains on am, tv with record 15 million sets

FM broadcasting made an impressive showing last week at the NAB Chicago convention. The medium is gaining on am broadcasting, and on television too, the convention was told.

Several signs of progress appeared in Chicago:

Station brokers were receiving numerous inquiries from potential buyers of fm stations, particularly in major markets. Set manufacturers appeared with fm auto receivers competitively priced with am sets.

The new National Assn. of FM Broadcasters went into action as a full-fledged sales promotion unit and in effect declared war on Radio Advertising Bureau. NAB's FM Day program drew a standing-room overflow audience. Population explosion and growth of suburbs were described as offering fm a chance to put prime service into areas where am stations have coverage trouble. FM programming is becoming more diversified, including many pop-standard music stations and even a country-music outlet.

FM circulation is at an all-time peak, over 15 million sets. Madison Avenue is starting to do serious fm research. Optimistic forecasts went so far as to predict fm will replace am within a decade, following the trend in Europe.

Many types of fm equipment were on display in the equipment show—more than have been seen in several years.

Progress Report - The first FM Day, Sunday, April 3, in broadcasting history was split into two main segments—NAFMB's morning program (story page 66) and NAB's afternoon session.

FM's quota of operating stations increased by 105 outlets in a year—591 to 696—NAB's radio vice president, John F. Meagher, told the afternoon session. Everett L. Dillard, WASH (FM) Washington, traced the fantastic growth of suburban areas and said frequencies are becoming scarce, particularly in major markets.

Frank Stisser, president of C.E. Hooper Inc., cited an increase in set ownership and the number of fm stations. He said fm programming is increasing; pointed to a need for more quantitative fm research; chided fm stations for a poor job of station identification on the air and inferior production of commercials, and suggested they do a better job with news.

Laurence Roslow of The Pulse said advertisers need more research on fm's coverage and circulation and declared rapid population growth offers a good chance for expansion of the fm medium.

Technical Advances - The program became meaty as spokesmen for three major set manufacturers indicated that industry is taking increased interest in the fm medium. Ted Leitzel, Zenith Radio Corp., reminded that Zenith has made three-fourths of all fm sets for many years. He unveiled a new Zenith am-fm portable receiver that will retail for $189.

C.J. Gentry, Motorola Inc., came through with an announcement that fm delegates believe is historic in importance—development of a competitively priced fm auto receiver. (FM broadcasters have been trying ever since World War II to get set manufacturers interested in an auto model.) It will be marked at $125 and was described as having excellent performance characteristics. Am car radios range from $75 to $150. The set has a 6x9-inch speaker with 15 w output. "People want good sound," Mr. Gentry said.

Henry Fogel, president of Granco Products, created a stir with his prediction that "fm may replace am within a decade." He sees a billion-dollar annual sales potential in the receiver market.

"Annual sales of fm sets may reach 4 million units by 1963 compared to 1 million in 1959," he said. Granco for years has been a leading maker of low cost fm sets. Mr. Fogel said only fm can handle stereo, a development held up pending an FCC decision on standards. He predicted 2,000 fm stations will be operating by 1963 and predicted full stereo will be available by that time.

Embarrassing Question - The set-makers panel ran into a small riot in the question-answer session when broadcasters wanted to know why manufacturers did a heavy share of their advertising outside the fm medium. Mr. Leitzel was reminded that a Miami, Fla., distributor gave newspapers a 75-25 co-op advertising ratio whereas radio was on a 50-50 basis.

But Mr. Gentry had the worst time, again because of Miami distribution as well as failure to use radio in other cities. Asked why Motorola didn't use radio in Miami, Mr. Gentry said it was up to stations to sell the distributor. When he suggested Motorola liked billboards and print medium because of mass circulation, the audience voiced disapproval.

Two newspaper radio-tv columnists appeared on a panel, "If I owned an FM Station." Edward L. Barry, Chicago Tribune, and Bernard Harrison, Washington (D. C.) Star, agreed that many fm stations do an inferior job of
These are the things that matter most to me...
supplying program information to newspapers. They lauded the fm medium for musical programming of high quality and twitted am radio for programming to a teenage minority audience.

Robert D. Linx, FCC western division field supervisor, said fm is essential in case of disaster, providing communications facilities that would be "one of the few reliable means of communications." He urged fm broadcasters to cooperate in disaster network development.

Ben Strause of WWDC-FM Washington presided at the NAB fm session.

Fm group plans sales race against am radio

A new fm sales project, National Assn. of Fm Broadcasters, has actively joined the race for aural radio business. NAFMB flexed its muscles just prior to the opening of NAB's Chicago convention by, in effect, declaring war on Radio Advertising Bureau. It held its own meeting April 2 and joined NAB's Fm Day, April 3, with a half-day program (see page 64).

Miffed because RAB had decided it will not sell fm in competition against am radio, an NAFMB board resolution stated the association found RAB's policy "inconsistent both within itself inasmuch as fm is competitive with am, and with the stated purposes of the NAFMB." The board added that it "feels compelled to reject the current philosophies of RAB insofar as fm is concerned."

Fred Rabell, KITT (FM) San Diego, was re-elected NAFMB president. The association grew out of the 1959 NAB convention. Its paid membership was said to have reached the 100 mark during last week's convention. Dues range from $5 to $20 a month.

FCC Surprise ■ James E. Barr, assistant chief of the FCC Broadcast Bureau, threw a surprise into the April 3 session when he said the FCC's study of stereo broadcasting is giving serious consideration to commercial stereo as a subscriber service. Many NAFMB members, as well as non-members who were guests at the meeting, voiced surprise that official thought was being given to pay stereo as against broadcast stereo through multiplex fm transmission.

Mr. Barr reviewed the history of multiplexing and stereo. He said the fm stereo field has been narrowed down to four or five basic systems. He feels there will be a rulemaking procedure after the commission acts on stereo standards.

The NAFMB meeting heard an fm testimonial from Bob White, sales manager of Nelson Chevrolet, Chicago, who said the firm sells three to five autos a week via WCLM (FM) there. "Fm will always be on our advertising budget," he said. "It's the best buck I spend on advertising."

Mr. Rabell cited nationwide Pulse data showing that over 10% of all retail establishments have fm sets. The figures show listening in fm homes reaching a peak of 45% between 6 and 9 p.m. Other findings: 51.3% of fm homes listen daily, 56.5% weekly; main reasons for listening—good music 49%, better sound 17.9%, lack of talk 14.8%, better programs 3.9%, relaxation 3.9% and news-weather 2.7%.

Officers elected besides Mr. Rabell were: T. Mitchell Hastings, Concert Network, executive vice president; Frank Knorr, WPKM (FM) Tampa, Fla., secretary, and Bill Tomberlin, KMLA (FM) Los Angeles, treasurer. Named directors were (including officers): Thomas J. Daugherty, WKJF (FM) Pittsburgh; T. Mitchell Hastings, KHMG (FM) Houston; William G. Drenthe, WCLM (FM) Chicago; Harold I. Tanner, WLDM (FM) Detroit; Gary Gielow, KPEN (FM) Atherton, Calif.; Bill Tomberlin, KMLA (FM) Los Angeles; William Harley, WHA-FM Madison, Wis. (educational); Henry Slavick, WMCF (FM) Memphis, and Jack Kiefer, KMCA (FM) Los Angeles.
FM NETWORK FORMS
West Coast plan
includes rep firm

A multi-faceted fm business was announced last week by International Good Music Inc., a new subsidiary of KVOS Inc., Bellingham, Wash. It will encompass a network of automated fm stations on the West Coast, a joint programming-representation plan for the top 25 fm markets, and an fm program service for general sale.

Basic operation of International Good Music will be a West Coast station group to be called the "Heritage Stations." As outlined by Rogan Jones, president of IGM, the group will include KGMJ (FM) Portland, Ore.; KGMJ (FM) Seattle, Wash.; KFMU (FM) Los Angeles; KFMW (FM) San Bernardino, Calif., and stations in San Diego and San Francisco. The Jones group has an application pending for purchase of KFMU and KFMW, is applying for a new facility in San Diego and is negotiating to buy an existing fm in San Francisco.

All these "Heritage" stations will program the same 18-hour schedule of programming and commercials, operating under an automation technique developed by the group. The programs themselves will be constructed under direction of Alfred Wallenstein, noted conductor and one-time director of the Wallenstein Sinfonietta on the Mutual network. All recordings will be transferred to tape in Bellingham and bicycled to the six other stations.

Emphasis on Economy = The IGM plan envisions operating with minimum personnel and overhead requirements. This translates to one full-time employee in each market (a combination newspaper relations man) and a part-time engineer to change tapes. There need be no studio facilities in the usual sense; each station can "piggyback" in the studios of an existing station in the market. The only studio equipment will be a $7,200 automated tape playback unit.

The programming itself will include classical, light classical, show tunes and other "good music" types. Commercials will be limited to a maximum of six minutes per hour, with no jingles or "hard sell." Because all seven Heritage stations would use the same commercials, sales will be restricted to national or regional accounts.

Mr. Jones is backing his initial promotion with a new Politz study of the West Coast in fm market. He believes the stations will be able to offer a 35 cent cost-per-thousand.

These are the things that matter most to me...

"My children..."

PORNOGRAPHY: THE BUSINESS OF EVIL
"I think he got his ideas from that book that night."

"The books you can get five for a dollar ... you can always buy the pictures easy."

"...involves chainings, beatings...masochistic practices you would find in a glossary of abnormal psychology."

"The national syndicated smut racket grosses approximately half a million dollars a year."

Obscene books, literature and motion pictures have been flooding the nation since the end of the war. To find out just how far this racket ate into the life of Boston, "capital of U.S. morality", WBZ News Director Jerry Landay and his staff spent months researching pornography in Boston. They taped interviews with members of Boston's Vice Squad, the D.A.'s office, parole boards of detention centers...with men, women and children personally involved...and edited the tapes into "Pornography: The Business of Evil", an hour-long program shocking in its revelations of degeneracy.

The smut racket knows no barriers. Wealthy homes and work-a-day homes...highly educated and illiterate people have all dipped into this morass of filth. Most disconcerting, however, were the pitiful experiences of five and six-year-olds exposed to decadent photographs and forced into awkward situations and moral degradation.

After hearing the program, Massachusetts Governor Foster Furcolo declared an emergency to put into effect immediately a new law establishing heavier penalties for violation of the state's obscene literature curbs.

The Boston Federation of Organizations, representing 140,000 members of 52 women's clubs, organized an all-community roundup against pornography which is still in progress.

WBZ +WBZA
BOSTON

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
to other fm stations in non-competing markets. In the top 25 markets the company will offer a representation service, too. This will be headed by Fred Bernstein with offices at 28 W. 44th St., New York.

Mr. Jones said that any stations buying the programming would be able to operate under the same automated system. Each would have to purchase the $7,200 automation unit (basic Ampex design with a switching arrangement engineered by the Jones group). He theorized that a prospective fm broadcaster might be able to go on the air using the IGM programming set-up for a maximum investment of $20,000.

**Fm Unlimited expands**

Fm Unlimited, Chicago-based representative and sales promotion firm, announced expansion last week into management and/or engineering consulting services for broadcasters, station representatives, agencies and clients.

The organization will help prepare applications for new stations and counsel station management in engineering, sales, programming and promotion. It also will supply information to representatives who contemplate going into fm representation, according to Charles W. Kline, president of Fm Unlimited. Agencies also can avail themselves of counseling designed to make fm advertising more effective. The company announced previously that it had entered the fm program syndication field.

**TIO project review shows diversification**

One year after its conception, Television Information Office is operating a diversified series of image-building projects designed to meet the widespread attacks against the medium. TIO's program was reviewed April 4 during the NAB Chicago convention by Clair R. McCollough, Steinman Stations, chairman of the policy-making Television Information Committee, and by Louis Hausman, operating head of TIO.

Newest of the TIO projects is a twocity cooperative move in which Los Angeles and Chicago stations publish monthly information bulletins pointing out tv's contributions in information, education and the arts (*Broadcasting*, April 4). Each city is circulating 10,000 copies of bulletins covering programming in its area.

Mr. Hausman said the Los Angeles and Chicago cooperative bulletins show how broadcasters can work effectively at the local level in contacting thought leaders in the community. TIO projects include a planned film about the tv industry. Mr. McCollough said TIO has 150 paying member stations, plus networks, with dues running around $500,000. "We need another 150 stations," he said. C. Wrede Petersmeyer, Corinthian Stations, called on individual stations to initiate their own image-building campaigns. He said station personnel should speak at local meetings and suggested use of tv's own facilities to answer attacks on the medium.

David Brinkley, NBC commentator, and Vincent T. Wasilewski, NAB government relations manager, participated in a panel discussion on political and legislative problems. Mr. Brinkley said it won't make a great deal of difference who wins the Presidential election this year "since the nation is committed to a middle-of-the-road policy and the President can't change this basic political philosophy."

Mr. Wasilewski said the communications committees of Congress aren't likely to change much at the next session of Congress. Older party leaders will remain in control, he added, and he doubted if any drastic broadcast legislation will be enacted. He urged every station to oppose legislation designed to require stations to donate one hour of prime time a week to campaign speeches.

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*These are the things that matter most to me...*

*Our culture...*

**MUSIC MAN ON THE MUDDY OLD RIVER**

Most people living along the Ohio used to think of it as a muddy old river—if they thought of it at all. But KDKA had a different notion about it. So last summer, Robert Austin Boudreau and his American Wind Symphony, co-sponsored by KDKA, were sent on a mission: to rhapsodize from a river barge to twelve cities along the river.

The result of this voyage is best told by a townsman* of one of those cities:

"It was a typical hot July night last Wednesday when Huntington (W. Va.) tucked an old blanket under arm, took cushion in hand and headed down the bank toward the Ohio River. An orchestra was scheduled to play on a barge moored close to the bank and it seemed as good a way as any to relax and get cool — to sprawl on the riverbank and listen to music.

"It would be a light program... for relaxation. "No one expected to come away 'thinking.' No one expected to get bawled out, not even by a Boston professor conducting a Pittsburgh orchestra. But that's what happened.

"Robert Boudreau conducting the American Wind Symphony paused between numbers to give what presumed to be an informal chat. He told his listeners he'd been warned not to come to Huntington because the city was notorious for staying home even before the distracting days of television. He expressed his gratification for the large audience attending.

"He spoke of the beautiful river that had been given us and the dirty river we had made of it. He
AMST DENOUNCES V DROP-INS

Chaos seen if case-by-case action taken

The Asn. of Maximum Service Telecasters re-affirmed its stand against any FCC-authorized breakdown in minimum mileage separations for co-channel and adjacent-channel tv assignments at a general membership meeting April 3 in Chicago.

A record 186 station executives from AMST member stations attended the meeting and re-elected Jack Harris, KPRC-TV Houston, president. Mr. Harris announced that the association's membership is now at an all-time high, with 141 member stations.

Ernest W. Jennes, legal counsel, outlined AMST's continued fight against reduced mileage separations and questioned whether tv really has an allocations problem. He stated that 99% of the American public can receive at least one tv signal; 94% three or more, and 80% four or more. "Do facts such as these warrant a breakdown of the present system of television?" he asked.

"Any program involving any deviation from mileage separations, no matter how carefully designed or planned, opens the door to service deterioration," Mr. Jennes stressed. "This door should remain closed." He said that separations have worked to prevent progressive erosion of tv service and compared tv with the history of am which "has been one of steady and progressive chipping away at existing service."

Potential Chaos: Referring to current FCC rulemaking, the attorney said that if the commission makes drop-ins, it should consider all such proposals in one proceeding and keep such drop-ins to an absolute minimum. "If the commission starts dropping in stations case by case at short mileage separations, a general breakdown of separations and chaotic interference are just a matter of time," Mr. Jennes stated.

"For four long years we have opposed many efforts to set up a jerry-built system of vhf allocations, with low-powered stations operating very close to each other and providing many small islands of service in the midst of vast areas of interference." He said the commission could justifiably do nothing about allocations but this is very unlikely. "A number of pressures have built up which make non-action very difficult even though it could well be a sensible course of action." Mr. Jennes told the AMST members. He continued:

"There are those who say that a scarcity of tv facilities is at the root of all of tv problems, including the charges that tv stations are not programming in the public interest. . . . It is difficult to be patient with this kind of talk. . . . Has the tremendous amount of competition in am radio resulted in better programming in the public interest? I defy anybody to look at radio today and say with a straight face that radio programming is generally better today than 20 years ago."

Lester W. Lindow, AMST executive director, reviewed the many activities of the association during the past two years. He pointed out that in the past year, more than one out of every 10 tv stations have been threatened with increased interference and deteriorated coverage as a result of "drop-in" proposals before the FCC. AMST has opposed all of these, which would have affected 44 different American tv stations. Efforts to break down mileage separations "are stronger than ever and we are facing our most serious battle," Mr. Lindow stressed.

Last Year: He listed as the two principal AMST activities during the past year participation in the commission's 25-890 mc proceedings and appearances on the spectrum panel formed by the House Communications Subcom-

was, of course, referring to the sanitary disposal of waste. He touched on the value of the river recreation-wise. In addition to putting on a good show complete with fireworks he sent most of his audience away thinking.

"If a concert could be presented successfully why not other means of entertainment, including stage plays and even the revival of the minstrel-type of entertainment which had its start on the river showboats of old?"

"The city is well aware of its advantages industry-wise... and what of its advantages tourist-wise? Such a recreation project would be of benefit not only to the area but would bring tourists into the city as well . . . ."

"Listening to the music against the backdrop of height and the sheen of water, with the lights of small boats gliding by in the darkness, brought home to many the thought that the dirty old Ohio River has its artistic possibilities."

"Why not a cultural project from what has hitherto been only commercial? Why not Ohio River Festival?"

"Impossible? Think about it."

The orchestra played to crowds of 50,000. And everywhere people are asking the same questions, and others — about boating, water sports, river jazz, show boats and lots more.

Next year, the KDKA Concert Barge will revisit all twelve cities by request, and make eight new stops. How much more will the trip accomplish than bringing live concert music within earshot of industrial towns teeming with people? Will this discovery of the Ohio's value as a cultural center take hold?

It's too early to tell. But one thing KDKA knows for sure: people are thinking. In fact, not since a steamship first navigated up that muddy old river and opened the doors to the West has there been such excitement about it. And everyone knows what that led to.

*Bill Belanger in the Herald-Advertiser, Huntington, W. Va.

KDKA PITTSBURGH

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
conduct a $2.5 million study of uhf's ability to service a metropolitan area such as New York City, provided the industry is permitted to participate in the experiment. The commission now is seeking $2.5 million from Congress to conduct the study without industry participation.

Howard Head, AMST engineering counsel, outlined the association's work in that area. He said AMST studies are essential because no other organization has an active program for collecting engineering data on a methodical, objective basis. The purpose of these studies, he said, is to make the most accurate, possible prediction of the consequences of allocation changes related to both uhf and vhf.

He cited a recently-completed study in conjunction with Iowa State, on adjacent-channel mileage separations. While results have not been analyzed, they indicate that reducing the mileage separations from 60 to 40 miles "would cause more interference to existing service than the commission intends," Mr. Head said. He said AMST has recently undertaken a study in Philadelphia and Baltimore to determine the behavior patterns of vhf signals. Results then will be compared with similar uhf studies.

Ruination - In a pamphlet given to member stations, AMST said that the commission's proposal to reduce mileage separations to provide a third vhf service in principal markets "could ruin much television service especially in rural and small town America." AMST maintained it would weaken efforts to obtain more space in the vhf band from the government and that standards for dropping-in v's are "vague and imprecise."

A membership resolution endorsed the position the association has taken on all problems during the past year and approved plans for activities during 1960. In addition to Mr. Harris, the following officers were elected: Charles H. Crutchfield, WBTX (TV) Charlotte, N. C., first vice president; Donald D. Davis, KMBC-TV Kansas City, second vice president; Harold Essex, WSJS-TV Winston-Salem, N.C., secretary-treasurer, and Mr. Lindow, assistant secretary-treasurer.


Named to the executive committee were Messrs. Harris, Crutchfield, Davis, DeWitt, Essex, Hayes and Petersmeyer.

Payola rare says PAB

Cases of payola in the broadcasting industry have been rare, the Pennsylvania Congressional delegation was told March 29 at a Washington luncheon hosted by Pennsylvania Assn. of Broadcasters. Cecil Woodland, WEJL Scranton, Pa., PAB president, told the legislators it is unfortunate for the public service activities of broadcasters "are not as well publicized as payola, rigged programs and other bad examples."

Mr. Woodland told the legislators PAB has drawn up a voluntary code of ethics, soon to be distributed.
KNOW YOUR ENEMY, RAB ADVISES
Means to improve radio billing, service, image spelled out

Five ways to improve radio’s billings, its service and its image were spelled out by Radio Advertising Bureau in a 90-minute presentation to a crowded radio assembly at the NAB convention Tuesday morning.

Radio station operators were told they should:
- Quit attacking one another and concentrate their fire on competitive media.
- Use their own station facilities to improve the medium’s image and acceptance. They should do this, RAB said, “at least 20 times a day for the next three months,” beginning immediately.
- Develop the best possible radio-vs.-newspapers and radio-vs.-television sales stories and insist that their salesmen use them “at least once a day for the next year.”
- Try every week to enlarge their audiences “by better programming, by dramatic promotion, or by both.”
- Rediscover and use “the most important single piece of equipment at any station—your backbone.”

The broadcaster’s backbone, RAB President Kevin Sweeney reiterated, is what makes his station strong: For example, he said, “when you have a problem persuading an agency to listen to radio’s story, if you have a backbone you go to the advertiser.” Or “when there’s a civic problem that needs action in your community, if you have a backbone you editorialize.”

Enemies Evaluated ▪ President Sweeney, Vice President and Promotion Director Miles David, Vice President and Member Service Director Warren Boorum, and Sales Administration Manager Robert H. Alter combined forces to sketch the strengths and weaknesses of radio’s major competitors in a presentation called “The Nature of the Enemy.” Radio’s own strengths in competition with these media were emphasized.

Radio’s “enemies,” RAB said, include not only newspapers, television, magazines, outdoor direct mail, trading stamps and car cards, but also “some of the largest advertising agencies in the country.” Four of the top 25 agencies were said to invest less than 3% of their budgets in radio. The agencies were not named, but at one point an RAB aide began distributing apples—a sort of trademark of Leo Burnett Co., Chicago. Among radio’s agency friends—those putting the largest percentage of their billings into the medium—were listed Cunningham & Walsh; Grey; Ayer; Sullivan, Stauffer, Colwell & Bayles; Esty, and Erwin Wasey, Ruthrauff & Ryan.

Among the weaknesses attributed to principal competitors of radio were these:
- Television: Average evening ratings have dropped and probably will continue to do so as a third competitive network grows stronger; a disproportionately large amount of viewing is done by 40% of U.S. families, with the result that another 40%—where radio listening is stronger—does only 18% of total viewing and thus is only lightly reached by tv; audiences get smaller in summer; daytime television does not deliver a mass audience; tv has many “sales failures,” as opposed to sales successes.
- Newspaper weaknesses: Failure of circulation to keep pace with market growth (in Dallas, it was noted, for who can hardly see. Well, if you were Ethel Merman on Broadway, you couldn’t get more of a response.

There are 128 other people in the KYW Road Show — singers, dancers, mimes, jugglers — aged 7 to 55 — and each must feel somewhat like this. They put on their act twice a week, sometimes four nights a week...travel up to 50 miles outside Cleveland city limits...to help raise money for charitable and welfare groups.

Last year the KYW Road Show received the American Legion Citation of Merit, a prize rarely awarded to non-Legionnaires, for its contribution to the civic and community life of Northern Ohio.

KYW CLEVELAND

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
No slipped discs here  □  RAB President Kevin Sweeney uses a model in a skeleton suit to make his point about example, that newspaper circulation grew 1% while number of households increased 50%; rate increases are outdistancing circulation gains; coverage is poor in suburbs; readers spend relatively little time with newspapers (39 minutes a day as compared to 1 hour 54 minutes listening to radio).  □  Magazine weaknesses: They’re having trouble selling subscriptions without cutting prices (more than 60% of subscriptions sold by eight leading magazines in a recent six-month period were at cut prices); they don’t attract truly national audiences (seven of the largest fail to reach 44% of all people over 10 years of age); they account for only 6% of time spent with major media, as compared to 32% for radio.

**Enemy Strengths**  □  Among the strengths of radio’s competitors which RAB officials cited were newspapers’ use of color (985 of 1,700 newspapers have it, and 68% of color revenues are local), their tradition of retailer acceptance, their ability to give news in detail and their exclusive columns and other features; magazines’ growing use of regional editions, their “editorial vitality” (“they know that most people do their thinking below the waist”), their use of gatefold ads and no-premium bleeds, their aggressive sales promotion and the fact that their salesmen far outnumber radio’s; television’s glamour, its sales promotion and the amount of time spent watching it.

RAB officials predicted that 40 to 50 daily newspapers would “die” in the next few years from low profits and high costs.

They also said that monitoring of radio stations’ own advertising showed that 91% is directed against other radio stations, and that a canvass of agencies indicated that eight out of ten radio-station presentations were similarly aimed at other stations. This prac-


**THE FIGHT FOR FREEDOM**

**Must oppose restrictions, Seymour says**

The president-elect of the American Bar Assn. last week likened broadcasting to the law as professions equally concerned with freedom, equally carrying "a harness of obligation" and equally in need of better public understanding.

Whitney North Seymour made his first appearance on behalf of the NAB as the association's special counsel in the FCC's program hearings last Jan. 26 (Broadcasting, Feb. 1, 1960). He made his second last Wednesday as the luncheon speaker at the NAB's annual convention in Chicago.

Both broadcasters and lawyers, he said last week, must vigorously oppose restrictions on the "practice of our calling."

"But with the right to practice freely," he said, "goes the public obligation to do it as responsibly as possible. . . Freedom is not just the privilege of doing what we please."

**Test of service =** How should broadcasters themselves test whether they are practicing responsibility as well as privilege? There is no set of rules by which that question can be answered, Mr. Seymour said, but he suggested the best measurement he knew was described by the famed poet, Robert Frost. Men can tell if they deserve the liberty they have if they have an easy feeling in their hearts.

"If you feel easy in your hearts," Mr. Seymour told the broadcasters, "you will know you are meeting the test."

There is much misunderstanding among the public about both broadcasting and the law, Mr. Seymour said.

**These are the things that matter most to me . . .**

"The emergencies..."

**WHAT'S A PENNY PITCH?**

To most people it's a line you pitch to. Closest penny's the winner and takes all.

To WOWO listeners it's different. They pitch pennies by the thousands to a kitty at WOWO... to help losers in the game of life. It started in '54, and has been going on ever since.

That first year they pitched pennies for a new typewriter to help a crippled lad to continue putting out a local newspaper — his sole means of support.

In '55 pennies were pitched toward power tools for a disabled veteran. As a result he was able to start his own woodworking business.

In '56 WOWO pennies rebuilt a home for an elderly couple, unable to modernize on their own.

The next year WOWO broadcast the story of a blind woman and her four children, about to be evicted from their small apartment. 16,654 listeners played... and purchased a home for this family.

In '58 WOWO coins jingled their way up to rebuilding a home and playground facilities for a couple that sheltered orphans.

Last year WOWO listeners burned a mortgage for a widow and six children. 19,232 people played that game. The kitty: $11,230 — enough to pay the mortgage and provide for a much needed operation for one of the children.

The game that started with a typewriter for a small boy has furnished homes for needy families.

What will the stakes be next year? No one can say for sure. One thing is certain. No station in the Tri-State area is more eager to help its community... no station better known for the help already given.

**WOWO FORT WAYNE**

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
Barrister Seymour
Oppose restrictions

ple" who are eager for new experiences and new knowledge, Mr. Seymour said.

The Constitution - Mr. Seymour summarized for the NAB delegates the testimony he gave the FCC last January.

"First," he said, "there is no doubt that the First Amendment protects broadcasting just as it protects other forms of communications." The FCC is prohibited from exercising any measure of program control.

In carrying out the mandates of the Communications Act, the FCC may consider questions of character; it may consider the question whether an applicant is seeking a facility for purely personal gain; it may hold people to their promises; and it may ask applicants to indicate how they are seeking to find out and to meet the needs of responsible elements in their community. But beyond that the commission cannot go.

Petry study points up public service time

Broadcasters' day-in, day-out contributions to public service causes were pointed up last week in a study showing that the stations represented by Edward Petry & Co. donated more than $22.6 million to such projects in 1959 (CLOSED CIRCUIT, April 4).

The 30 Petry-represented television stations contributed $17,081,925 in time and talent to public service ventures, according to the report. The figure for the 25 Petry radio stations was placed at $5,531,580. These totals encompass 144,001 television and 245,705 radio announcements and 29,218 television and 16,776 radio programs -more than 1,000 announcements a day and almost 900 programs a week on the Petry stations alone. The difference in dollar totals for radio and television was attributed primarily to differences in radio and tv rate structures.

Edward E. Voynow, Petry president, said the survey was undertaken by the Petry company and its client stations to "help put the contributions of American broadcasting into clearer perspective." He said the findings "dramatize the dimensions of giving to worthy causes by a top cross-section of our industry..."

"No other force in the communications field can begin to approach the size, scope and effectiveness of the broadcasting industry's effort in the public service."

The range of community interests supported by the Petry stations was indicated in this tabulation of principal beneficiaries by category: $2,936,012 to civic groups; $2,712,718 to religious projects and organizations; $2,533,806 to Ad Council projects; $2,029,920 to education; $1,997,820 to health and medicine, and $1,004,032 to the community fund.
TV AGENDA: VTR, AUTOMATION

Panel discussion stresses money savings

The economies, revenues and cost of video tape operations and a look at automation in both the production and clerical phases of TV broadcasting drew the attention of station operators at the closing television assembly of the NAB convention Wednesday (April 6).

Video tape and automation shared the agenda with TVB's "Exponential" presentation, a study of the need for increased advertising to step up consumption—and of television's unique abilities in that goods-moving role. The presentation, shown earlier in Chicago, New York and Washington and slated to become available to TVB members shortly for local and regional use, was coupled with a warning by TVB President Norman E. Cash that television, which billed $1.5 billion in 1959, will have to add another $1.3 billion by 1970 merely to maintain its current share (13.8%) of the total advertising dollar.

Actually, Mr. Cash said, television should aim for at least a 24% share by 1970—a total of more than $5 billion. By that time, he said, some 52 million homes will be tv-equipped, perhaps 150 additional stations will be in operation and at least half of all network programming should be in color.

The TVB head reiterated his claim that television is "very much under-priced." Instead of being priced at minimum rates, as now, television should be "the most expensive of all advertising media" if effectiveness were the determining factor, he said.

Tape Talk In a panel study of "The Economics of Video Tape," Lawrence Carino of WWL-TV New Orleans and George Stevens of KOTV (TV) Tulsa reported on their experiences with tape. Russ Baker of Ampex and E.C. Tracy of RCA approached the subject from the manufacturer's standpoint and Frederick Houwink of WMAL-TV Washington appeared as representative of a station which thus far has not elected to put in tape equipment.

Mr. Carino said WWL-TV, whose weekend programming is handled by tape, is saving $30,000 a year on engineering overtime alone, but noted that this figure might be above average because of a unique labor situation at his station.

Mr. Stevens cited the ease of making "speculative commercials" via tape and said several new advertisers had been developed in this way by KOTV. But, he said, a bigger advantage of tape was in the greater flexibility it gave to programming. Similarly, Mr. Carino said WWL-TV uses it extensively for program specials—one of which involves 182 splices and would be impossible to do live (no trouble has been encountered in splicing, he said, though at least one station operator in the audience indicated he had had no such easy experience).

Fees charged for the use of station VTR equipment for both commercials and programs were cited as another important source of income. These charges, Mr. Carino said, have added to WWL-TV's income by amounts running into five figures per month.

Mr. Stevens reported a 14% increase in local sales at KOTV since vtr equipment was put into use two years ago.

The trend in vtr prices was described by the manufacturers' representatives as being reasonably stable. Cost of the basic VTR black-and-white unit is about $50,000, to which supplementary equipment may add from $3,000 to $10,000.

In a look at maintenance costs Mr.

These are the things that matter most to me . . .

"Our schools..."
$250 TO GO BACK!

No more pencils
No more books
No more teacher's dirty looks!

It used to be you'd hear this in June, when school ended. But in Chicago the happy chant had mournful overtones to adults hearing it in September. The nation's second largest city looked upon its school drop-outs and late enrollments as a grave social hazard. "What would they do instead this year? In ten years, what then?"

To help reverse this trend, WIND launched a "Start School When School Starts" campaign.

Forty to fifty spots ran each day. But WIND didn't stop with spots.

The station sponsored a "Start School Contest" with a $25 daily award and $250 grand prize. Teenagers entered by completing this sentence: "I am going back to school when school starts because . . ."

"We ran this campaign to sell the value of a high school education, just as we sell the value of cigarettes, cars, beer or coffee," says WIND's Dom Quinn.

Result was that WIND had 3,500 entries. Chicago schools had new highs in enrollments.
Carino estimated that repairs and upkeep had come to about $1,000 in 10 months at WWL-TV.

Mr. Houwink, the panel's hold-out against vtr, said he was "all for it" but that its importance must be evaluated in relation to "other uses for our money," such as station expansion, heavy outlays for programming, promotion and the like. Thus far, he said, WMAL-TV has felt that other investments were more important.

**Tv By Automation** Charles H. Tower, manager of NAB's department of broadcast personnel and economics, presided over the session and introduced Roger Read of Taft Broadcasting for a report on WKRC-TV Cincinnati, "the automated station," and Edwin Hush of Business Research Corp., Chicago, who reported on automation in operation procedures.

Mr. Read, administrative vice president in charge of planning for Taft Broadcasting, said automation equipment cost WKRC-TV about $145,000 but had accomplished the station's objectives—at least well enough to convince management that the investment was "not in vain." He reviewed some of the advantages but pointed out that there were some limitations, too: For instance, he said, automation eliminated the need for about eight engineers, saving $67,100 in operating expenses for one year, but at the same time had the practical effect of making remote telecasts impossible.

Mr. Hush said technicians had not yet reached but were rapidly approaching the ability to achieve automation of the office on a par with automation already achieved in television production. But, he said, "getting it started is up to management."

**Several resolutions passed in Chicago**

Broadcasters formally voiced their confusion over the FCC's policy statement on Sec. 317 (sponsor identification) at the NAB convention in a resolution adopted at the formal business session.

A series of resolutions covering routine convention matters included one dealing with Sec. 317. NAB reminded that its Policy Committee, had protested the FCC's statement on Sec. 317 along with other petitioners, leading to a Commission invitation for comments.

"A literal observance would seem to impel impractical broadcasting procedures in all areas of programming, including, but not limited to, news, music, religion, education and public service, and thus seriously jeopardize the quality of service to the public," the resolution noted.

The membership endorsed the policy statement of its own committee and resolved that individual broadcasters be urged to file comments explaining their views on the Sec. 317 notice.

Other resolutions endorsed a tribute of praise to the late President Harold E. Fellows and thanked FCC members and other speakers for their part in the convention program. A resolution lauding Inter-American Assn. of Broadcasters for its fight on behalf of free speech in the Americas was adopted at the suggestion of Herbert E. Evans, Peoples Broadcasting Co.

Another resolution expressed the NAB's appreciation to Frank Stanton, CBS president, for a "significant and lasting service in leading the successful campaign to free broadcast journalism from restrictive provisions of Sec. 315 of the Communications Act." The political broadcasting law was amended last year to exempt newscasts, news interviews and news documentaries from equal time requirements when political candidates appear.
Quality Radio Group plans reactivation

A programming-promotion-public relations clinic next June will serve as a springboard for the "reactivation" of Quality Radio Group as a recognizable industry entity.

That was the general reaction of QRG members following a Chicago meeting conducted last week by Ward L. Quaal, vice president and general manager of WGN-AM-TV Chicago and president of the group.

The two-day clinic, designed to embrace all facets of station operation, is expected to give the relatively dormant organization of 19 major, high power stations a shot in the arm. Details on time and location of the clinic will be announced soon, Mr. Quaal reported.

Gustav Brandborg, general manager of KVOO Tulsa, Okla., will serve as chairman of the planning committee, which also includes Frank Gaither, general manager of WSB Atlanta and vice president of Quality; Stanton P. Kettler, executive vice president in charge of operations, Storer Broadcasting Co., and Charles A. Wilson, advertising and sales promotion manager of WGN-AM-TV Chicago.

"Our town..."

PORTLAND'S CURIOUS COLLECTION

Portland, Oregon has one of the nation's newest and finest zoos. Soon it will be the only zoo in the world to feature in its collection an authentic deejay — a KEX disk jockey.

What's more, the KEX man is committed to do a broadcast from inside the cage, while his colleagues hurl peanuts at him.

What inspired this monkey business? Portlanders had spent two years and half a million dollars in labor and materials building the world's largest, most spectacular recreation railway for their zoo. But last November, just $10,000 away from completion, funds ran out and all work stopped.

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
Build local image, radio members told

A strong image of broadcast stations and the entire broadcast structure should be built locally, NAB radio members were told at the April 6 radio session in Chicago.

A three-part promotion-program meeting heard speakers discuss public relations techniques, promotion methods and programming policies.

Robert L. Pratt, KGGF Coffeyville, Kan., chairman of the NAB Public Relations Committee, explained NAB's public service aids for radio stations, including films, jingles and speech materials. He called for support of the Voice of Democracy program and National Radio Month, to be observed during May.

Four members of Broadcasters' Promotion Assn. offered a promotion presentation. They were Janet Byers, KYW Cleveland; Charles A. Wilson, WGN Chicago; James Bowermaster, WMT Cedar Rapids, Iowa, and John J. Kelly, Storer Broadcasting Co. They described promotion as a management function, listing ways of promoting stations, urging careful planning and cautioning against over-promotion.

Mitch Miller, Columbia Records, said radio is "the No. 1 medium to transmit music and news." He said the high-quality recordings available to stations offer wide opportunity for balanced programming. Mr. Miller advised balanced programming and warned against underestimating the musical taste of the audience, particularly young people.

"Television music is still in the Stone Age," he said. He urged radio stations to apply professional management skills to programming.

PRODUCT PROTECTION ASKED

ABC affiliates for longer station breaks

Product-protection standards and 40-second station breaks on ABC-TV nighttime programs were proposed by the network's affiliates last week.

Station sources said affiliates recommended that protection be allowed only between competing products, not between competing advertisers promoting non-competitive products; that protection be limited to 15 minutes' separation between competing products, and that no protection be accorded products promoted in participations or time bought "on any other basis except full or conventional alternate-week sponsorship."

The expanded station breaks would enable affiliates to sell two 20-second spots between network programs. At present they have 30 seconds.

These subjects presumably were among those discussed at a meeting of the affiliates' board of governors with ABC-TV President Oliver Treyz and other officials of the network at a meeting during the NAB convention in Chicago. They are similar to those suggested by Station Representatives Assn. as agenda material for a meeting of networks, stations and station reps (Broadcasting, April 4, March 14).

Without going into the questions dealt with, the affiliates board acknowledged that matters of mutual interest had been covered in the session with ABC-TV officials. They said no decision was reached on any of the subjects but that network and affiliates were "basically in accord on all matters" and had "pledged to move forward to achieve their common aims." Another session later in the spring or early in

These are the things that matter most to me ...

"My neighbors..."

THE WORLD'S MOST UNUSUAL PYRAMID CLUB

In 1944 a fantastic experiment in rehabilitation of underdeveloped countries was begun: the Heifer Project. 44 heifers were sent to Puerto Rican farmers with the understanding that their offspring would be distributed among their neighbors.

It was the beginning of a world-wide pyramid club
ABC building plans - At its television affiliates meeting in Chicago last week ABC showed drawings of a 30-story headquarters building to be erected on the side of the network's present New York offices. In this picture Leonard Goldenson (l), president of AB-PT, the parent company of the network, describes the building to Spyros Skouras, president of 20th Century Fox, and David B. Wallerstein, president of Balaban & Katz Theatres.

ABC officials gave out few details about the project—which is yet to be approved by the corporation's board. But it was learned that the management plan contemplates the beginning of construction in about two years. The block of land in the Lincoln Square area of New York where ABC now has its headquarters is owned by AB-PT. All buildings now on the plot will be razed to make way for the new construction. The new building will be owned by AB-PT and largely occupied by its own broadcasting and theatrical operations. It will contain a complex of television studios, including color equipment, and will be the center for ABC production in the East.

The ABC headquarters site faces a new development, the Lincoln Center for the Performing Arts, planned as a massive collection of theatrical and musical enterprises including a new Metropolitan Opera House. The Austin Co. will design and build.

the summer was expected.

Officers Elected - Brent H. Kirk, general manager of KUTV (TV) Salt Lake City, was elected chairman of the board of governors of ABC-TV affiliates at a meeting in Chicago last week.

The affiliates also elected Howard Maschmeier, WNHC-TV New Haven, Conn., as vice chairman; John F. Dille, president of a heifer. Cameras panned the neighboring farms that would eventually profit.

Next stop: Greece. A priest told Bostonians how the Project replenished the livestock of his town, ravaged by four waves of invasion in a ten-year period. A mother explained gratefully that for the first time, and only because of the Project, her child is properly nourished. Farmers, town officials, even children told what the Heifer Project meant to them.

The trip started on Thanksgiving Day. It ended on Christmas Eve. It involved people reaching out halfway across the world to help other people. WBZ-TV feels it will stimulate even greater interest in the Heifer Project.

It was a most appropriate Christmas program for it told the story of the greatest gift man knows—the gift of Hope where there was none.

WBZ-TV BOSTON

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
Mutual affiliates agree to ‘freeze’

The Mutual Affiliates Advisory Committee, which represents affiliates in dealing with the network, decided in Chicago that the status quo was the best course for now. The committee was “frozen” at least for the remainder of 1960 and probably until next year’s NAB convention.

This action sidestepped for the moment plans to organize Mutual’s affiliates into their own, self-supported organization completely autonomous from the network. The MAAC, although elected by Mutual stations by districts of the country, is subsidized by the network.

In discussions with network officials the MAAC heard that the possible sale of 25% of Mutual to Minnesota Mining & Manufacturing (BROADCASTING, March 14) would bring in $400,000 to $500,000 in advertising revenue.

Plough's plans told at Chicago meeting

Plough Inc. plans to beef up its news operation among its five stations and will concentrate more heavily on community service information, it was reported last week.

Programming, sales and engineering problems occupied the attention of the general managers of the five Plough Inc. stations at a pre-NAB convention meeting in Chicago’s Drake Hotel April 2-3.

Harold R. Kreistein, president of the Plough broadcasting subsidiaries, reported an improvement in audience ratings position of its outlets since Plough dropped its Top 40 music format. He also noted that Plough stations have resorted to a policy of buying all records they play on the air. Ways and means of improving community service information and projected expansion of news personnel looking toward stronger territorial coverage also were discussed.

Attending the meeting besides Mr. Kreistein were Roy Whisand, vice president and general manager, WCOP-AM-FM Boston; Byron Millenson, vice president and general manager, WCAO-AM-FM Baltimore; Claude Frazier, vice president and general manager, WPLO-AM-FM Atlanta; Charles DeVois, vice president and general manager, WMPS Memphis; Frederick J. Harm, vice president and general manager, WJJD Chicago; Gene Plumstead, vice president-programming; Roger May, vice president-sales, and Joe Deaderick, vice president-engineering.

Regional Broadcasters future up-in-air

Prospects for continued operation of Regional Broadcasters appeared during the group’s membership meeting in Chicago April 3. Several broadcasters present urged further existence of the organization to cope with special problems which might require group atten-

These are the things that matter most to me . . .

“My rights...”

NO ROOM FOR THE PUBLIC
—OR IS THERE?

Maryland’s State Legislature charged the Baltimore Commissioner of Police to be guilty of misconduct in office and incompetence...and recommended an immediate removal from office.

A hearing was promptly scheduled. The only hitch: it was a gubernatorial hearing—a closed affair.

WJZ-TV raised two important questions: isn’t the public obligated to take an active interest in proceedings related to the conduct of a man entrusted with the safety of their homes and fami-
tion. They voted to send letters to all fulltime Class III, II and I-B stations to learn if enough are interested in underwriting the cost.

Payson Hall, Meredith Pub. Co. Stations, chairman pro-tem of the organizing committee of Regional Broadcasters, and Hollis Seavey, its director, reported on the successful effort to support Senate ratification of the 1950 North American Regional Broadcasting Agreement and the broadcasting agreement with Mexico.

Mr. Hall expressed thanks to all broadcasters involved for their cooperation and said all Meredith Stations will give full support to Regional Broadcasters should it be decided to extend the life of the organization. He said, however, that other duties force him to drop his leadership role in the group.

3. recorded the entire proceedings on Videotape.
4. broadcast the proceedings in their entirety.

Richard W. Case, Special Legal Advisor to the Governor: “Fortunately, I did have an opportunity to see some of the program presented by WJZ-TV. I thought it was very well done... I have heard a number of attorneys say they could see no reason why important appellate cases could not be visually recorded.”

Governor Tawes: “I was entirely satisfied with the television coverage given by WJZ-TV... My sincere thanks to you for your cooperation in the matter.”

WJZ-TV proved that it could televise such major events with an absolute minimum of distraction to the participants and with no editorial bias resulting from extraneous comments or excision of any proceedings.

WJZ-TV BALTIMORE

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
HARRY HEARD
Truman highlights Pioneers dinner

Broadcast Pioneers provided a prestige highspot at the NAB convention last week as ex-President Harry S. Truman appeared as feature speaker at the organization's annual banquet. The dinner drew a capacity crowd in the grand ballroom of the Conrad Hilton Hotel.

Mr. Truman put on his usual good show, mixing nostalgia with quips about current and past radio history. He was presented the distinguished service award of the group and a host of other gifts, prompting him to observe, "I like payola."

Mr. Truman was introduced by Merle S. Jones, CBS, president of the Pioneers. Awards were presented by William S. Hedges, NBC, chairman of the Hall of Fame and Awards Committee. Sol Taishoff, Broadcasting, was banquet chairman with Ward L. Quaal, WGN Chicago, chairman of the local banquet committee.

Citations were presented to Sydney M. Kaye, attorney and BMI counsel; Harold Hough, WBAP Fort Worth (in absentia); Mark Woods, first president of the pioneers; H. Leslie Atlass, retired from CBS; and Vladimir K. Zworykin, RCA, inventor of the iconoscope tube (in absentia). A Hall of Fame award was given the late M.H. Aylesworth, first president of NBC. It was acknowledged by his daughter, Mrs. Dorothy Gwyer, of New York.

Mr. Truman recalled, with impromptu sound effects, his experiences with the cat-whisker gadgets of early radio days and the later addition of a horn. He said broadcasters "are fine people" but hinted plainly he sometimes pushed a button to silence the TV during a foxtopower plug.

He reminded broadcasters of the responsibility they face in operating a mass medium and recalled how legislation was adopted in 1888-90 when railroads became big business. A few offenders can cause troubles for everyone else in broadcasting, he said. "You want to make the United States the greatest republic in the world and you have more responsibility than any other organization in the world," he said. "We are on the threshold of the greatest era in history."

Mr. Truman's talk was preceded by playbacks of some of his old campaign give-em-hell speeches. He was presented with complete tapes of his network broadcasts as President and a gold record of campaign speech excerpts.

CBS boosts employees' pay, other benefits

CBS employees had some good news last week—a "substantial" increase in the fund available for merit raises, an extra holiday each year, an extra week's vacation (after 25 years of service), liberalized payments for overtime on weekends, an extension of severance pay allowances and, for clerical workers and others in the salary-grade levels, a 4% general pay raise.

These changes are in addition to a stock-purchase plan for employees and a new pension arrangement which are to be voted on at the annual meeting of CBS stockholders on April 20 (Broadcasting, March 28).

Employees have been notified that, effective last week, there was a "solid increase" in the merit fund set aside for salary raises to be given in special recognition of outstanding work. They also were told that they would get a fourth week of vacation starting in their 25th year of service (except for department heads the top limit has been three weeks, reached after five years of service); that election day is being added to the eight holidays they already get each year; that weekend work will bring overtime pay for a minimum of four hours, and that severance pay
schedules are being extended from the old maximum of six weeks after three years' service, to seven weeks for employees with four to five years and eight weeks for those with five or more.

Headliner awards go to radio-tv newsmen

Four tv awards and four to radio were among the 24 announced by the National Headliners Club for outstanding journalistic achievement in 1959.

Public service awards went to KMOX St. Louis and KPIX (TV) San Francisco for radio and tv respectively. NBC's News on the Hour won top honors for network radio news broadcasting with the local radio news coverage award taken by WNEW New York. WMRN was winner in the local radio editorials category. ABC-TV won the award for consistently outstanding tv network coverage; the local tv award going to Gabe Pressman of WRCATV New York. Mario Biasetti of CBS News won the award for the best newsmen, whether theatre or tv, for his work on the Nicaraguan invasion "where he both effected and filmed the surrender of a rebel band," according to the Headliners Club.

The award for the best radio and tv newspaper columns was won by Paul Molloy of the Chicago Sun Times.

NETWORK BILLING UP 10.9%

ABC-TV shows 24.2% gain in January

Network tv gross billing got off to a January start of $57,756,267, a 10.9% increase over the same month in 1959 ($52,076,179). ABC-TV had a gross billing of more than $13.2 million, a 24.2% gain. Both CBS-TV and NBC-TV moved upward, CBS' $23.5 million plus, a 6.5% increase, and NBC's $20.95 million representing an 8.6% increase.

The gross billings were released last week by Television Bureau of Advertising, the figures compiled by Leading National Advertisers and Broadcast Advertiser Reports.

Nighttime billing increased 20%, from over $33.7 million in January 1959 to more than $40.4 million in January 1960. Daytime billing went up 5.8%, from $17.2 million-plus to over $18.3 million.

These are the things that matter most to me...

"Our transportation..."

There's a serious, nasty problem in booming Pittsburgh—not one nasty is being spent for mass transit. One of the most important facets of a major city is in a mess.

Pittsburgh's Chamber of Commerce knew something had to be done about it. But how do you present a complicated problem to a community without being dull?

The Chamber's first step: contact KDKA-TV.

KDKA-TV had facilities to get the Chamber of Commerce campaign against traffic snarl rolling in a hurry. Already on KDKA-TV's program schedule: "Decision," a half-hour public interest program in prime time. "Decision" has already probed such touchy topics as "Inflation" and "Unemployment." "Mass Transit" was added to the program schedule.

KDKA-TV cameras called on various community leaders—the head of the trolley system, a department store president, a civic leader, a well-informed citizen. Each spoke up sharply and Pittsburghers got a realistic understanding of their problem. The decision was now up to them.

Television again demonstrated that it can act fast. That it can serve its community—and do it dynamically.

One Pittsburgh newspaperman's comment: "An effective demonstration of how to get rid of that flat cliché, the panel of experts, and still retain the punch of interviews. The program...was a hard-hitting look at a nasty Pittsburgh problem."

KDKA-TV PITTSBURGH

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
ANOTHER THIRD DEGREE FOR FCC

Budget hearing was full investigation of agency's activities

While the line of questioning belied the fact, it was indeed the House Independent Offices Appropriations Subcommittee quizzing members of the FCC last March 1 on the commission's proposed fiscal 1961 budget.

But, with over half the questions concerning quiz rigging, payola, false advertising, "monopolistic" TV networks and "lost public confidence" in the FCC, the commissioners could be pardoned if they thought they were facing once again the House Legislative Oversight Subcommittee.

Testimony of the secret hearing, during which the FCC testified on its request for $13.5 million next year, was released today (April 11). The money requested is up $3.5 million over the $10.55 million appropriated for fiscal 1960, ending June 30.

The major portion of the increase—$2.25 million—is earmarked for a proposed study of uhf to be conducted in New York City. This item also was by far the most controversial. (For details of what the proposed study entails, see Broadcasting, Feb. 8.)

Commissioner Lee said the proposed uhf study is the most important item that has appeared in an FCC budget during his seven years on the commission. He said New York was chosen for the experiment, which is to include the construction of two uhf stations, because it offers the worst possible conditions for reception of uhf signals.

Rep. Albert Thomas (D-Tex.), subcommittee chairman, said it appears that "someone wants to sell some equipment... Why should not the industry do its own research and development?" Commissioner Lee, the government's most outspoken proponent of uhf, replied that the inspiration came from the subcommittee's frequent criticisms of the FCC in the past for depending on the industry to do the agency's research.

In two years, the commissioner said, it should be determined whether uhf will work in New York, and if not, tv will lose its allocations in that portion of the band to other users. Rep. Thomas thought the National Academy of Science could come up with an answer if given $250,000, instead of $2.25 million. "Let me suggest to you that you consult that crowd for awhile and let them take a look at it and maybe you can... get everything you want," he told the commissioners.

The Old Bandwagon - The members of the subcommittee took up the entire morning hours of the one-day hearing in quizzing the commissioners about the ills of radio and TV that have been making headlines for the past several months. The chairman wanted to know what the FCC is doing "in the great field of advertising where certainly a lot of loose statements are made..." He challenged the contention of then FCC Chairman John C. Doerfer that jurisdiction in this area lies with the FTC.

Rep. Thomas maintained that the commission does have jurisdiction and
criticized the agency for not using its 160 field monitors to police programming and advertising. Commissioner Doerfer's explanation that they were assigned to check for technical violations only did not satisfy the subcommittee members.

Rep. Sidney R. Yates (D-Ill.), accused the commission of disregarding local needs in renewing NBC's WNBQ (TV) Chicago. He maintained that the commission should require that certain amounts of time be set aside for local programming and advertisers. He disagreed with Commissioner Rosel Hyde's contention that this would be censorship.

"What you are saying ... is that the [Communications] Act itself permits two or three big broadcasting companies to have a monopoly and dominate," Rep. Thomas charged. "Through your own rules and regulations you have fostered this monopoly. ... You have closed your eyes and ears to what the people want."

Rep. Joe L. Evins (D-Tenn.) said that the FCC has lost the public's confidence. "You have been drifting in the field. I think it is time you addressed yourself to protecting the public interest and not the vested interests," he said.

This statement brought a strong protest from Commissioner Doerfer, who said: "I reject that appraisal of our work, Mr. Congressman. I do not think it is warranted." When members of the subcommittee were criticizing the commission for not revoking a broadcast license since 1932, Mr. Doerfer retorted: "I would like to have you point out to me what license should have been revoked. . . ."

Lengthy questioning of the commissioners also was directed toward such subjects as payola, quiz rigging and the 13-month backlog in processing applications.

**Zeckendorf suing Outlet for $8 million**

An $8 million damage suit has been filed by New York realtor William Zeckendorf against a Providence, R.I., bank and trustees of the Outlet Co. stock. The suit is an outcome of the legal battle instituted last year by Joseph S. Sinclair, grandson of the Outlet Co. founder and executive of the department store's WJAR-TV Providence. This resulted in an injunction staying the sale to Mr. Zeckendorf's 91065 Corp. (Broadcasting, July 27, 1959).

An option to purchase 55,230 shares of Outlet Co. stock at $120 was obtained in 1958 by Roger L. Stevens, New York realtor, who subsequently transferred the option to Mr. Zeckendorf. Mr. Sinclair brought suit to stay the $12 million transaction on the ground that he could have obtained a better price.

A Rhode Island court found that the Industrial National Bank, one of the trustees, was involved in a conflict of interest and the trustees failed to obtain a better price.

**Seeks catv controls**

FCC authorization to exercise control over radio-tv receiving antenna towers—as the agency now controls transmitting towers—is sought in a bill (S 3343) introduced last week by Sen. Warren Magnuson (D-Wash.) at the commission's request. The bill would apply to booster antennas, catv receiving installations and private antennas owned by individuals for radio or tv reception. The agency controls microwave relay towers through its jurisdiction over common carrier grants.

The FCC said the public and aviation interests have expressed concern over receiving antenna towers not used for transmission.

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**"Our hospitals..."**

"After seeing the condition of the patients, I would beg, borrow or steal to prevent anyone from going to a state mental hospital."

— KYW-TV Reporter Hugh Dananceau

Something just had to be done to improve the condition of Cleveland's state mental hospitals ... and KYW-TV did what no other medium could do.

KYW-TV moved right into the mental hospitals with cameras and microphones. Viewers saw the deplorable conditions first hand.

16,000 feet of film were edited into four one-hour programs dubbed "Forgotten People." The series, scheduled in prime time, replaced two popular network shows. Result: ARB ratings doubled those of the previous month.

The impact upon viewers was so great that letters and phone calls poured in immediately. Governor DiSalle allowed KYW-TV news and cameramen to accompany him on his tour of mental institutions in Delaware, New York, New Jersey and Connecticut soon after the series.

The Governor's action proved that "Forgotten People" invoked the concern of those in the audience nearest to the problem and those best equipped to do something about it. Plans have been announced for a new hospital. And hundreds have volunteered their services.

**KYW-TV CLEVELAND**

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
CATV FIGHT HAS NEW TWIST

Montana station asks

The fight of telecasters against community tv systems took a new turn last week.

A Montana multiple television station owner asked the FCC to ban microwave relay grants which would carry metropolitan area tv signals to small town catv systems in conflict with local tv stations.

And, at the same time, a second network has made it known that it believes catv systems should carry the local station on its lines, particularly when distant signals are brought in on microwave relays.

The petition for rulemaking was filed last week by Television Montana (Ed Craney), licensee of KXLF-7V Butte and KXLJ-TV Helena. The request was based on the grounds that the microwaving of tv signals from larger cities to smaller communities for distribution by catv is destructive to local tv broadcasting.

The petitioner cited recognition by Canada of the impact of microwave operation upon the overall tv allocation plan and the adoption of a rule which conditions microwave relay grants to areas "not served by existing Canadian television stations." It also pointed out that the Canadian rule requires that a microwave license be voided when a tv station begins operating in the area.

Seeks Rule Change Television Montana asked that Part 21 of the FCC's rules be revised to ban microwave grants (1) to systems which carry a program already being carried by the single, local tv station and (2) which would "adversely affect" existing local single tv operation.

NBC was the network which took a position on catv systems, following much the same approach taken by CBS earlier (BROADCASTING, March 28).

In a March 25 letter to the City Council of Scottsbluff, Neb., NBC Vice President David C. Adams stated that the network believes a microwave system should not be approved unless the consent of the station has been obtained for use on a catv system. It also declared that it had certain property rights in its network programs and that these property rights are violated when NBC programs are picked up by catv systems without consent. NBC has never granted such consent, Mr. Adams said.

Mr. Adams' letter was sent to the Scottsbluff council at the request of William C. Grove, general manager of Frontier Broadcasting Co. Frontier operates KSTF (TV) in Scottsbluff.

The interest of Scottsbluff officials in the catv situation stems from the prospect of an application being filed for a catv franchise.

Bar Assn. recommends 'ex parte' legislation

Federal agencies have not been able to deal with the problem of backdoor influence up to now and legislation is indicated, American Bar Assn. representatives told the House Commerce Committee last week (also see page 88).

Testifying in favor of the ABA-recommended bill (HR 6774) to prohibit ex parte contacts with FCC members and other agency people involved in agency decisional processes, Donald C. Beelar of ABA's Federal Administrative Practice Act committee and Bryce Rea Jr. of the association's administrative law section committee said agencies have imposed standards of conduct on others, but not on themselves.

The ABA spokesmen expressed doubt

These are the things that matter most to me...

"Religion..."

THE BEATNIKS AND CHRIST

They love Jesus in an off-beat way, with that hipster feeling that He was a very misunderstood person...would be even more so today. They identify with the figure of Christ...see themselves as innocents, as the victim Christ, slaughtered by an insensitive society.

The Rev. Pierre Delattre is speaking on KPIX's "Against the Stream," unique half-hour series on morality in the Beat Rebellion. He points to their sandals and beards...explains these are the outward signs of their identification with Christ...and the program continues.
Another FCC list

Another processing list of standard broadcasting station applications has been announced by the FCC. The new list will be ready for processing on April 30, and any applications which should be considered with those on the list must be filed no later than April 29. The first application on the list is BP-12855, filed by KELK Elko, Nev., for a change in facilities.

agency members can protect themselves from misconduct by a fellow agency member and asked that ex parte prohibitions apply to all proceedings subject to notice and opportunity for hearing. The agency would have discretion to apply the law to rulemaking proceedings of an adversary character by specifying a case in the hearing notice as subject to the proposed law, they said.

They said most case litigation at the federal level is being conducted by federal agencies, not the courts, federal said.

Conelrad proposal viewed unfavorably

FCC's proposed rule-making to amend the Conelrad manual to provide for specific transmission standards for the Conelrad attention signal was considered technically and economically unfavorable during discussions of NAB Engineering Advisory Committee members at the Chicago convention.

The committee met Tuesday afternoon and considered this proposal as well as other pending FCC technical proceedings, including the TV channel spacing proposal. The NAB group took no position on channel spacing. The Conelrad proposal, announced by FCC late last year (Broadcasting, Jan. 4), was designed to permit the manufacture of low-cost highly reliable Conelrad-equipped consumer radios which would be activated by the "attention" signal. The NAB group considered the technical requirements too strict and found the cost to the individual broadcaster would exceed $1,000.

FCC had estimated the cost at $150.

Committee members attending the Chicago meeting included Chairman A. James Ebel, KOLN-TV Lincoln, Neb.; Jerrold L. Martin, WKMH-AM-FM Dearborn, Mich.; Andrew L. Hammerschmidt, NBC-TV; James H. Butts, KBTI (TV) Denver; John T. Wilner, WBAL-AM-TV Baltimore; Howard T. Head, A.D. Ring & Assoc.; James D. Parker, CBS-TV; Clure Owen (for Frank Marx), ABC, and A. Prose Walker and George Bartlett, NAB.

New York DA to end payola investigation

The New York District Attorney's office indicated last week that its investigation into payola and disc jockeys will be concluded by the end of this month. The books and financial records of more than 100 recording companies have been subpoenaed by the District Attorney's office and, a spokesman said, all information will be turned over to the Grand Jury examining payola within the next few weeks.

Lonny Starr, a former disc jockey for WNEW New York, was questioned last week by district attorney aides. Mr. Starr was discharged by the station two weeks ago, but WNEW officials would

A phonograph plays a poem: "Crucifixion" by Lawrence Ferlinghetti. Enter willowy girl. Supple, she dances to the words: He was a kind of carpenter from some square type place like Galilee . . . who said the cat who really laid it on us all was his Dad . . .

Bongo drums. A man stands. He sees himself as Christ. Raspy voiced: I was framed. Reading poetry in public without a permit is a crime. Maybe the lawyer Judas can swing it otherwise.

A high trembling voice: No saint is sane who sings upon the cross. No saint is sane.

Poets, artists, musicians . . . one after another sings of man's soul . . . his search for Beauty and Truth.

Now a question from the Rev. Pierre Delatte. The jarring sounds fall into harmony as one explains: We Beat People differ in many things, but we are all sure who the enemy is. There are too few of us. Too many of them. So we leave.

To the millions of San Franciscans tuned in to KPIX that afternoon, the grave words had a jolting effect. In the past ten years they've seen their city become the heart of Beatdom, U.S.A. Now through KPIX — and in one of the most unusual and dynamic examples of religious programming yet conceived — they were face to face with their new neighbors.

And so was the entire nation through Time magazine's coverage of the KPIX show and Rev. Mr. Delatte.

Result: at the very least, a greater knowledge of the Beat phenomenon and its implications, religious and moral. As a spokesman for the Council of Churches put it following the show, the program was indeed "indicative of a creative spirit." Or, in the words of Rev. Paul K. Shelford, executive director of the Council: "Delatte's willingness to understand these people and to help them be understood is a good thing."

KPIX SAN FRANCISCO

Broadcasting is most effective on stations that have earned the respect and confidence of the communities they serve.
not comment on reports that the disc jockey's dismissal was connected with his scheduled appearance before the District Attorney.

After the payola investigation is completed, the District Attorney is expected to hear testimony before a grand jury on possible perjury of principals involved in last year’s Grand Jury probe of the tv quiz scandals.

**More time on drop-ins**

A request by the Assn. of Federal Communications Consulting Engineers and the Assn. of Maximum Service Telecasters for more time to comment on FCC rulemaking to drop new vhfs in selected markets was granted April 1 by FCC.

The deadline was extended from April 19 to June 30, with reply comments due July 5. Groups asked time so as to rely on new propagation curves promised by FCC by May 1.

**‘Space’ show interest**

Some members of House Oversight Subcommittee want to know why tv networks refused to carry hour-long *Race for Space* sponsored by Shulton Inc., which instead will place special program with 110 tv stations on individual basis sometime week of April 24 (*Broadcasting*, March 28). Oversight staff began boning up on case last week, but Robert W. Lishman, general counsel, said he didn't think anything would come of it.

**Stations protest union intervention**

Two Boston area stations protested to the FCC against the attempted intervention of the American Federation of Musicians into their license renewal proceedings.

Musician’s Local 9 had asked the commission for a hearing on the renewal of four Boston area stations because of the lack of local programming and utilization of live local talent (*Broadcasting*, April 4). The four, WMEX, WILD, WORL, all Boston and WHIL Medford, were recipients of 309(b) letters because of alleged program abuses and payola issues.

WORL and WHIL told the FCC last week that the union request, if granted by the commission, “would constitute a basic and extraordinary change in policy [of the FCC] as to programming requirements imposed on licensees.”

The commission has never said, the stations asserted, that live musical programming was a requirement with which all stations must comply.

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**Summing up—**

The things that matter most to people... matter to us. As they should to any responsible broadcaster.

For only by searching out community problems and participating in their solutions can a broadcaster gain the community’s confidence — his key to good audience, good service to advertisers.

Hence, the preceding examples of WBC programming. And the community responses described in those stories. Unsolicited recognition, enthusiastically given... received with a sense of fulfillment by the WBC stations... as were Sylvania Awards, Edison Awards, Freedom Foundation and other awards for public service programming last year.

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**Ex parte bill fails in Senate passage try**

The Senate refused to pass by unanimous consent a bill (S 1734) to tighten the law against off-the-record contacts in adjudicatory hearing cases.

It was understood Sen. John A. Carroll (D-Colo.), chairman of the Senate Administrative Practices Subcommittee which has been studying federal regulatory agency ethics, objected to the bill, thus making it controversial legislation requiring debate.

S 1734 imposes prohibitions on not only the parties in a case but on any other person against making off-the-record contacts in the case specifically with FCC members and other FCC people taking part in the decisional process, but exempts talks among FCC members, their assistants and the review staff as presently authorized.

**Out of the cobwebs**

Reaching into its dusty archives, the FCC finally terminated a ten-year-old proposed rulemaking which sought to place a temporary limit on the number of programming hours a station would be permitted to accept from any one network. The limitation was intended to meet problems posed by the then
Few and far between

Nearly 60% of the 4,842 operating am, fm and tv stations have declared under oath to the FCC that they have received no payola in any form, including free records. Of the remaining there are only eight cases of "serious payola," according to FCC Chairman Frederick W. Ford.

During his speech before the Tuesday luncheon at the NAB convention in Chicago (see page 54), Comr. Ford disclosed for the first time a percentage breakdown of station replies to the commission's two-part payola questionnaire of last December. The results: 2,757 stations (59%) disclaimed any payola in any form; 447 (9.5%) said they received consideration other than cash for which no sponsorship announcement was made; 50 (1%) said employees had received undisclosed cash payments; 18 (.4%) disclosed instances where the station itself had received payments without identifying the source; 1,374 (29%) replied that they had received free records.

The chairman said that an additional 27 stations filed incomplete responses and 169 outlets are unaccounted for. He did not attempt to give any further breakdown of the figures but said in a large majority of cases the "other consideration" received was of a very minor nature. He said that a summary of the replies has been sent to Congress.

Daytimers taking fight to Congress

Daytime Broadcasters Assn. last week claimed to have gathered steam in its membership drive, while awaiting projected hearings by Rep. Oren Harris' Legislative Oversight Subcommittee.

DBA took stock of itself and daytimers at a meeting before the NAB convention. Its spokesmen also took a few more passing swipes at the FCC and promised that some of its "policies and practices" will get a full redress before the Harris group, which will hold hearings on four House bills involving daytime stations.

In gathering membership strength, DBA stressed that $25 dues will pay up members for the rest of 1960. It claims to have nearly doubled its rolls. About 50-55 association members attended the DBA meeting.

Ray Livesay, WLBLH Mattoon, Ill., DBA board chairman, reviewed the daytimers' bid for fixed hours of operation from 6 a.m. to 6 p.m. or sunrise to sunset, whichever is longer. He charged the FCC with discriminatory practices and held that Congress has final responsibility for resolving the daytimer-clear channel issue.

Mr. Livesay's presentation reiterated that at least 800 communities in the country could gain full time service if two Class I-A 50 kw clear outlets were placed on the same channel. Six or eight more Class IV (local) channels could be allocated, thus freeing one of the clear channels for full time operation by about 100 daytime outlets. He used Los Angeles and New York as cases in point.

Added Mr. Livesay: FCC policies and practices should be based on what is in the public interest "not on who has the most luxurious yacht."

Richard Adams, WKOK Framingham, Mass., and DBA president, presided over the two-hour session, with a report by Ben Cottone, DBA legal counsel, on its opposition to the Senate-ratified U. S.-Mexican Broadcast Agreement this past February.

Music tax relief

The Senate has passed, with an amendment, a House approved bill (HR 7588) to exempt companies which receive more than 50% of their gross income from copyright royalties from the personal holding company tax. The tax relief, tailored for music publishers, also is conditioned on such companies having business deductions of more than 50% of gross income and having no more than 10% of other personal holding company income.

The Senate added an amendment to make it clear that copyright royalties do not include income from leasing of motion picture films, which has been held to be rents and not royalties. The bill goes to the White House if the House accepts the Senate amendment.

Sen. Harry Byrd (D-Va.) said royalty income is legitimate and music publishers are eligible because sources of income have shifted from sales of sheet music to royalties from radio and tv.
GOTHAM STATIONS WIN PRAISE
Tough critic Celler finds words of approval

Congressmen hell-bent for election and for passing new laws to get the rascals out of broadcasting last week received some advice from an old pro. Radio and tv also have their good side, he said, and legislators ought to ponder this before they join the pack.

Other congressmen have said the same thing, some even when the House Legislative Oversight Subcommittee was reaching for its highest C. But the kicker last week was who was saying it: Rep. Emanuel Celler (D-N.Y.), a doughty David who has hurled stones at broadcasting Goliaths with the best of them as chairman of the House Antitrust Subcommittee.

The New Yorker, whose wide-ranging probes and hearings in the broadcasting field nearly four years ago gave the trade terms "payola" and "free plug" to the public prints, last week told how he had gone looking in his own backyard for something good about radio and tv.

He found plenty, he assured his colleagues Wednesday in a speech on the House floor, in a report submitted at his request from the New York State Assn. of Radio & Tv Broadcasters. It covered the 1959 activities of seven radio stations and two tv outlets, all in New York City, in civil defense, non-commercial spot announcements, community service programming and public affairs programs. The stations: WQXR, WMCA, WCBS, WNEW, WABC, WRCA-AM-TV, WOR-AM-TV.

Condemnation Unjustified Rep. Celler said he feels "there has been a tendency for wholesale condemnation of broadcasters' practices, whether justified or not. Unless we evaluate the entire picture—taking into account the achievements of broadcasting as well as its failures—we will be in no position to legislate effectively in the public interest."

He said Oversight disclosures of rigged quiz shows, payola and deceptive advertising followed his own subcommittee's findings of restrictive practices by networks and others in tv and a tendency by the FCC to identify its functions with the private interests it regulates. He believes laws may be necessary to regulate networks, end ex parte communications at the FCC, supervise station sales more closely and set aside a specified amount of time for public service programming.

Broadcasting has been important to national growth and welfare, he said, and the people and policies contributing to this are entitled to recognition and achievement. "Perhaps we have become overly accustomed to receiving and enjoying its many services. Perhaps we are taking its many contributions for granted."

Civil Defense The report on New York broadcasters, he said, showed in 1959 they contributed thousands of staff man-hours and thousands of dollars in equipment, broadcast time and tests to implement Conelrad plans for civil defense, all voluntary and at their own expense. One tv station carried a 10-week tv series, produced in cooperation with the Office of Civil Defense Mobilization, which highlighted man's need to adjust in a nuclear age.

Non-commercial Spots The stations gave more than 90,000 minutes valued at more than $6.5 million for upward of 100,000 announcements to more than 2,400 organizations. "The sheer magnitude of these figures," Rep. Celler said, "is worthy of note."

Community Service Programming This category exceeded even free spots because entire programs were planned and executed by the stations, Rep. Celler said. But, he said, some were sponsored and sponsors must share credit where they supported programs. This programming accounted for more than 220,000 minutes of broadcasting time worth more than $10 million, he said. Individual stations, he said, carried such programs as notifications of school closings, explanations of functions within the city government, support of various civic and cultural organizations, functions of the FBI, information on income taxes, encouragement of musical talent in schools, safety and fire prevention and campaigns for gifts to children in hospitals.

Public Affairs Programming The nine stations provided more than 1,500 public affairs programs in addition to news, representing 42,000 minutes of air time valued at $1.3 million. Sample programs covered juvenile delinquency, music and musical events, debates on public issues, interviews of office holders and programs on Puerto Rican migration and anti-Semitism problems.

VHF SPACE

OCMD studying FCC plan for allocation

The Office of Civil Defense Mobilization says it will try to reach a "firm position" in six weeks on the FCC's proposals to obtain spectrum space from the military for additional vhf channels, FCC Chairman Frederick W. Ford has informed the Senate (CLOSED CIRCUIT, April 4).

Mr. Ford disclosed this in a progress report at the request of Chairman John O. Pastore (D-R.I.) of the Senate Communications Subcommittee on the status of the FCC's negotiations with OCDM and military agencies for more vhf space in the 50-1215 mc band.

The FCC chairman, assigned to the negotiating nearly a year ago, said two meetings have been held on the policy level with the FCC, OCDM and the military groups, the last on March 31.

At this meeting, the FCC received the "impression" that executive branch representatives felt national defense would be jeopardized by reallocations to assign 50 vhf channels for tv, Mr. Ford reported. He said the FCC at the first meeting was asked to furnish a specific 30-channel proposal—the minimum the agency considers necessary for the foreseeable future—and this was discussed at the second meeting, including the possibility of implementing it within about 10 years.

Meetings Continue The FCC chairman indicated meetings on the policy level are continuing and presumably one of them would be held in about six weeks when the OCDM hopes to reach its "firm position" on FCC proposals.

The policy level meetings among the FCC, OCDM and military agencies followed completion last Dec. 15 of a fact finding study by FCC and OCDM technical staffs on long range improvement of frequency allocations in the 50-1215 mc band. The study was announced by the FCC April 30, 1959,
TRY THIS QUARTET FOR PERFECT HARMONY!
THE BEST IN BROADCAST EQUIPMENT
ALL AVAILABLE AT HARVEY

Electro-Voice Model 642 Microphone
Combines the characteristics of cardioid and distributed front opening designs. Provides wider range response, higher level and greater directivity, with impressive reduction in wind noise and in physical dimensions. Permits working distances 2 or 3 times that of conventional microphones.

RCA POWER TUBES
of every type: For high-quality aural and visual signals, and for maximum ON-AIR continuity, it pays to use RCA tube designs across the board. No finer tubes are made for monochrome and color TV, and for radio broadcast. Harvey has the RCA tubes you need for cameras—for transmitters—film systems—camera chains—audio equipment—power supplies.

AMPEX
Tape systems, tape recorders and parts
Outside of Redwood City, California, Harvey has the widest inventory of Ampex equipment to be found anywhere. In addition to the large collection of Ampex multi-track recording and playback systems, Harvey stocks a complete inventory of Ampex parts, ready for immediate delivery on a moment's notice...anywhere in the world!

Audio Development Corporation
Broadcast-Type Jack Panels
Used by radio and TV broadcast facilities throughout the country...wherever top quality and top efficiency are demanded. Made of solid bakelite, reinforced with steel for maximum strength and rigidity. Jacks are spaced to permit use of standard double plugs. Fit standard 19" mounting racks.

Whatever your broadcasting requirements, you'll find Harvey your best source for everything you need...when you need it! If you're in the New York area, visit our professional showroom. If not, write, wire or call us for information.

HARVEY RADIO COMPANY, INC.
103 WEST 43rd STREET, NEW YORK 36, N. Y. • JUDSON 2-6380
and a progress report was issued July 30, 1959.

The technical representatives considered (1) present allocations and uses of 50-1215 mc; (2) new requirements of government and non-government services, including several alternative proposals for tv made by the FCC; (3) radio propagation factors that would influence the choice of new or expanded services; (4) problems faced in shifting services from one part of the spectrum to another, including optimum frequencies and other technical factors, equipment investments and international requirements for standardized frequency allocations.

The FCC alternative plans for tv were for (1) a 50-channel vhf system including the present 12 vhf channels, (2) a 50-channel contiguous vhf system using chs. 1-7 but giving up 2-6, (3) a contiguous 25-channel vhf system using chs. 7-15, (4) a 70-channel uhf system and (5) the present 82-channel vhf-uhf system.

Mr. Ford noted last week that FCC Commissioner Robert E. Lee still favors an all-uhf system and feels continued negotiating for additional vhf for tv will only delay eventual adoption of all uhf.

MORE HARRIS HEARINGS SET Payola, plugs, station

Hearings will be held tomorrow (Tuesday) and Wednesday by the House Communications & Power Subcommittee meeting in Washington, D.C. to consider payola, free plugs, quiz rigging, original grants made without hearings, quickie grants resulting from mergers or other agreements among applicants and shorter license periods or disciplinary license suspensions.

Only the FCC and Thomas K. Fisher, CBS-TV vice president and general attorney, had indicated acceptance by late Thursday of invitations to testify sent out by Chairman Oren Harris (D-Ark.).

The hearings, starting at 10 a.m. tomorrow, cover these bills:

HR 11341, Rep. Harris, to require a local hearing on original station applications, restrict payoffs and swap-offs among competing applicants to achieve uncontested grants, provide 10-day license suspensions, require announcements of payola or free plugs and prohibit rigging of on-air contests under criminal penalty.

HR 7017, Rep. Harris, to prohibit quickie grants without hearing and authorize FCC to grant petitions for re-hearings on decisions.

HR 10241, Rep. John Bennett (R-Mich.), to prohibit deception in programming, with criminal penalty. HR 10242, Rep. Bennett, to provide one-year conditional license renewals or 30-day suspensions.

HR 11397, Rep. Emanuel Celler (D-N.Y.), to prohibit payola involving broadcasts of records or musical works. HR 11398, Rep. Celler, to provide one-year conditional licenses.

S 1898 (approved by the Senate Aug. 19, 1959), Sen. Warren G. Magnuson (D-Wash.)—similar to HR 7017 (foregoing).

Rep. Harris at first planned to hold hearings Monday through Thursday of this week on these bills and others to regulate the networks and to restrict station transfers, then dropped immediate plans for the network and transfer bills and cut today (Monday) from the schedule. Later last week he cut Thursday from the schedule and plans to use that day to question Federal Power Commission witnesses returning to testify on federal agency ethics bills.

Dick Clark testimony now set for April 26

ABC-TV personality Dick Clark goes on the House Legislative Oversight Subcommittee's witness stand April 26 and Chairman Oren Harris (D-Ark.) said he hopes the appearance of Mr. Clark and some 20-30 other witnesses will wind up the Oversight's payola inquiry.

Mr. Clark is the only scheduled witness to be identified so far, though the subcommittee has indicated those associated with him, including possibly representatives of ABC-TV and stations originating his shows on that network, will be on hand to testify.

Rep. Harris said his group will "explore in detail the actual workings of the affected industries," which, he said, are the popular music and broadcasting fields.

Money for L.A.

The barrier to FCC plans to continue its program hearings with sessions in Los Angeles was lifted Thursday when the Senate gave final congressional approval to a supplemental appropriations bill (HR 10743) which carries $25,000 additional travel money for the agency this year. The FCC needs that much to get officials who will conduct the hearing to the West Coast and back.

Government briefs

Granted and denied The application of WBOF Virginia Beach, Va., to change facilities from 1600 kc, 1 kw D to 1550 kc, 5 kw D has been granted by the FCC. At the same time, the application of Cy Blumenthal for a new am on 1570 kc, 250 w D in Denbigh, Va., was denied. The proposed new station would cause an overlap with WCMS Norfolk, Va., a station owned by Mr. Blumenthal, the FCC noted in its initial decision of March 26, 1959. Commissioner T.A.M. Cran- ven did not participate.

Wrist slapped WATR-TV Waterbury, Conn., joined the long list of stations whose wrists have been slapped by the FCC for running a kinescope of the Kohler hearings without sponsorship identification (Broadcasting, April 21, 1958, et seq.). A film of the famed strike hearing before the Senate labor-management committee was sent gratis to tv stations by the National Assn. of Manufacturers. Some two dozen stations used the kinescope without identifying NAM as sponsor. The FCC renewed the license of WATR-TV but sent the station a reminder of the requirement for full identification of the source of such material.

Paint those towers The Senate has approved, by unanimous consent, a bill (S 2812) to require licensees or other owners of unused tv and radio towers to keep them painted and lighted, as required by FCC rules for those in broadcast use, until they are dismantled.

Petition denied A petition for rulemaking filed by KFJZ-TV (ch. 11) Fort Worth, Tex. has been denied by the FCC. KFJZ-TV had proposed that the commission switch etv ch. 2 from Denton, Tex., to Fort Worth for commercial use. It also proposed that ch. 11 Fort Worth be moved to Denton for educational use. Commissioner Rosel H. Hyde dissented.

To close record The record in the Greensboro-High Point, N.C., ch. 8 proceeding will be closed April 25. The FCC hearing, which began Dec. 14, 1959, involves Jefferson Standard Broadcasting Co. and TriCities Broadcasting Co., both of Greensboro, and High Point Tv Co. and Southern Broadcasters, both of High Point. Proposed findings will be filed July 1.

Asks for vhf A Johnstown, Pa. department store asked the FCC to institute rulemaking proceedings to allocate an additional vhf channel in the Johnstown-Altoona area. The petitioner, Penn Traffic Co., asked the commission to add ch. 3 or 8.

BROADCASTING, April 11, 1960
18 “Good Guys” From Roebling Hold World’s Tallest Man-Made Structure Proudly Erect

This is just about as high as you can go without a launching pad. This KIMCO tower was designed, fabricated and built by Kline Iron & Steel Company, Columbia, South Carolina, for WGAN-TV, Portland, Maine. It reaches 1619 feet into space. Man has yet to go higher and still be anchored to Mother Earth.

Holding this “air-borne” giant up there are eighteen prestretched galvanized guys, made of Roebling bridge strand at their plant in Trenton, New Jersey. These guys measure some four and a half miles in length. Other breath-taking statistics are: 520,000 lbs. of steel in the tower and the longest vertical lift elevator ever constructed. As for nuts and bolts — there are 13,400 of them.

There’s only one place to go when you have a guying problem and that’s to Roebling’s. Our experience and facilities for solving all types of suspension problems and in meeting the soaring needs of broadcasters everywhere are unlimited. Write Bridge Engineering, John A. Roebling’s Sons Division, Trenton 2, N. J.

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Designed, fabricated and erected by Kline Iron & Steel Co., Columbia, South Carolina.

ROEBLING
Branch Offices in Principal Cities
John A. Roebling’s Sons Division
The Colorado Fuel and Iron Corporation
EQUIPMENT & ENGINEERING

EQUIPMENT: AUTOMATION SPREADS
Cutting manpower and maintenance costs, on-air fluffs is goal

Extensive automation of radio-tv technical operations was the obvious highlight of this year's engineering exhibit during the NAB Convention in Chicago.

Automation of tv switching operations—from full-station around-the-clock systems to smaller installations which take the "panic" out of station-break time—was among the most dramatic innovations displayed, along with the many new tape cartridge semi-automation systems for radio (see separate story page 99).

Plug-in modification, control simplification and increased ruggedness and reliability of equipment and components heightened the emphasis on overall engineering design to help management cut swirling maintenance and manpower costs on the technical side of the ledger and to eliminate costly human errors in on-air operations where lost revenue time can never be recovered.

Vtr, Fm and Color ■ Electronic editing developments in video tape signalled a new era for tape commercials and syndication (story page 67). Resurgence of fm transmitters and growth of fm receivers and multiplex equipment was evidenced also among exhibitors (story page 98). The color tv potential appeared brighter as additional firms displayed camera chains and other color instrumentation.

New 4½-inch image orthicon monochrome cameras appeared among several exhibits while built-in flexibility in lighting control systems also was evident. Transistors and other tiny solid state devices permitted significant new reductions in equipment size, weight and power requirements while at the same time increasing reliability, ruggedness and maintenance-free operation of various equipment.

Buying and selling was brisk in the Conrad Hilton exhibit hall as many exhibitors reported sales well ahead of previous years. Some observed station managers and owners were buying bullishly with an eye to devices which would mean long-run reductions in operating costs.

They had a richly furnished "store" to shop in: more than $15 million worth of equipment was on display.

RCA: One-Stop Shop ■ An automated tv system, a new "big-image" studio camera (TK-12), an advanced video tape recorder which can incorporate an electronic editing unit now in final stages of development, and a half-scale model of the tv weather satellite now circling the earth (At Deadline, April 4) were the highlight features of RCA's record-size exhibit. Theme of the line was equipment design incorporating high reliability and permitting minimum of technical skill and man hours for operators.

Since tv operating costs have doubled in the past decade, RCA said its new automation control system can effectively help reduce overall costs while also eliminating costly mistakes which often occur during the "panic period" of station breaks and other situations involving complex switching. RCA's exhibit featured the complete operation system newly installed at WKRC-TV Cincinnati (Broadcasting, Jan. 11).

A simpler type of automation system available to stations does all the switching functions encountered during a station break period, handling up to 15 audio and video sources and 10, 15 or 20 operations, Maximum time of presentation for any event is 15 minutes and 59 seconds and the minimum is one second. The operator pushes only one "start" button and automatically programs the full break period. During the ensuing program time he can "re-set" for the next break.

RCA's completely new monochrome tv camera, the TK-12 ($19,500), features a 4½-inch image orthicon tube compared with the standard 3-inch tube now in use. This enables higher picture resolution and better gray scale rendition, both essential in copying video tapes. High quality initial tapes and subsequent copy tapes up to the fourth generation are possible, RCA said.

The TK-12 uses nuvistor tubes in the video preamplifier and other camera modules to achieve considerable reduction in size and one half this power. High stability in circuitry makes the camera ready for work within one or two minutes after being turned on and precludes former day-to-day adjustments.

Set-up controls for the camera chain are mounted at the rear of the TK-12 and controls on the chain itself are minimal, permitting an operator to handle up to six chains simultaneously instead of the usual two. In network operation alone this could save an estimated $1 million in man-hours annually, according to one unofficial source.

RCA also featured a new lightweight general purpose ribbon-type microphone, the BK-11A, for high fidelity pickup of both speech and music in studios and interior remotes. It weighs only two pounds. Other items: new 5 kw am transmitter, two new fm trans-
another Presto precision recording tool to make your job easier.

new PRESTO recorder/reproducer converts instantly from 1/2" to 1/4" tape!

The new Presto 850 is the only professional tape recorder that converts in seconds from 1/2" to 1/4" tape, and vice versa—and it's from Presto, makers of more professional sound-recording equipment than any other manufacturer in the world. The new, flexible 850 ends the need to keep expensive equipment sitting around idle. Conversion from 1/2" to 1/4" tape head assemblies requires only a screwdriver and a few seconds.

Based on the successful 800, the use-proved 850 provides such exclusive features as: an edit switch for one-hand runoff during editing and assembly of master tapes, eliminating messy tape overflow • a molded epoxy-resin drum brake system with double shoes to end brake-main- tenance headaches • four-position plug-in head assemblies instantly interchangeable without realignment • three-track stereo master control (optional) for special recording effects • three Presto A908 amplifiers stacked on an easy-to-work-at console, in portable cases or for rack-

The 850 delivers a high production editing rate at significantly lower operating costs. Separate switches provide correct tension even when reel sizes are mixed. Pop-up playback head shield for right-hand head disappears in STOP and FAST, completely exposing all heads for easy sweep loading and fast, sure editing. Safe tape handling at top speed is assured. Interlocks prevent accidental use of RECORD circuit.

To get complete specifications on the new 850, which is available in console, portable and rack-mounting models, mail this coupon today.

BOGEN-PRESTO, Dept. B-4, Paramus, N. J.
A Division of The Siegler Corporation.

Name ____________________________
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City __________________ Zone ______ State ______

BROADCASTING, April 11, 1960
Ampex Corp. was one highlight of the Ampex exhibit (for TV tape innovations, see separate story). Full line of audio tape units and components also was shown.

Collins Radio displayed its full line of transmitters, audio consoles, a new nine-channel audio console and an automatic level amplifier. In its microphone line, a new remote mike with completely self-contained power-pack and pre-amp (about 10-in. long, 1-in. diameter) was shown.

Gates Radio Co. unveiled its new 50 kw AM broadcast transmitter which, though large (11 ft. wide, five ft. deep, 6½ ft. high, including internal blowers), is actually compact in size—about half that of a previous model. The model (BC-50C) includes a complete dry rectifier system for all dc voltages and is available with either internal or central external blowers.

‘Three-Stage’ Color ■ Telechrome Mfg. Corp. showed its new line of EMI Electronics Ltd. monochrome and color TV camera chains, including the new ½-inch image orthicon monochrome Model 230 ($16,900) and three-vidicon color camera ($35,000). Telechrome also featured its new Model 490-A special effects generator ($4,990) for wipes and matting of color and monochrome. A total of 72 different effects can be produced and moved to any picture position or action by a “joy stick” control.

Telechrome displayed its package of three-stage instrumentation for TV stations wishing to enter color. Stations can acquire the package in three steps: basic equipment for producing NTSC encoded signals from color bars; supplementary equipment for creating pictures from color transparencies and feeding picture and sound to the transmitter, and full facilities for transmitting, receiving, monitoring and analyzing composite NTSC color pictures. Firm also displayed full line of video test equipment.

Visual Electronics Corp.’s unitized TV program automation system, one of the most complex and eye-catching devices at the exhibit hall, contains a preset system for handling the “panic” station break period and can be expanded to provide complete automatic operation of all master control switching and related functions. Visual offers preset manual and elapsed time automatic sequencing equipment, with prices ranging from $5,800 to $15,700 and from $10,150 to $29,950, respectively.

Called the “Spot Saver,” the system will automatically run a station’s video and audio switching and provide automatic “anticipated” projector and video tape machine starts. It can be set up to handle individual breaks or may be programmed by a simple punched tape

**Distinguished Engineer** ■ FCC Commissioner T.A.M. Craven (l) received the NAB’s engineering achievement award at the association’s convention in Chicago last Wednesday. The award was presented by A. Prose Walker (r), NAB manager of engineering.

In presenting the award Mr. Walker described Mr. Craven’s long service in engineering beginning with an assignment as radio officer on a Navy battleship in 1911. In the early 30s, after retiring from the Navy, Mr. Craven did much to develop the principles of directional antennas “without which many of you broadcasters would not be in business today,” Mr. Walker said.

The commissioner was also cited for his participation in many international radio conferences. Special mention was made of his leadership of the U.S. delegation to the International Telecommunications Union conference in Geneva last year during which the U.S. attained “every significant . . . objective” in the allocation of radio spectrums from 10 kc to 40,000 mc.

Mitters (see story page 98) and transistorized tape recorder.

**GE ‘Supermarket’** ■ General Electric Co.’s exhibit, aside from the prominence of its monochrome and color TV systems, featured GE’s new Eastman 16mm continuous projector, Model 350 ($12,500, less vidicon channel), which is claimed to give 35mm picture quality and conceal film scratches and other imperfections. With continuous projection through the machine (no stop-go gate action is involved), high resolution is possible. The unique optical system eliminates film imperfections in the final picture. Machine also incorporates automatic film shrinkage compensation.

The continuous projector was developed by GE in collaboration with CBS and Eastman Kodak. CBS has ordered several.

GE showed its new PC-10-A color camera ($49,500) and PC-11-A monochrome camera ($17,000), both with extensive new design features. The color camera is said to be the first ever built using printed circuits and transistors to replace bulky wiring and tubes, resulting in weight saving of 75 lbs. New optical system reduces shading and eliminates such other problems as astigmatism. The monochrome camera is also said to be the first to use transistors in the video pre-amp to achieve greater stability.

High emphasis also was placed by GE on its supersensitive image orthicon tube, GL-7629, which permits studio color pickup with only 40 ft. candles of light, about one-tenth that normally required. Tube also serves in difficult remote situations for monochrome. Another new item introduced: BA-26-A portable audio amplifier, fully transistorized, with four mike inputs.

Ampex, Collins, Gates ■ New ½-inch image orthicon Marconi Mark IV TV camera chain distributed in the U.S. by

96 (EQUIPMENT & ENGINEERING)
reader, costing less than $1,000, to run a station's complete day of operation. The system has features to allow for any last minute changes or corrections. Visual plans to make initial station installations this summer and is taking orders for 120-day delivery.

**'Do-It-Yourself' Transmitter** — Bauer Electronics Corp.'s 1 kw am transmitter "do-it-yourself" kit ($3,495) was described as "the only real and economical answer" for Class IV daytime stations seeking power increases. Their engineering departments can build the complete kit in approximately 100 hours, Bauer claims. Factory representative checks it out when assembled. Bauer also unveiled a newly-designed 5 kw am transmitter.

Cellomatic showed its new animation projector ($5,500) for tv newscasts, commercials, weather shows, sports and general programming. With the projector and up-dated materials supplied by Cellomatic, telecasters can produce their own optical effects on one-self-contained unit for live or tape animation.

Kahn Research Labs., departing from previous emphasis on fm, displayed all am stereophonic transmitter adapters, compatible single sideband adapters and symmetrical-peak network. The system permits compatible stereo broadcasts on a single am transmitter. Kahn showed how reception can be obtained on two standard am receivers.

Broadcast automation got another boost with Schafer Custom Engineering's new Model 1200 system ($12,000) comprising four Ampex recorders, two Seeburg library units and associated automation electronics. With the system, an announcer can prepare a full day of programming in a few hours.

Television Specialty Co. (Division of Federal Mfg. & Engineering Co.) unveiled its new dual screen slide projector for tv studio use ($3,750). It will be available for delivery late in April. The unit is claimed to achieve greater light output with 2100 lamps than most 3000 w types.

**Hand-Held Sound-on-Film** — Television Specialty also unveiled a new transistorized amplifier-mixer which reduces the weight of Auricon Cine-Voice 16mm camera sound conversions by one-half. The new unit permits a tv newsreel man to travel alone and still be fully equipped to get sound-on-film. Separate shoulder pack carries rechargeable power pack to drive camera motor and exposure lamp. New unit fits all Auricons without conversion modifications, previously required.

Fairchild Camera displayed its new hand-held, single system magnetic sound camera, Cinefonic 16. Also shown is the Mini-Rapid automatic 16mm processor, with dry-to-dry processing of 100 ft. of film in 20 minutes.

General Precision Lab. showed its new 600 line resolution film camera, its vidicon studio camera chain and other gear such as its wideband video and pulse distribution amplifiers.

Foto-Video's new transistorized portable sync generator ($1,500) attracted wide attention for its eight-to-one weight reduction and small size. It uses only 2 w power, compared to 700 w requirement of previous units. Tiny V-515 vidicon camera ($1,995 less lens), new 8-inch tv monitor ($325) and full line of amplifiers, power supplies and test gear was shown. Plug-in modules were big features.

In the lighting control field, Kliegl Bros. introduced a master preset control console ($50,000) developed in collaboration with ITT Labs. to handle up to 500 scene changes. Up to 300 lamps can be controlled by the transistorized preset console no larger than a small desk. Kliegl also displayed its expended line of silicon controlled rectifier dimmers, first introduced as a 4 kw control and now available at 3, 6, 10

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**LUMITRON**

For well-rounded, well-founded consultation and design assistance in TV lighting see LUMITRON... the first name in theatrical lighting since 1922. LUMITRON is ready to serve your needs, economically, in everything from spots to complete, custom-tailored, all-electronic lighting control systems.

FOR INSTANCE — The dramatic new LUMITRON C-J-R/Auto-Punch System, now in ABC's huge New York studios TV-1 and TV-2, is today's most advanced, most reliable electronic lighting control system. There is none finer.

For the complete package... for plans assistance, components or fully integrated systems designed to meet your needs and budget... consult LUMITRON today. Write for descriptive literature.

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LUMITRON
Division of METROPOLITAN ELECTRIC MFG. CO.
2750 8th Avenue + Long Island City 5, N. Y. • AS 8-1300
KTTV hopes the demonstration will quiet lingering doubts about tape's abilities which have caused some agencies to hold off trying tape for their commercial campaigns.

The presentation "stars" John Vrba, KTTV sales vice president, and Ed Benham, chief engineer, in a conducted tour of the station's tape facilities, both in studios and in a mobile unit. The technically-minded can see how tape, recorded on the new Ampex VR-1000C with "Inter-Syne" and utilizing a special effects generator, can perform wipes, pop-ons, superimpositions and other effects with ease. The more art-minded can enjoy smart dance sequences and languorous shots of an eye-catching model.

KTTV believes the presentation should be a shot-in-the-arm to the whole vtr industry—as well as direct benefit to its tape business. New York showings will be arranged through KTTV's representative, Blair-Tv.

and 12 kw ratings. A board of a dozen 6 kw (most studio tv lamps rate at 5 kw) with a three-scene preset control would range about $12,500; with six non-dim circuits and six dimmers, $8,700.

Lumitron showed its complete line of light controls, including auto-transformers, magnetic amplifiers and solid state power control rectifiers (one of the solid state systems have been installed at ABC-TV New York with IBM punchcard preset).

New Zoom Lens = Albion Optical Co. showed its new Varotal Mark III zoom lens ($9,000) plus its line of lenses for the new 4½-inch tv camera. Alto Fonic, which claims to have one of the largest and most diversified music libraries in existence, displayed its background music program services and equipment available on lease basis. Presto-Bogen showed a full line of multiple channel audio tape recorders, plus its new S-1 stereo disc cutting head, claimed absolutely stable from 30 to 20,000 cps.

Dage displayed its entire line of tv studio equipment, featuring its all-new transistorized camera and back-pack transmitter system. Electronic Applications introduced the Norton fm relay receiver for single or diversity relay, plus the portable and fully transistorized Nagra III tape recorder ($945), assembled in the U.S. from Swiss parts. Minneapolis Honeywell Regulator Co. showed its automatic logger-controller for transmitter operation. It logs continuously on a 12-inch. strip chart 15 different parameters which can be carried over 50 miles of low cost telephone pair to remote logging locations.

Harwald displayed its new Protect-O-Film, processing unit ($995) which cleans and shirts 16mm film at speeds up to 1,000 ft./min. Its Model Q film inspection machine also was shown.

Sarkes Tarzian featured its new heterodyne relay system ($12,000 per repeater) for tv microwave. It is completely crystal controlled. Full tv camera line, video switching and other gear was shown.

Alford displayed its vhf and uhf antennas as well as its new 3½-in. coaxial switch.

TelePrompTer showed its updated Model 6000 front and rear screen projector ($2,995 complete with remote controls) which can discharge its rack of 65 slides (Polaroid included) at the rate of 86 per minute, creating animation effects. Continental Electronics showed its line of 1 kw to 50 kw am transmitters, with remote control. The 1 kw model is new. Altec Lansing featured its new 250 SU audio control console with plug-in modules, plus new condenser microphones and a new limiting amplifier.

Miratel Inc. exhibited its line of tv monitors, new two-way citizen's radio system (for station remote communication) and Conelrad alerting equipment. Telecontrol demonstrated its new concept in switching of video, sync, audio and tally circuits. Preset modules eliminate manual functions.

Other Developments = Among other developments shown at the convention were television translator systems by Adler Electronics Inc.; code beacons, obstruction lights and lightning rod assemblies by Hughly & Phillips; selection of tv optics by Burke & James Inc., photographic equipment firm: complete line of Scotch brand magnetic tape and associated products for broadcasting, by Minnesota Mining & Mfg. Co.; display of automated broadcasting equipment by Programmatic Broadcasting Service (division of Muzak), now being used by 169 am and fm stations in conjunction with the firm's monthly music tape packages; 1 w microwave relay system for monochrome and color by Raytheon Co.; wide range of Structural elements for towers available from Utility Towers; towers and passive reflectors offered by Tower Construction; stand-by power and generator units by Caterpillar Tractor Co., including automatic engine starting controls, switchers and battery chargers by Automatic Switch Co.

Fm gear wins interest at convention Fm Day

Electronic manufacturers are taking a new look at fm, activating production of transmitters and related equipment in view of renewed industry interest in the medium.

About a dozen companies displayed their fm wares at last week's NAB convention, ranging from multiplex and relay receivers to various power transmitters. Exhibitors reported considerable interest in fm gear, stimulated by observation of Fm Day, April 3 (see separate story).


RCA introduced two new dual purpose fm transmitters, the 1-kw BTF-1D and the 10-kw BTF-10C, the latter representing a stepped-up version of the RCA 5 kw fm transmitter. Both new transmitters have been developed for conventional fm broadcasting and such multiplex operations as piped-in music systems. The higher power unit employs the BTE-10B fm exciters which is completely self-contained and includes its own power supply.

Other equipment newly available for fm:

Collins—15, 10, 7.5 and 5 kw and 250 w fm transmitters. Gates—A "constant level program amplifier" for reducing background noise and smoothing out fm and tv audio broadcasts. Among its advan-
for plifiers and Engineering Labs) the tape cartridge quality others are interchanged new agencies just pressed to sell oroadcasting.

Experimental period of multiplex stereo rantee tubes and monitors designed to derers. A company priced at $19.95, perated fm transmitters signals with any existing fm transmitters permits integration of fm and fm stereo elements at the NAB convention, which introduced a system for automatic cueing of spots, station breaks, promos, sound effects, bridges or entire program segments up to three-quarters of an hour.

Collins Radio Co., which introduced Automatic Tape Control Inc.'s tape cartridge system for automatic programming of spots and other program elements at the 1959 convention, appeared this year with ATC's improved and modified system. It continues to use the standard Fidelipac tape cartridge supplied by Waters Conley Co., with the tape loop recorded double track, one track for program material and the other for the 1,000 cycle automatic cueing tone. But the playback unit features a completely modified tape deck (a standard Viking deck was used earlier) and other refinements.

Between the 1959 and 1960 conventions, Collins equipped 400 stations with its tape system, helping pave the way for the high interest in all of the tape cartridge systems shown this year.

**Competition Expands** Four other firms exhibited tape cartridge systems this year. These included Broadcast Electronic Inc.'s Spotmaster (Fidelipac cartridge, double-track, 1,000 cycle cue tone; compatible with Collins); Gates Radio Co., a subsidiary of Harris Intertype Corp., with its Cartridge (Fidelipac cartridge, double-track, 1,000 cycle cue tone; compatible with Collins and Spotmaster); Shafer Custom Engineering Division of Tatro Inc., with its Model 2000 (Fidelipac cartridge, single track, silver-painted cue spot; partially compatible with Collins, Gates and Spotmaster if cueing changes are made in each instance); and Mackenzie Electronic Inc.'s five-channel selective program repeater, No. 5CPB (custom cartridge, half-track — with second track "open" to allow future developments such as stereo or further automation control cueing, silver-painted cue spot; not compatible with any other system).

Broadcast Electronics has been marketing Spotmaster recorders ($295) and playback units ($595) for about a year and a half, and had equipped some 70 stations up to the time of the convention. It introduced a new Model 500 which is a combination recorder-playback unit ($695). Recording heads are easily accessible for cleaning, BEI emphasized, since all Fidelipac cartridge tapes are lubricated and deposit this graphite compound on the heads and rollers. BEI recently named Visual

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**BY SUCH ARTISTS AS:** George Greeley, Bing Crosby, The Everly Bros., Muir Mathieson, Marty Mattlock, Heindorf, Edd Byrnes, John Scott Trotter, Warren Barker, Ira Ironstrings, Chico Hamilton, Pete Kelly's Big 7, The Marx Kaye Trio, Henry Mancini, Buddy Cole... etc.

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STREET ADDRESS: ________________________________

CITY: __________________________________ ZONE: ______

(THIS OFFER EXPIRES JUNE 30, 1960)

STATE: ____________________________

CHECK ONE: STEREO ______ MONAURAL ______

BROADCASTING, April 11, 1960
Electronics Corp. as its national distributor.

Gates Carritape ($520) is a slot-insert type which can be stacked and/or interconnected so that completely automatic programming segments are possible. A simple instantaneous switch converts from manual to automatic operation. A recording amplifier unit is available ($345) which plugs into any Carritape Relay operation permits recording or playback without reconnection each time.

Sister device which Gates is offering for sound automation is the ST-101 spot tape recorder ($995), using a 13-inch-wide tape on which 101 parallel channels can accommodate 101 spots up to 90 seconds in length (or multiple spots on each channel). A sliding scale selector permits the operator to pick out the spot to be played back when the play button is pressed.

'Dialing' Spots - Schafer said the silver-paint spot cue system on its cartridge recorder Model 2000 ($475) is more error-free than electronic tone cueing since the silver spot method prevents over-extended recording on the tape loop which would wipe out the first part of the spot. (The cue methods on all systems permit tape loops to be automatically lined up for later replay.) Schafer also introduced its Spotter S-200 ($4995 with memory drum for pre-set (or semi-automatic) whereby up to 200 full minute spots can be "banked" on a standard Ampex recorder and dialed out via a telephone-type dial system when setting up for airing.

Mackenzie's 5-CPB ($1,250) with five channels as the basic unit compares to modular coupling of five of any other system's single-channel units and permits a wide range of semi-automated sequential programming situations. Since the tapes in its special cartridges are not lubricated, there is no head-cleaning problem, Mackenzie said. Tape plays run from two seconds to five minutes. Mackenzie does not supply a recorder, since most stations can use their other recorders anyway. But tape cartridges must be assembled and loaded. The firm plans to introduce a single-channel record-playback unit soon ($345) and supply encapsulated tapes ready to record.

**ELECTRONIC VTR EDITING**

New tape techniques hailed at NAB

Electronic video tape "editing" developments by Ampex and RCA plus refined electronic and mechanical aids to physical splicing of video tape by Conrac Inc., Telescript-CSP Inc. and Ampex which were demonstrated or reported during the NAB convention were hailed last week as pushing tv tape well over the threshold of a bright new era for program syndication and commercial production.

The electronic editing function—permitting the tv tape producer to blend special effects such as superimpositions, wipes, dissolves and split-screen during a continuous recording session and without mechanical splicing—has been one major obstacle to the full bloom of tape syndication and commercial production. An example of the new potential was shown in a demonstration tape produced by KTTV (TV) Los Angeles (see page 98).

The Ampex and RCA electronic editing developments, which involve precise control (one-tenth of a millimonth of a second) of the recording head wheel (it spins 14,400 rpm) and related circuitry, permits full sync control during recording or playback. This means that the tape machine becomes a complimentary unit within a tv system the same as a camera chain or film scanner, keyed to the main station sync (or network), and fully flexible as a system component in what can be done with it. Heretofore, because effective sync lock was not practical, the tape machine has stood alone. When in use, all other elements became a slave to it.

Although the editing function is the significant programming factor achieved in the development, the overall operational flexibility achieved is considered of substantial importance also, exhibit officials pointed out. "In other words, the development means the tail no longer wags the dog," they explained.

Ampex calls its development "Inter-Sync" and has incorporated this feature in its new VR-1000C shown at the convention. It is also available as an extra in the new compact VR-1001 recorder which Ampex unveiled in Chicago. RCA's development, while not yet incorporated in its tv tape line, is in final stages in Camden and already on order for firm delivery within a couple of months to one major customer. RCA simply refers to it as its "electronic editing unit."

**New Picture Stability** Among other refinements in RCA's video tape recorder for monochrome and color is a compressed-air "bearing" for the recording-head wheel. The precise tolerances are maintained now for longer periods (with resulting stability in picture quality) since the head wheel spins its 14,400 rpm on a cushion of air instead of metal bearings, which were subject to uneven wear, RCA said.

An electronic quadrature head-wheel adjustment system permits easy correction of phase discrepancies in playing back a tape made on another machine or for making adjustments of the recording heads while recording. RCA's basic vtr cost is $49,500 monochrome, $63,000 color.

The new Ampex VR-1000C incorporates intersync and is priced the same as the previous model without it, $32,950 monochrome, $59,950 color (earlier, color add-on was an extra $19,500 on the black-and-white cost).

Ampex reported NBC-TV has ordered six more color converters for use at Burbank. The network already has 12 complete Ampex color machines operating in New York plus two conversions, Ampex said. The vtr firm said that although it had a cross-licensing agreement with RCA on vtr color, Ampex developed its own color circuitry without using any of the basic RCA patents.

Ampex's new compact machine, the VR-1001A, cuts weight by one-third to one-half of the big model and uses but 11 sq. ft. of floor space (19 sq. ft. for the larger model). It still employs vacuum tube circuits. The VR-1001A starts at $42,950; with Inter-Sync, $48,400.

**New Tape Editors** In the field of mechanical splicing and tape editing, there were three developments disclosed at the convention, one each by Tele- script-CSP, Conrac and Ampex. Tele- script introduced an electronic attachment for the standard Ampex mechanical splicer. This tape editor attachment ($1,200) eliminates microscopes, chemical preparations and the time-consuming search for the edit pulse on the tape. An exclusive vibrating head "finds" the edit pulse on the tape and displays it on an oscilloscope.

Ampex did not announce it, but it was learned that the vtr firm has developed a modified mechanical splicer which uses a light circuit to flash when the edit pulse is properly positioned.

Conrac's contribution involves a full equipment rack of gear plus full-screen monitor, which is a special memory-storage tube. Called the Video-Chek Multi-Frame Storage Unit ($6,000) the Conrac rig spots and freezes on the tape four full frames from a sequence of the video tape. The editor can pick his frame to be edited from the successive sequences possible, narrowing down to the exact frame to cut.

Conrac's unit further serves as a storage system for "still" highlights of sporting events or other programming, the pictures being retained on the memory tube for as long as eight hours if necessary. Ampex worked out a modification of its tape machine to permit the editor to mark the tape.
Radio-tv automation as a "new way of life," plans for radio stereophonic field tests and the art of switching from live to tape and back in television provided some of the highlights of last week's 14th annual broadcast engineering conference in Chicago.

NAB delegates also heard technical papers on tv picture quality, recent FCC rule changes, constant level program amplifiers, video tape interchangeability requirements and improvements in tv cameras. A separate engineering conference was held April 4-6 under chairmanship of A. Prose Walker, NAB engineering manager.

Automatic radio programming is being utilized by an increasing number of radio stations, Paul C. Schafer, head of Schafer Custom Engineering Div., Textron Inc., told NAB delegates. Programming includes music, commercials, public service announcements and even weather, he noted, claiming a handful of employees, working daytime only, can assemble enough for complete 24-hour automatic operations. Even disc jockeys have been "automated," he pointed out.

Developments in tv program assembly have made automation practical and basic automation equipment has been installed at several tv stations, according to Floyd R. McNicol, manager of RCA's broadcast systems group.

Field Testing - Plans for a field test of stereo equipment by the National Radio Stereophonic Committee were revealed by C.G. Lloyd, its former chairman. He reported that the tests, looking toward FCC authorization of a stereo broadcast system, would probably be conducted from KDKA-FM Pittsburgh and perhaps elsewhere.

Delegates also were told that switching from live to taped tv and back has become flawless because of a new accessory, the "Inter-Sync" tv signal synchronizer, described by Joseph Roizson, application engineering manager of Amperex Corp., as "a new breakthrough in the video recording art." He spoke along with M. C. Worster, eastern division manager of ABC's tv engineering operations.

K.B. Benson, manager of CBS-TV's audio video systems, claimed that video tape can be interchanged freely with high performance, provided there is proper maintenance and controls. With respect to tv picture quality, delegates were reminded that careful control is needed in switching between color and monochrome in the interest of equal brightness and contrast. G. Edward Hamilton, ABC's director of engineering operations, reported that best results can be obtained by using IRE rolloff standards, with a reduction in tolerance to one-half the limits recommended.

Picture Upgrading - James E. Barr, assistant chief of FCC's broadcast bureau, told engineering representatives that recently changed tv broadcasting rules are designed to give viewers a better tv picture.

Also in connection with viewing, CBS reported it has eliminated complaints of "unpleasantly loud" spots in tv broadcasts since it installed new equipment and practices to smooth them out. The revision was described by Robert B. Monroe, manager of its audio video systems, as "another forward step" in telecasting. The action was taken in 1957 after viewers complained about tuned up commercials and program segments. CBS-TV installed an automatic gain control amplifier in the studio audio channel and set up an observation or monitoring post in its engineering lab.

Leveling Amplifier - An amplifier to reduce background noise and smooth out tv audio and fm radio broadcasts was displayed and described by Gates Radio Co. during the engineering sessions. The Constant Level Program Amplifier was described by John K. Birch and Charles W. King. Gates projects engineers, as a boon to broadcasting. The biggest fault of present peak-limiting amplifiers is that the noise level is raised in proportion to the reduction of the volume of the broadcast signal, they claimed.

The amplifier eliminates fluctuation of background noise due to changes in program level and offers an expander for more completely automatic gain control, while qualifying it for use as a peak limiter in tv-fm applications.

Other papers touched on techniques for reducing heights of tv towers without impairment of operating efficiency and on a tunnel diode for performing many broadcasting jobs "faster, better and cheaper." The tiny diode meets low power requirements and gives reliable performance in extreme temperature ranges.

Reducing tv tower heights was discussed by Dr. Frank G. Kear and John H. Mullaney, consulting engineers.
$3.5 MILLION SUIT SETTLEMENT

Hollywood musicians agree to accept AFM terms, end litigation

The Hollywood musicians who three years ago went to court in protest over the trust fund policies of their parent union, the American Federation of Musicians, have agreed to drop their litigation and accept a lump payment of $3.5 million offered by AFM.

Action was taken April 3 at a mass meeting in Hollywood, after their attorneys, Harold A. Fendler and Daniel A. Weber, had explained the AFM offer and urged its acceptance. In exchange, the rebel musicians agreed to drop the four lawsuits they have in California courts against the AFM.

As a result of the settlement, which must be approved by the courts before it becomes final, approximately $2.25 million will be distributed to some 6,000 phonograph recording musicians and another $1 million among 3,000 musicians previously employed in making motion pictures which have been released for use on television. Musicians who have made transcriptions for radio use will also share in the distribution.

The settlement represents about 15 cents on the dollar of the sums the Hollywood musicians are suing for. The four suits encompass both the recording and the film field, asking approximately $15 million for recording musicians, approximately $8 million for musicians working on motion pictures for theatres or tv.

Alleged Illegality — Basis of the suits is the premise that the AFM acted illegally in negotiating wage increases for musicians employed in recording and films plus royalty payments for the sale of records to the public and of films to tv. Revenue was planned for a trust fund for the benefit of all AFM members rather than distributed among the individual musicians engaged in making the particular recordings and films.

The suits were launched late in 1956 (Broadcasting, Nov. 26, 1956) and proceeded slowly through the courts, with rulings inevitably appealed. Early last year the plaintiffs received a setback when Los Angeles Superior Court Judge Clarence L. Kincaid ruled that members of an unincorporated association like the AFM could not legally sue that association (Broadcasting, March 16, 1959). A few weeks later, however, they won an important victory when Judge Kincaid awarded them wage increases negotiated by the AFM from recording companies on the grounds that these increases had been illegally diverted from the individual musicians into the trust funds.

Following that ruling, negotiations for an out-of-court settlement began, eventually in the offer accepted by the Hollywood plaintiffs. Its terms were worked out by Samuel R. Rosenbaum, trustee of the funds; Frank Adams, counsel for Mr. Rosenbaum; Henry Kaiser and Michael G. Luddy, attorney for AFM, and Messrs. Fendler and Weber.

Upgrading film quality endorsed

A project designed to upgrade the quality of syndicated film product was adopted unanimously by some 150 television station executives at a closed meeting of the Tv Stations Inc. membership on an out-of-court settlement began, eventually in the offer accepted by the Hollywood plaintiffs. Its terms were worked out by Samuel R. Rosenbaum, trustee of the funds; Frank Adams, counsel for Mr. Rosenbaum; Henry Kaiser and Michael G. Luddy, attorney for AFM, and Messrs. Fendler and Weber.

A project designed to upgrade the quality of syndicated film product was adopted unanimously by some 150 television station executives at a closed meeting of the Tv Stations Inc. membership last Monday (April 4) during the NAB convention.

Tv Stations Inc., a film negotiating and consulting organization, is composed of 106 television licensees having stations in 118 markets. The weight it carries in the syndicated and feature film field is indicated in reports that its members last year bought approximately $8 million worth of films and this year are buying at an annual rate of $12 million.

Details of its quality-improvement plan were not made public. But the project reportedly involves (1) insistence on network-quality product and (2) a sort of advisory service for syndicators and producers, in which Tv Stations Inc. would canvass its members and report on what types of program are most wanted. The organization counts on the economies it offers to syndicators in drastically reduced distribution costs, plus the current slack in syndication business, to help win cooperation of the film interests in its product-improvement program.

The plan was presented to Tv Stations Inc. members by W.D. (Dub) Rogers of KDUB TV Lubbock, Tex., chairman of the organization, and Herb Jacobs, its president and operating head.

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New NTA 'Play' unit to be headed by Miner

National Telefilm Assoc., New York, announced last week that the Play of the Week Production Co. has been formed as a new division of NTA to develop and produce TV series on tape for national, regional or syndicated sale. Worthington (Tony) Miner, well-known TV producer, has been named executive producer of the new company, which will be responsible for the two-hour dramatic series, The Play of the Week, as well as new presentations.

David Suskind, who has been serving as executive producer of The Play since its inception last October, will continue to produce individual plays for the series but will devote additional time to other projects. Mr. Miner will supervise the operating staff of the dramatic series, which includes producers Henry T. Weinstein, Lewis Freedman and Jack Kuney.

Mr. Miner was a Broadway producer between 1929-1939 when he joined CBS as manager of program development. At CBS-TV he produced such TV series as Studio One, The Toast of the Town, Mr. I. Magination, and The Goldbergs, and later at NBC-TV, he was executive producer of Medic and Frontier.

■ Program notes

Sound awards ■ The Motion Picture Sound Editors, at their seventh annual awards luncheon in Hollywood last month, honored the sound editors of "Ben Hur" (MGM) and The Untouchables (Desilu TV series). Those honored for their work on the biblical film were: Milo B. Lory, Van James, Kendrick Kinney, John Logan, Harold Humbrook, Kurt Herrnfeld, Scott Perry, Lovell Norman and John Lipow. The Untouchables, awards went to Joseph G. Sorokin, Josef Von Stroheim, Frank R. White, Joe Kavigan and Terry Morse.

Lone Star formed ■ Lone Star TV Productions Inc., Dallas-based TV production and distributing company, has been formed with Robert Montgomery as president. Available are half-hour shows, feature-length films and the new 15-minute series. Songs of Inspiration, featuring the Imperial Quartet and Marion Snyder. Address: Lone Star TV Productions Inc., 3020 Fairmont, Dallas, Texas.

More 'Stooges' shorts ■ Screen Gems Inc., N.Y., released 72 additional comedy shorts of the "Three Stooges" during the NAB Convention last week. Initial group of 78 "Stooges" shorts went on the air in October 1958, followed by release of 40 additional shorts in the spring of 1959. "Stooges" shorts are now playing on 165 stations, according to SG officials.

Feeds network ■ KCPX-TV Salt Lake City will produce the Sunday Showcase on April 17 for the NBC-TV network. The station will vtr an Easter show featuring the Salt Lake City Tabernacle Choir and the Utah Symphony Orchestra under Maurice Abravanel.

New western ■ Walter Brennan, TV and motion picture star, has announced he will produce a new western TV series based on the stories of Walt Coburn, cowboy-author. The stories will relate the adventures of two central characters, played in the pilot film by Lief Erickson and Chris Robinson. The series will be called Barbed Wire.

Summer suspense ■ NBC-TV has cleared the way for a new one-hour suspense series to be colorcast on Friday nights starting July 1. Moment of Fear, produced by Robert Stevens, will move into the time-spot currently occupied by Gillette Cavalcade of Sports and Phillies Jackpot Bowling (10-11 p.m. EDT).

Makes contact ■ ABC-TV has slotted Steve Canyon for the Thursday 7:30-8 p.m. period. Based on Milton Caniff comic strip, adventure series was previously on NBC-TV. It is produced by Pegasus Productions. ABC-TV had announced earlier that Polka-Go-Round would occupy the time period.

Blacklist ■ National Assn. for Better Radio and Television is circulating a list of 96 programs which it considers unacceptable for children's viewing, with a letter urging recipients to write to sponsors, networks and stations about them. "Because of the influence of sponsors over program content, we are giving the names of sponsors of network programs," NAFBRAT writes. "We believe it is most important that the listener-viewer crash the 'iron rating curtain' to reach the sponsor. Letters should also be sent to the managers of stations as the licensee has the legal responsibility for what goes over the air." NAFBRAT suggests that the letters "be specific," naming the program, station and time and stating what parts were particularly liked or disliked; further suggests that letters be addressed "to the head man. He is responsible."

The old order changeth yielding place to new*

From December '55 to January '59 KROC-TV gained 44% in audience, top competition lost 55%.

RETAIL SALES PER FAMILY: $6,137 (1ST IN U.S.)

KROC-TV
N BC
CHANNEL 10
ROCHESTER MINNESOTA

G. David Gentling, gen'l. mgr.

HARRY S. HYETT COMPANY, MINNEAPOLIS ELIZABETH BECKJORDAN, NETWORK REPRESENTATIVE
Tv-film producers get directors' demands

A 16 1/2% salary increase, residuals based on actual salaries, payment for foreign use, a pension fund and improved credits are among the demands the Directors Guild of America has presented to tv film producers. Present contract with producers expires April 30 but negotiations have not yet been scheduled.

The salary increase demand is from $600 to $700 a week for freelance directors. Residual percentage payments are to be the same as at present except that the base asked for is the salary actually paid the director, not the minimum scale now used for calculating rerun payments. At the present time, the director receives 35% of scale for the second run of the film; 30% for the third run, etc., through six reruns.

DGA proposes that foreign runs shall count as additional runs. This demand seems somewhat ambiguous when considered with a demand that if the total of six reruns is achieved in the U.S. and Canada only, an additional 25% shall be paid to cover all subsequent foreign showings.

The new pension plan proposal is for the producer to contribute an amount equal to 5% of the director's salary while the director himself contributes 2 1/2%.

Credits Demanded - What was said to be a major point in the DGA demands concerns credits. It is asked that the director's credit card be the last titled card to be shown before the first scene of the film. Currently, the producer has a choice for giving the director credits.

First and second assistant directors are also included in the DGA proposals. The guild is asking that residuals be given to the assistants if they are paid to anyone beside actors, writers, directors, producers and musicians. In addition, it is demanded that a producer who sells distribution rights be held responsible for residual payments to DGA if the distributor fails to make them despite contractual agreement to do so.

* Film Sales

The National Football League Presents (Peter De Met Productions)

Sold to KTVI (TV) St. Louis (to be sponsored by Falstaff Brewing Co.); WCAU-TV Philadelphia; WVEC-TV Norfolk, Va.; KOTV (TV) Tulsa; WTOL-TV Toledo, Ohio, and WHYN (TV) Springfield, Mass.

Now in 105 markets.

Almanac (Official Films)

Sold to WRGP-TV Chattanooga, Tenn.; KLRJ-TV Las Vegas, Nev.; KOOL-TV Phoenix, Ariz.; KTVO (TV) Ottumwa, Iowa, and WLOF-TV Orlando, Fla.

Now in 48 markets.

Four Just Men (Independent Tv Corp.)

Sold to Czechoslovakia, marking second ITC sale behind Iron Curtain. Lassie was recently sold to Yugoslavia.

Now in 155 U.S. markets, full CBC network and 16 other countries.

Home Run Derby (ZIV-United Artists TV)

Sold to Salina Chevrolet and Haberle Congress Brewing Co. for WSYR-TV Syracuse, N.Y.; Municipal Auto Sales and Coca-Cola Bottling Co. for WKCT (TV) Miami; K & L distributors of Seattle (Budweiser beer) for five Alaskan outlets; WPSD-TV Paducah, Ky.; KRNT-TV Des Moines, Iowa; KLYD-TV Bakersfield, Calif.; KJEO-TV Fresno, Calif., WDAF-TV Kansas City; WEAR-TV Pensacola, Fla.; KVIP-TV Redding, Calif., and KPRC-TV Houston.

Now in 112 markets.

Tales of the Vikings (Ziv-United Artists TV)

Sold to WBBR-TV Knoxville, Tenn.; KKFL-TV Butte, Mont.; WIRT (TV) Flint, Mich.; WCYP-TV Bristol, Tenn.-Bristol, Va.; WKYT (TV) Lexington, Ky.; WISN-TV Milwaukee; WCOV-TV Montgomery, Ala.; WSVJ (TV) South Bend, Ind., and KSPG (TV) Tulsa, Okla.

Now in 124 markets.

Dennis the Menace (Screen Gems)

Sold to two British program contractors: Granada tv for Lancashire and Yorkshire and Associated-Rediffusion in London. Series title in England is "Dennis (The Pickle)."

Johnny Midight (MCA-TV)

Sold to Joseph Schmidt Brewers in two South Dakota markets, Gateway-Key-Little Giant Markets in Kentucky, Parks Men's Wear in Oklahoma, Coca-Cola distributor in Alabama, and Pfeiffer Brewing in three markets in Michigan, Indiana and Ohio.

Now in approximately 122 markets.
THE WHIP CRACKS IN CANADA

CKLW-TV renewal shortened; others studied

Canadian broadcasters are going to have to toe the line.

The Board of Broadcast Governors, independent regulatory body for which broadcasters fought almost two decades to obtain, has issued a warning that it means business. CKLW-TV Windsor, Ont., has been recommended by the BBG for only a one-year renewal of its license, following a public hearing at Toronto on March 14. The BBG announcement of its recommendations to the Minister of Transport was made at Ottawa on March 31.

The BBG stated that it "expects CKLW-TV, within the ensuing year, to demonstrate its intention and ability to meet the requirement of 45% Canadian content as of April 1, 1961, as required by section 6(3) of the Radio (tv) Broadcasting regulations."

At the BBG hearing in Toronto, Cam Ritchie, station manager, was told of the many letters received by the BBG from listeners that the station was not programming Canadian content. Following the complaints, he said, the BBG itself monitored the station for a week (BROADCASTING, March 21). The station was programming for its Detroit audience rather than its Canadian audience, BBG members intimated.

CKLW-TV was the only one of 14 tv stations, 30 am and two fm stations whose licenses expired March 31, to have its license renewed for only one year. The others had their licenses renewed for two, three, four or five years, to make it easier for the BBG to review operations for renewal.

No Live Shows = CKWS-TV Kingston, Ont., was called on the carpet by BBG at its Toronto hearing because of complaints from viewers of lack of live local programming. BBG also monitored this station. Its license was recommended for renewal for two years and the BBG "expects the station during the ensuing two years to show evidence of increased local programming of a satisfactory quality."

A new tv station was recommended by the BBG following the Toronto hearing for CBC at Sturgeon Falls, Ont., on ch. 7. The station will carry French-language CBC network programs. A satellite station at Sudbury, Ont., on ch. 13 was also recommended for CBC to carry the French-language programs from Sturgeon Falls to the Sudbury area.

Two other satellite stations were recommended for the CBC in western Canada. Both would act as satellites to CBUT (TV) Vancouver, B.C. One is for Courtenay, B.C., on ch. 7, and the other is at Nelson, B.C., on ch. 9.

CFCL-TV Timmins, Ont., was recommended for a power boost from 18.5 kw video and 9.25 kw audio power, to 100 kw video and 50 kw audio, on ch. 6.

A power boost asked for by CHCH-TV Hamilton, Ont., and opposed by Toronto and Kingston, Ont., stations, has been deferred. CHCH-TV had asked for an increase to maximum power on ch. 11 of 325 kw video and 182 kw audio. BBG stated its deferment would be "until after the problems affecting the technical conditions of the application have been satisfactorily resolved."

CKTB St. Catharines, Ont., was given a daytime power increase from 5 kw to 10 kw with night-time power to remain at 5 kw on 610 kc. CHVC Niagara Falls, Ont., was recommended for a power boost from 5 kw to 10 kw on 1600 kc and change of antenna site. Low power relay transmitter CBPN Nakina, Ont., owned by CBC as a relay of CBL Toronto, Ont., was recommended for a power boost from 20 to 40 watts on 1240 kc.

RCA Intl. complex planned for Italy

RCA International Ltd., Montreal, has signed contracts with an Italian government agency to develop its proposed $25 million electronics manufacturing complex in Southern Italy. The agreement specifies that RCA International may purchase from the Italian government all or part of the manufacturing complex it creates during the period of the contract—five to 10 years—and then to continue operations as a private enterprise.

The RCA subsidiary's agreement with the Istituto Per La Ricostruzione Industriale (IRI), an agency comparable to the former Reconstruction Finance Corp. in the U.S., RCA said, promises substantial new employment in one of that nation's underdeveloped areas. The program was made known March 28 by the Hon. Aldo Fasceelli, board chairman of IRI, and John L. Burns, RCA

Attention Station Managers

SAVE MONEY with MAGNE-TRONICS' TAPED programs for AUTOMATIC BROADCASTING

MAKE MONEY with MAGNE-TRONICS' BACKGROUND MUSIC for FM multiplex stations

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In New York City, WLIR has MORE Negro programming than ALL other stations combined.

FANFARE

ALL DAY COLOR
KMTV(TV) devotes full broadcast day to tint

A complete telecast day given over to color. That was the 17-hour track record chalked up yesterday (April 10) by KMTV (TV) Omaha in a multi-fringe promotion with all the merchandising frills.

KMTV programmed all day in tint tv, carrying 10 hours of local and seven of networks shows without a break. Joining in the extensive promotion were an RCA distributor, The Sidles Co.; some 50 dealers, and Omaha's four leading realty firms.

Owen Saddler, general manager of the May Broadcasting Co.'s station, pointed out that KMTV pioneered in local live color in 1955. He claimed the latest promotion, titled "Spring Into Color," marked the first time any station has programmed a complete day in color.

KMTV arranged for radio-tv appliance dealers in the Omaha metropolitan area to hold open house, setting up registration desks for visitors and giving away RCA color receivers in drawings. Four real estate organizations, in showing homes, pointed out that all were equipped with tint sets. Radio-tv-appliance and other specialty stores carried banners and streamers in their windows heralding the color spectacular. KMTV also utilized radio promotion, buying a schedule of 30-50 spot announcements on local station KFAB in advance of "Spring Into Color" day.

Color programming included such special "one-shot" fare as Sunday church services, feature motion pictures and live features, sports, news, drama and a fashion show. One highlight was a telecast of the city's Spring Music Festival featuring the Omaha Symphony Orchestra. There are an estimated 8,000-10,000 color receivers in the Omaha area.

April fooling

Practical jokers at radio stations celebrated their name day with a rash of April Fool pranks. KTOP Oklahoma City began at one second past midnight with a sign-off announcement telling listeners it was going off the air for good since "we're tired of beating our brains out, day and night, to keep you entertained and informed, without a word of appreciation from any of you." Horrified listeners jammed the switchboards for the rest of the night, receiving April Fool salutations and soothing reassurances. The next day disc jockeys broadcast emergency police warnings that all red cars had been banned from the city streets after noon in a drive for conservative colors. The resulting furor drew a cease-and-desist order from the police, who along with several red-colored-car drivers, did not find the joke hilarious.

WIP Philadelphia ran a contest inviting listeners to call in any time they heard a "goof" on WIP on the fatal day, April 1. Prize was $6.10 to the first caller on each goof (the station's frequency). An electronic device recorded 15,967 calls for the total 14 goofs with 1,700 pouring in during one peak hour. A contest for experts-agency members—offering a 5-minute phone call to any place on earth, was awarded to the one who guessed closest to the number of goof-contest calls.

WING Dayton, Ohio, surreptitiously set the clock back a year by playing last year's hit tunes on its Hit of the Week show. Puzzled listeners kept switchboard operators busy.

Of thee we sing

Composing anthems to their fair city of Saskatoon, Saskatchewan, two disc jockeys of CFRQ there raised money in behalf of World Refugee Year.

Announcers Frank Callaghan and Bob Bradburn, who had for years engaged in a friendly rivalry over the air, each composed and recorded a song about the city. Listeners were asked to send contributions with each penny sent entitling them to one vote in the song contest. Letters came from as far away as Germany and listeners backed their favorites avidly. The contest lasted three weeks. Before it began, the personalities said they hoped to raise $200 for the charity; the final tally was $1,265.

Paar for the course

Winner of the "Jack Paar Undisputed Ego Champion Contest" conducted by KRAK Stockton-Sacramento, Calif., was a Newman, Calif., man who guessed closest to the actual 473 times that Mr. Paar said "I" and "me" on his first program after his self-imposed exile from tv. The station received over 4,000 entries in the contest, with one entry coming from as far afield as Milford, Mich. The guesses ranged from a modest 25 up into the thousands. The lucky winner was awarded a tape of the triumphant-return program with commercials edited out, which KRAK describes as "the grand prize Paar excellence."
**Drumbeats**

**Arbor Harbor = KCBS San Francisco** reports success in its "plant-a-tree week" campaign to beautify the Bay Area (FANFARE, March 14). The station says during the week, March 6-12, some 5,700 trees were planted in 28 different communities in the area. KCBS organized the planting by civic groups and donated air time and personnel to the project. Sunnyvale won the perpetual trophy for the most significant landscaping improvement during the campaign.

**Almanacs = KDKA-TV Pittsburgh** offered the public copies of the Farmer's Almanac, for which they had purchased the franchise in that city, at 15 cents per copy as a promotional tie-in with the station's meteorological weather forecasting service. Within a month KDKA-TV had disposed of the entire stock of 20,000 copies, each with a front-and-back cover ad. Response was considered so satisfactory, the station has signed a contract to repeat the promotion next year.

**Longhair from the Lone Star = Joe Steussy**, a 16-year-old classical pianist, won KNUZ Houston Hi-Fi Club's talent contest over a dozen highschool singers, guitarists and specialists in rock 'n' roll. The finalists were culled from the club's 72,000 teenage members and the elimination staged during an hour telecast over KTRK-TV Houston. KNUZ describes Mr. Steussy as being "in the Van Cliburn tradition," and proudly announces that he will be eligible for the Texas finals in Coca-Cola's nationwide talent hunt.

**Bait = KELP El Paso, Tex.**, appropriately centered its latest promotion around fishing. Rainbow trout were placed in a 60-foot long tank. KELP furnished fishing gear and bait and charged the fishermen 50 cents for 10 minutes casting. The two people bagging the largest trout were treated to a weekend at a skiing resort. The proceeds of the promotion, conducted in cooperation with the Lone Star Brewery, San Antonio, topped $500 and were donated to charity.

**Sponsored song = Aluminum Co. of America** is getting extra corporate and product identification from its Alcoa Presents series (ABC-TV 10-10:30 p.m.) and the customers are paying for it. More than 90,000 copies of music from the series were pressed to meet dealer demand for the Decca long-play record, "Music From One Step Beyond." Composer Harry Lubin conducts the Berliner Symphoniker in 11 numbers he wrote to back up the occult Alcoa Presents stories.

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**Paid in full**

Business suffered in Asheville, N.C., during a record-breaking snowstorm. But WLOS, that city, came to the aid of merchants, making thousands of public service announcements on behalf of businesses and factories. Then the station sent each one a bill marked "paid" to remind them of the service that had been rendered. "WLOS Radio is your most effective way to reach the public quickly," the statement said.

**Holiday joy = Each holiday brings a special promotion for WCKY Cincinnati listeners.** A week before St. Valentine's Day, the station announced that boxes of candy and bouquets of roses would be given hourly in a drawing from cards sent in. On Washington's Birthday, the prize was a year's supply of frozen pies (starting with cherry). The station says thousands of cards and letters were sent on both holidays. Income Tax Day is next on the list but bonuses have not been announced as yet.

**Charity campaign = Generous Philadelphians contributed more than $2,500 to the Overbrook School for the Blind in response to appeals by WPEN, that city. The funds were raised for rebuilding following a devastating fire at the school. The campaign was conducted by WPEN's air personalities.**

**Foods & drugs = Avery-Knodel Inc., New York, has released a tv market study for spot advertisers whose products are sold in retail food and drug outlets.** Covering stations in 25 markets, the study is being distributed to advertisers and agencies. Among the items listed on the report: basic staples stocked by both supermarkets and drug outlets; days and nights of heaviest volume buying; working hours for industrial labor shifts; opening and closing hours for businesses, and the percentage of families owning their own homes.

**Snow job = WIL St. Louis sent a memo to all advertising agencies twisting newspapers for their coverage of a large snow storm.** An item from the paper, stating that no snow was forecast, was reprinted with the comment: "If you dug this issue from under the snow in your yard last night, we remind you that only radio can keep up with the weather in St. Louis... and St. Louis keeps up with the weather on WIL's 24 hour Weather Watch."
**FATES & FORTUNES**

**Broadcast Advertising**


William R. Hillenbrand, formerly president of Bryan Houston agency and recently vp of Donahue & Coe, joins Lambert & Feasley, N.Y., as executive vp.

**William M. Nagler**, supervisor of Borden Co. and Northern Paper Mills accounts at Young & Rubicam's Chicago office, named vp.

David Savage, formerly executive vp of Bernard L. Schubert Inc., becomes vp and director of radio and tv for Lynn Baker, N.Y.

Jack H. Stilwell, formerly radio-tv director; **Ray Hansen**, account executive; Norman Phelps, creative services director, and Bill Nelson, radio-tv director, all appointed vps at The Caples Co., Chicago.

Donald G. Cutler and Michael M. Minchin Jr. named vp, account management and vp, respectively, at Erwin Wasey, Ruthrauff & Ryan, Los Angeles. Mr. Cutler formerly was vp and Mr. Minchin account supervisor.

Robert L. Haag and Charles A. Pratt named retail division national sales manager and advertising manager, respectively, for Alberto-Culver Co.

Joseph T. Lewis promoted from brand supervisor for group products to brand promotion director at The Toni Co., division of Gillette Co. He will supervise advertising, brand promotion and packaging for company's complete line of products.

Robert Bassindale promoted from copy group head to group creative supervisor at Tatham-Laird, Chicago.

Dwight S. Reynolds, formerly advertising manager at Alberto-Culver, Chicago, appointed media supervisor on that account at Wade Adv., Inc., same city. **H.G. Schroeder** named associate media on same account.

George R. Nelson, founder and owner of George R. Nelson Inc. and Nelson Ideas, both Schenectady, N.Y., retires. He will remain as consultant for both organizations. He previously was co-founder, vp and general manager of WSNY, that city.

Alexander E. Cantwell and Ira Avery elected vps of BBDO New York. Mr. Cantwell, in charge of live and video tape tv and radio production, came to BBDO in 1950 as writer in pr department. He joined tv department the following year. Mr. Avery, account supervisor for United States Steel, joined BBDO 15 years ago.


Robert J. McMahon joins Fuller & Smith & Ross, Pittsburgh, as account supervisor for Westinghouse General Products Div. Mr. McMahon was formerly vp and chairman of plans board of The Rumrill Co., Rochester, N.Y., where he was also group head on Eastman Kodak account.


Ray Hunter, associate media director of BBDO, Pittsburgh, becomes media director, succeeding Harold Middleton, who retires.

Anthony C. DePierro, formerly vp and director of media, Geyer, Morey, Madden & Ballard, N.Y., from 1948-52; then vp, plans review board member, and director of media, Lennen & Newell, that city, rejoins Geyer agency as vp and assistant to president.

Helen Davis, chief timebuyer at Clinton E. Frank, Chicago, to J. Walter Thompson Co., N.Y., as timebuyer on Tender Leaf Tea and Chase & Sanborn coffee accounts of Standard Brands Inc.


Edward M. Gallagher, supervisor for Ivory Liquid and Procter & Gamble Canadian brands accounts, elected vp of Compton Adv. Mr. Gallagher has been with Compton since 1953.

Norbert A. Witt, vp in charge of sales at Noxzema Chemical Co., elected executive vp.

John C. Simmons, advertising manager of Dr. Pepper Co., named vp of advertising.

Herb Faigen joins Krupnick & Assoc., St. Louis, as production manager.

Robert Enderlin, formerly production supervisor at McCann-Erickson, to Wexton Adv., N.Y., as traffic manager.

Mary Kimbrough, formerly feature writer for St. Louis Post-Dispatch, joins creative department of Gardner Adv., that city.

Laura Miller, formerly with Communications Counselors, L.A., as account executive, to Enyart & Rose Adv., that city, as pr account director.


Stanley Ross joins creative department of Wade Adv., Los Angeles.

Charles Teague and David Cullum named account service men at Tracy-Lock Co., Dallas.

**America's Leading Business Brokers**

Interested in buying or selling Radio and TV Properties? When your business is transacted through the David Jaret Corp., you are assured of reliability and expert service backed by our 37 years of reputable brokerage.

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**BROADCASTING**, April 11, 1960
Kenyon & Eckhardt service awards

Service awards. Ten years service or more with Kenyon & Eckhardt earned 62 employees gifts and a place at a first-time reception and dinner given by the agency's board of directors at New York's Savoy Hilton.

At left, it's a mutual handshake between Edwin Cox, board chairman, and Vice President Joseph P. Braun, media director, each with 26 years. Marcy A. Ward, Edward Mante and Ethna Carroll share the longevity honors, however, each with 30 years.

The awards, presented by William B. Lewis (15 years), K&E president, were gold cuff links or charm bracelets for 10 years, gold money clips, belt buckles or sterling silver bowls for 15 years, silver bowls, diamond studded clips or buckles for 20 years and inscribed silver trays for 30 years.

Frances Marotta, formerly executive secretary with Friend-Reiss Adv., becomes media director at Mess Assoc.

Jack Sullivan, formerly with G.M. Basford Co., and William Douglas McAdams Inc., becomes service manager on the Upjohn group account at Sudier & Hennessey, N.Y.

Roy N. Williams, formerly at St. Georges & Keyes, N.Y., to Earle Ludgin & Co., Chicago, as account executive.

Henry J. Norman, formerly general sales manager of Pharmaco Inc., division of Schering Corp., joins marketing department of BBDO, N.Y.

Buxton Lowry, formerly with Los Angeles office of Donahue & Coe Adv., to Fletcher Richards, Calkins & Holden, that city, as senior writer.

Richard K. Gershman and Thomas M. Hopkinson join Milburn McCarty Assoc., N.Y., pr agency, as account executives. Mr. Gershman was assistant news editor of NEA feature service; Mr. Hopkinson was in press information department of CBS-TV Network.


Walter R. Stone, formerly account executive at Geyer, Morey, Madden & Ballard, N.Y., to Compton Adv. as executive on Mobil Oil account.

The Media

Robert J. Hoth, vp and general manager of KAKC Tulsa, Okla., named executive vp of Public Radio Corp., owner of KIOA Des Moines, Iowa, KBKC Kansas City and KAKC.

Art Holt, formerly account executive at KABL San Francisco-Oakland, promoted to general manager of WYSL (formerly WINE) Buffalo, N.Y. Both are McLendon stations. Mr. Holt previously was on sales staffs of WEZE Boston and KIXL Dallas. Al Grosby, formerly on sales staff of WAKY Louisville, Ky., to WYSL-AM-FM as sales manager.

J.G. (Bob) Greer, formerly with KILE Galveston, named manager of KTLW Texas City, both Texas, succeeding Roy E. Hanson. Mr. Greer previously was with WGN Chicago.

Edward H. Sheaffer, formerly director of editing and acceptance for CBS-TV and Radio, Chicago, joins Tri...
angle stations as director of continuity acceptance, effective April 18.

Dale McCoy Jr. appointed general manager of KAKE Wichita, Kan. He formerly was sales manager of KSBI, that city. Previously he was sales manager of KVBG Great Bend and on sales staff of KGNO Dodge City, both Kansas.

Perry W. Carle, general manager of KPQA Honolulu, resigns. He will enter Army for short active duty tour and announce future broadcast plans shortly.

Ashley Dawes joins WFMY TV Greensboro, N.C., as operations manager. He formerly was with WLOS Asheville, N.C., in similar capacity.

Bailey W. Hobgood, formerly program manager of WBT Charlotte, N.C., named operations manager of new WYFM (FM) that city. Other appointments: Bill Vaughn, advertising director and Tom Ashcraft, commercial manager.

Gerald Quick, formerly commercial manager of WNOK Columbia, S.C., named director of local and regional sales for WIS, that city.

James A. Gustafson, account executive at WTTG (TV) Washington, D.C., promoted to local sales manager. He previously was account executive for WOL, that city, and sales manager of WDON Wheaton, Md., and WASH-FM Washington, D.C.

George Andrick, manager of WSAZ Huntington, W.Va., assumes additional duties as local sales manager of WSAZ-TV.

Mr. McCoy

Mr. Gustafson

Mr. Kamin

Mr. Foraker

APBE elections

Bruce A. Linton, U. of Kansas, elected president of Assn. for Professional Broadcasting Education. APBE is a joint cooperative venture between NAB and colleges offering professional courses in broadcasting.

Other officers elected: Earl Dougherty, KXEO Mexico, Mo., vp, and Richard M. Brown, KPOJ Portland, Ore., secretary-treasurer. Mr. Brown is NAB representative on APBE board.


Hugh Wallace promoted from assistant sales promotion manager to national sales account executive of WNAC-AM-TV Boston and Yankee network. Michael Horn, advertising and promotion manager and account executive promoted to local sales account executive.

Robert J. Sullivan, formerly with CBS Spot Sales, named manager of sales development for NBC Spot Sales. Al Ordover, and Steve Kirschenbaum appointed tv sales development specialist and sales promotion supervisor, respectively. William McGee, joins NBC Spot Sales as salesman.

Fred von Hofen, formerly vp and general manager of KVI Seattle, Wash., to KOL, that city, as executive in charge of national sales.

Donald C. Kamin, formerly with The Katz agency, appointed midwest sales manager for Storer Broadcasting Co., succeeding George Lyons who transfers to New York office to head national sales for WSPD-TV Toleda, Ohio, member of Storer group.

Phil Ellis named director of regional sales for WPTF Raleigh, N.C. Other appointments: Warren Barfield, director of local sales; Jerry Elliot, news editor, and Bill Jackson sports director and assistant program manager.

John M. Rohrbach Jr., broadcast supervisor on Joseph Schultz Brewing Co. account at J. Walter Thompson Co., Chicago, joins sales staff of NBC-TV Spot Sales, that city, effective April 15.

Edward T. McCann Jr., formerly commercial manager of WNEB Worcester, Mass., to WTAG, that city, in similar capacity.

Clay E. Forker, formerly vp and office manager of Paul H. Raymer Co., Chicago rep firm, appointed national sales manager of WFGA-TV Jacksonville, Fla. Previously, he was with BBDO and Campbell-Ewald. William Walker, regional sales manager, named assistant national sales manager.

Bob Leach, account executive at KEZY Anaheim, Calif., named sales development manager for Orange County area.

Gil Thompson, formerly account executive at WCAU Philadelphia, to CBS Radio Spot Sales, Chicago, in similar capacity.

lew Carpenter, professional football player with Green Bay Packers, joins advertising staff of WLUK-TV, that city.

Herman Pease, formerly with WGR-TV Buffalo, to WROC-TV Rochester, both New York, as production manager.

Ron MacDonald joins KREM Spokane, Wash., as program director.

Charlie Trussell, air personality with KXEL Waterloo, Iowa, appointed program director.

United Press International news produces!
Richard Rector and William Hallahan named commercial producer and assistant commercial producer, respectively, for CBS-TV New York. Mr. Rector formerly was manager of operations and scheduling. Mr. Hallahan formerly was business and production manager for Robert Herridge Theater Productions.

Ed Dunbar named head of new San Francisco office of KNDU-TV Yakima, Wash.

Pete Workins, recently broadcast time salesman for Gill-Perna, radio reps, N.Y., to tv sales staff of Peters, Griffin, Woodward Inc., that city.

Frank Maruca, formerly account executive with Ketunon MacLeod & Grove, Pittsburgh, appointed program and sales coordinator of KQV, that city.

Peter F. Yaman, formerly with NTA Spot Sales, named sales representative for Television Adv. Representatives, N.Y.

Graham White, formerly at Ziv-Tv, N.Y., to NBC Central Div. Radio Spot Sales, Chicago, as account executive.

Joseph D. Payne, manager of George P. Hollingbery Co.'s Detroit office, to New York office in tv department.

Peter Prince, formerly account executive with Prince & Co., Detroit advertising agency, joins Broadcast Time Sales, New York.

Don Pierce, formerly state sales manager of WFMY-TV Greensboro, N.C., to WSPA-TV Spartanburg, S.C., as account executive.

Frank Woodman appointed program director of KPDQ Portland, Ore.

Ron Baxley, formerly program director of KSAT San Antonio to WYSU Buffalo, N.Y., in similar capacity.

Nick Charles, chief announcer of WGBB Freeport, N.Y., named program director.


Joel Levy promoted from film department director to assistant program director of WAST (TV) Albany, N.Y.

Gilmore Nunn, formerly U.S. delegate to Inter-American Broadcasting Assn. IAAB board member, will be awarded honorary degree June 3 by Yankton (S.D.) College in recognition of services on behalf of friendship among Americas through broadcasting.

Cal Zethmayr, formerly announcer-air personality with WALB-AM-TV Albany, Ga., to WLCA Laurel, Miss., as director of news and special events.

Leonard Traube, formerly editor of music, tv and variety fields for Variety, becomes director of information services and advertising for WCBS-TV New York.

Don Cook, formerly executive producer with KNXT (TV) Los Angeles, joins sports department of CBS as producer-director.

Wally Thornton, formerly production director of KISN Portland, Ore., to KRAS Stockton-Sacramento, Calif., as program director.

Art Hill, formerly news director with WSWW Platteville, Wis., to WSMJ St. Joseph, Mich., in similar capacity.

Donald Monroe, formerly of WSIV Pekin, to news staff of WPEO Peoria, both Illinois.

Stan Garfin and David R. Skinner join WATR-TV Norfolk, Va., as news staffers. Mr. Garfin formerly was with KASI Ames, Iowa, and Mr. Skinner with WKNX-AM-TV Saginaw, Mich.

Bill (Turk) Thompson, formerly pr-promotion director and air personality with KWIZ, to KFIL-FM, both Santa Ana, Calif., in similar capacities.

Keith Larkin, formerly of KXL Portland, Ore., named manager of new promotion department of H.S. Jacobson & Assoc. (radio-television rep firm), that city.

David Brinkley, NBC newsmen, named president of Washington Chapter of Academy of TV Arts Sciences, succeeding John Secondari of ABC, who was promoted to producer for special projects, ABC News, and transferred from Washington.

Ron Cochran, newsmen with WCBS-TV New York, will undertake CBS news assignment, notably 1:00 pm daily news program produced for CBS-TV New York.

Henry Roeplien, press information director at WBBM Chicago, assumes additional duties as audience promotion manager.

Nat W. Jackson, formerly news director of KHTV (TV) Portland, Ore., to KISN, that city, as continuity director.

John Tillman, WPIX (TV) New York's tv news reporter, named news director.

Herb Homes, director for WPIX (TV) New York, becomes executive
producer. He will continue to direct various programs, in addition to developing new program ideas and supervising all live shows produced by WPIX.

Tom Moorehead named sports director of WRCV Philadelphia.

Harold Mack, newscaster with KCMO Kansas City, assigned to special news division to handle all local sports programs for KCNO-AM-TV.

Gordon Bensing, news reporter for WADS Ansonia, Conn., appointed news director.

Ernest Lee Johncake, NBC director of practices, elected to Society of Television Pioneers board.

Jack Walters, formerly news bureau chief of Stars and Stripes in Austria and Germany, joins WCBS New York as writer and narrator.

Tom Molloy joins WSA1 Cincinnati as mobile news reporter.

Jack Hooley, on news staff of WROC-TV Rochester, N.Y., promoted to news director.

Dick Brown, formerly air personality with WPOP Hartford, Conn., to KDKA Pittsburgh in similar capacity.

Art Hern, Chicago radio-tv personality, signed by WNW ('FM) Palatine, Ill., for new weekly interview series.

Bill Veeck, president of Chicago White Sox, and wife, Mary Frances, signed by WGN-TV, that city, for new weekly series, Inside Baseball, starting April 11.

Jim Melvin, formerly program director and promotions manager of WSIC Statesville, to WTOB Winston-Salem, both North Carolina, as announcer-air personality.

Ron Carney, formerly with McCann-Erickson, Cleveland, to WAPI Birmingham, Ala., as air personality.

Don Bradley, formerly of WJIM-TV Lansing, to WJRT Flint, both Michigan, as announcer-host. Dave Course joins WJRT as continuity writer.

Sam Brown joins WARB Atlanta, Va., as disc jockey.

Tom Brown, formerly air personality with WHK Cleveland, to WIP Philadelphia in similar capacity.

Dick Reid, formerly air personality with KFKQ-AM-TV St. Joseph, Mo., to WOKO Albany, N.Y., in similar capacity.

Al Jarvis and Ray Brien both join KLAC Los Angeles as air personalities. Mr. Jarvis formerly was with KFMB, that city, and Mr. Brien with KING Seattle, Wash.

Ken Kirklander, formerly staff announcer with WNBF-AM-FM-TV Birmingham, to WKGW-TV Buffalo, both New York, as announcer-newscaster.

Jack Comley joins WKNB New Britain, Conn., as air personality.

Programming

Bernie Seligman named head of William Morris Agency's comedy writers-and-property-development department. Mr. Seligman, who has been with talent agency for 15 years, has been agent-administrator of firm's New York legitimate theatre-motion picture department since 1955.

Arthur S. Gross, formerly vp of Flamingo Films, appointed sales manager of King Features TV Productions, N.Y.

Paul L. Pease, treasurer and member of board of directors of Walt Disney Productions, resigns. Future plans will be announced shortly.

David Sontag, executive in NBC-TV program department, working in talent and program development, becomes manager, programs—New York for CBS Films.

Lowell Benedict resigns as pr director of Trans-Lux Corp. to form own publicity organization at 228 West 10th St., N.Y. Lou H. Gerard succeeds Mr. Benedict.

James T. Victory and James H. McCormick, formerly account supervisors in CBS Films' New York office, named director of syndication sales and eastern sales manager, respectively.

William Asworthy and Bates Halsey join United Artists Associated National sales division. Mr. Asworthy formerly was national sales manager of WSPD-TV Toledo, Ohio. Mr. Halsey formerly was eastern sales manager for WEEK TV Corp.

Edward L. Brant and Robert N. Bennyhoff appointed commercial manager and southwestern division manager of UPI, respectively. Mr. Brant, formerly southwestern division manager, succeeds Pierre A. Miner, who died recently. Mr. Bennyhoff, formerly southwestern assistant division manager, succeeds Mr. Brant. Peter S. Willett, formerly division business manager for UPI, Atlanta, Ga., becomes news picture manager for UPI, Chicago.

Herbert G. Luft, production executive and columnist, appointed historian of Hollywood Motion Picture and Television Museum.

Equipment & Eng'ring

I. Robert Ross named general manager of U.S. Transistor Corp., Syosset, L.I. Mr. Ross was pioneer in distribution of tv sets in 1946.

Anthony Dillon appointed general sales manager of Sony Corp., N.Y. He formerly was with Roland Radio Corp. and RCA. He will be in charge of distribution and sales of transistor radios and new direct image battery-operated portable tv sets soon to be released.

Leland W. Aurick, formerly administrator, industrial advertising, engaged in directing industrial advertising in both renewal and original equipment markets, becomes manager, advertising and sales promotion, industrial market, RCA electron tube division.

William Nilsson, formerly project engineer at Philco Corp., appointed regional broadcast sales engineer (for western states) at Gates Radio Co., subsidiary of Harris-Intertype Corp.

J. Paul Januzzo, formerly advertising and sales promotion manager for Industrial Tube Products at RCA Electron Tube Division, joins Kudner Agen-
Canadians elect


John P. Hilmes, all formerly with KBKC Mission, Kan., form Broadcast Careers, radio-tv employment service in Kansas City. Mr. Beal formerly was president and general manager of KBKC, Mr. Knutson, vp and Mr. Hilmes, treasurer. Address of new firm is 6230 Troost Ave., Kansas City, Mo.

C. William Paul and Alvin Schwartz named director of special projects and research director respectively, for Institute for Motivational Research. Mr. Paul was builder of homes in Westchester County, and inventor and merchandiser of consumer household products and toys. Mr. Schwartz has done tv and film research for Warner Brothers, Transfilm and other companies; operated his own research-pr firm.

International

Alvin D. Zecha named Asian sales manager for Screen Gems.

Jack O. Blick, CJOB Winnipeg, Man., and John F. Hirtle, CKBW Bridgewater, N.S., named directors of co-operative Bureau of Broadcast Measurements.

Tony Jock, CHVC Niagara Falls, Ont., and Don Ambrose, CFPA Port Arthur, Ont., to CHEX Peterborough, Ont., as announcers.

Bert Cobb, CKWS-TV Kingston, Ont., to new CKY-TV Winnipeg, Man., as engineer.

Deaths

Jason . Pate, 44, president and general manager of WASA Harve de Grace, Md., died April 2 of a cerebral hemorrhage. He was president of Maryland-D.C. Broadcasters Assn. and Chesaapeake Associated Press Radio-TV Broadcasters Assn. Among survivors is wife, Mrs. Virginia F. Pate, part owner of WASA.

Michael Dreyfuss, 32, veteran tv director, died March 30 of heart attack in New York. He was reportedly at work casting new play for CBS-TV's U.S. Steel Hour when stricken. Mr. Dreyfuss, who started stage career in "Life With Father," appeared in many Broadway plays before turning to tv direction four years ago. He was associated with Lux Video Theatre and Omnibus before going to Steel Hour.

Frank Eschen, 50, special events director of KSD-AM-TV St. Louis, died of heart attack March 25. He was veteran of 30 years in Broadcasting and was to have celebrated 25th year with KSD in May.

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FOR THE RECORD

Station Authorizations, Applications
As Compiled by Broadcasting

Mar. 31 through April 6. Includes data on new stations, changes in existing stations, ownership changes, hearing cases, rules & standards changes and routine updates.

Abbreviations:

New TV Stations

State of South Dakota, Vermillion, S.D.—Granted cp for new noncommercial educational tv station to operate on ch. 50, ERP 7.3 db (8.17 kw) and minus 19.8 db (0.084 kw) aur.; ant, height 160 ft. engineering condition. Ann. Mar. 31.

Existing TV Stations


TV Translator Stations

Luby Video is applicant.—Granted cp for new tv translator station on ch. 76 to translate programs of station KGCL-TV (ch. 4) Spokane, Wash. Ann. Mar. 31.

New AM Stations

Reedsport, Ore.—Oregon Coast Bests. Granted 1479 kc, 5 kw D. P. O. address Box N, North Bend, Ore. Estimated construction cost $8,000, first year operating cost $5,000, Walter J. Kraus, sole owner, is in real estate, gas production, etc. Ann. Mar. 31.

APPLICATION


APPLICATION


APPLICATION

WCLI Corning, N.Y.—Cop to increase day-time power from 250 kw to 1 kw, install new trans. (1450). Ann. April 6.

APPLICATION

WCHL Chillicothe, Ohio.—Cop to increase power from 500 kw to 1 kw, install new trans. (1225). Ann. April 6.

APPLICATION

KSMO Salem, Mo.—Cop to increase day-time power from 500 kw to 1 kw, install new trans. (1225). Ann. April 6.

APPLICATION

KERV Kerrville, Tex.—Cop to increase day-time power from 500 kw to 1 kw, install new trans. (1225). Ann. April 6.

New FM Stations

APPLICATION


APPLICATION

Joplin, P. R.—Warfield Station WIBS Inc. Granted 102.5 mc, 2 kw, W. P. O. address Box Joplin, P. R., construction cost $7,119, first year operating cost $5,903, revenue $8,556. Radio owner is warfield station, Inc. owns WSAJ Canton. Louis Mejia is majority owner. Ann. Mar. 31.

APPLICATION

San Jose, Calif.—G. Stuart Nixon, 169.5 mc, 17.5 kw, P. O. office address box 174, San Jose, cal. Estimated construction cost $19,400, first year operating $15,500, revenue $7,000. Applicant is former newspaper publisher and editor, is president and CEO to public service corp. Ann. April 4.

APPLICATION


APPLICATION


APPLICATION

Marietta, Ga.—Keno Bests. Co., 961.3 mc, P. O. address 1390 Oak Grove Dr., Marietta, Ga. Estimated construction cost $52,820, first year operating cost $12,800, revenue $22,000. Applicant is general manager. Donald Kennedy and Swap are officers of WPCC-TV Marietta, Ga. Ann. April 3.

APPLICATION


APPLICATION

Bay City, Mich.—Gerry Bests. Co., 102.5 mc, 2 kw, P. O. address 425 S. Michigan St. Bests. Co. Estimated construction cost $10,147, first year operating cost $9,000, revenue $30,000. Applicant is 50% owner of KUSN-AM-FM Los Alamos, N. M. Ann. April 3.

APPLICATION

Albuquerque, N. M.—Darrel K. Burns, 52.9 mc, 2 kw, P. O. address 3670-B Atlantic St., Los Angeles, Calif. Estimated construction cost $15,107, first year operating cost $12,000, revenue $20,000. Applicant is 50% owner of KUSN-AM-FM Los Alamos, N. M. Ann. April 3.

APPLICATION

San Diego, Calif.—KDEF Bests. Co., 94.1 mc, 1.3 kw, P. O. office address 506 2nd Ave., San Diego 1, Calif. Estimated construction cost $11,185, first year operating cost $25,000, revenue $30,000. Applicants are Frank Quan, 50-55%, Arthur Ifield, 20%, and others. Licensees of WBFN Sighton and KTVT San Diego. Ann. April 3.

APPLICATION

WIBS Deland, Fla.—Seeks transfer of control of WIBS Inc. from Charles Brit and James S. Ayers, equal partners, to Dale S. and Frances L. Plynon, who will own for $65,000 plus accounts receivable. Mr. Plynon formerly had interests in WMYF Daytona Beach, Fta., KTBM Temple, Tex., and WBYS Canton, Ill. He is presently in advertising. Ann. Mar. 31.

APPLICATION

St. Augustine, Fla.—Seeks assignment of license from Harold Williams Crittchow to D&B Bests. Corp. For $620,000, Majority stockholder is Leonard Dees, 95%, who is in retail poultry business. Ann. April 6.

APPLICATION


APPLICATION


APPLICATION


APPLICATION

WARK-AM-FM Hagerstown, Md.—Seeks assignment of license from Union Radio Co. of Western Maryland Inc. WARK Inc. for $200,000 plus $97,500 for agreement not
to compete. Principals are Henry Rau, 30%, Helen Rau, 30%, Lloyd Smith, 20%, and others. Mechanics. Rau and Smith have interests in WBNX New York, WYOU Baltimore, and KXXX Colby, Kans. Helen Searle is only stockholder. In exchange for his holdings in Southern Electronics Co., licensee of WAMY and WONX Winona, both Mississippi, Mr. McRaney received all the assets of the corporation excluding assets of WONA. WAMY will be solely owned by Bob McRaney Enterprises, Inc., of which Mr. McRaney is only stockholder, Ann. April 5.


KMMJ Grand Island, Neb., seeks transfer of control of Town & Farm Co. from J. Herbert Hollister, Harry A. Searle, Jr., Helen Searle Blanchard, 20% each, and Don Searle, 40%, to Don Searle, 55%, J. Herbert Hollister, 25%, and Helen Searle Blanchard, 14% each. For new am station to operate on 1500 kc. Ann. Mar. 30.


KLQJ Portland, Ore., seeks assignment of controlled license from Portland Broadcasting Corp. to KLQJ Bests. (corporation). No financial consideration involved; no change in stockholders. Ann. April 1.


Hearing Cases

FINAL DECISIONS

- By memorandum opinion and order, commission denied application by WJMJ Bestg. Corp. to reopen record on its application and order for new station for People's Church of the Air, Inc., for new Class B FM station on 107.9 MHz. (May 27, 1969) Initial Decision looked toward maintaining people's application and denying WJMJ, Ann. Mar. 30.


- By order, commission made effective immediately Feb. 10, initial decision as modified by commission and granted application of Hess-Hawkins Co. to increase daytime power of station WMAY East St. Louis, Ill., from 250 kw to 500 kw, continuing on 1490 kc, 200 w-ht. Ann. Mar. 30.


- By report and order, commission final decision on amended tv table of assignments by dropping in "ch." in "ch." for noncommercial educational use in Fargo, N.D., and deleting reservation now on ch. 34 Atlanta, Ga. (ch. 5). Modified license of KXMM-TV Minot, N.D., to operate on ch. 12 minus 1 plus, subject to submission of technical data by KXMM-TV, Ann. Mar. 31.

- By report and order, commission denied petition by Texas State Network Inc. (KFXZ-TV ch. 34 Fort Worth, Tex.) to terminate rulemaking proceeding on its application for new station to operate on 1190 kc, 100 kw, to Fort Worth, for commercial use and to change call letters from FTXW to FTXW-Worth to Dorton for educational use.

- By memorandum opinion and order, commission denied application by WJMJ Bestg. Corp. to reopen record on its application and order for new station for People's Church of the Air, Inc., for new Class B FM station on 107.9 MHz. (May 27, 1969) Initial Decision looked toward maintaining people's application and denying WJMJ, Ann. Mar. 30.

- By order, commission granted in part petition by Maine Radio and Television Assn., Inc., for rescission of license of station WCSH-TV (ch. 2) Portland, Me., subject to outcome of proceeding which looks toward reassigning station to Portland, Me., to Providence, R.I., which might involve short separation with co-channel station WUSH-TV, Ann. Mar. 31.

- By order, commission represents petition by Joint Broadcasting Co., Inc., for license of KJLE (1500 kc 250 w, D) Liberty, Tex. (ch. 2) 318(b) of rules with respect to minimum signal strength observed over Liberty business areas, Ann. Mar. 31.


- By order, commission extended for 90 days, from March 31, 1969, period of grace for existing applicants (boomers) which might be assigned and which were conditioned that application be retained in hearing status if it was determined that there would be no final action pursuant to commission's public notice of order, extending ratification and entry into force of agreement between United States and Mexico with respect to operation on Mexican clear channels with 3 kw power during daytime hours, and (2) Macou County Bestg. Co., for new station on 1050 kc, 250 w, D, in Meetsuma, Ann. Apr. 1.

- By order, commission grants petition by Associated Federal Communications Consulting Engineers, for filing comments and replies to June 20 and July 5, respectively, in rulemaking proceeding on interim policy on vhf tv channel assignments and amendments of Part 3 concerning engineering standards, Ann. Apr. 1.

- By order, commission granted in part petition by Maine Radio and Television Assn., Inc., for rescission of license of station WCSH-TV (ch. 2) Portland, Me., subject to outcome of proceeding which looks toward reassigning station to Portland, Me., to Providence, R.I., which might involve short separation with co-channel station WUSH-TV, Ann. Mar. 31.

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- By order, commission granted in part petition by Associated Federal Communications Consulting Engineers, for filing comments and replies to June 20 and July 5, respectively, in rulemaking proceeding on interim policy on vhf tv channel assignments and amendments of Part 3 concerning engineering standards, Ann. Apr. 1.

- By order, commission extended time for filing comments and replies to June 20 and July 5, respectively, in rulemaking proceeding affecting tv table of assignments in northern California, San Francisco, and Alameda, Ann. Apr. 1.
By memorandum opinion and order, on its own motion, modified its March 25 decision (which, by Conn. Ford (chairman), Hyde and Baritie, with Conns. Craven and Cross dissenting) granted application of Times and News Publishing Co., to reopen record in Portland, Ore., tv ch. 2 proceeding, and made the amendment to the order for new station reflecting death of Frank S. Baker, president, majority stockholder and director, disposition of stock he owned in Tribune, etc., and closed record. Action Mar. 25.

By Chief Hearing Examiner James D. Cunningham


Granted petition by Orange County Broadcasters, for dismissal without prejudice of its application for new tv station in Anaheim, Calif. Action April 1.

Scheduled oral argument for 3:30 a.m., April 6, on petition by the FCC to dismiss without prejudice its application for new station in Brownsville, Tenn., and consolidated proceeding and opposition thereto by Broadcast Bureau, Action April 4.

Granted petition by Radio Toms River for extension of time to April 15 to file its proposed findings of fact and conclusions of law, and from April 16 to April 25 to file reply pleadings in proceeding on application of WHAS Inc. (WHAS-TV ch. 11) Louisville, Ky., for extension of time, Action Apr. 2.

Continued on page 122
Help Wanted—Management

Wanted. Man who wants to sell not spend to manage a full time middle-west region in single sale station market over $10,000. Terrific opportunity. Compensation excellent. Growing station, able to show capability for eventual management. Sales experience preferred but not necessary. Must have car, good employment and personal record. Must be married, must be willing to travel, good personality for personal interview eventually. Good salary plus bonus arrangement. Send inquiry to WMAP, 112 South 10th St., Napoleon, Ohio. Give full details and references. Box 9868, BROADCASTING.

Wanted: Young, aggressive man. Permanent job in Montana's top organization. Sales manager-preparer, Comparable earnings. Earn $700-$812.00. Proven credit ref. Age 22-35. Need type and editorial ability. Must be aggressive, long-hour man with soft sell approach, strong sales ability. Depth of employer. Summary, picture, present offering to Bob Churney, KGVO, Box 1466, Missoula, Mont.

Wanted, experienced commercial manager for New York market station WJRE-Newark seeking a man who is now a medium market manager or a major market operations manager. Ability to supervise all dept., important. Send resume and photo to Tim Crockett, Bob Williams Broadcasting, P.O. Box 1389, Wilmington, Del.

Help Wanted—Sales

$100-$150 weekly guarantee plus commision and bonus plan for aggressive self-starter. Send resume, photo and references to WJRE, Broadcasting, Washington, D.C. market. Box 907P, BROADCASTING.

You do very well financially in radio sales and have been selling full-time for at least 3 years. Want to move to Florida and really live 12 months of the year. This station is your chance. Your potential in this south Florida coastal metropolitan market is excellent with opportunity to advance to sales manager or general manager of one of the 3 stations in the chain. Give references and tell all in the first letter. Box 9868, BROADCASTING.

Are you ready to step up in sales work. Here is an opportunity. Texas. Box 8005, BROADCASTING.

Salesman wanted Florida east coast top independent. Send details Box 9468, BROADCASTING.

Local sales manager for midwest (north, south, central). 10,000 watt radio station. Prefer man with assistant sales direction experience who has had some direct sales activities of three men. Must be strong in creative selling, Station is programmed on service, news and middle music. Give full details and current earning status. Box 9468, BROADCASTING.


Help Wanted—Announcers

New Dallas station has immediate opening for an experienced announcer and a news man. Basic salary $10,000, top 40. and tape resume, and photo to KXV, 4125 Mockingbird Lane, Dallas, Texas.


WANTED: Announcer with first class ticket, maintenance not necessary. WAMD, Aberdeen, Md.

WANTED: Experienced announcer/engineer desiring to relocate in small, friendlyillo- nis community. Must enter into fire affairs and become part of close-knit station operation, and be willing to relocate in the area and will pull regular announcing schedule. Slate salary requirement, but keep in line with experience. Send tape, photo and resume to George Walker, Manager, WCHA, Eddington, Illinois.

WREK, Fairfax, Virginia expanding staff. News station looking for these people in metropolitan Washington, D.C. area. High immediate need for good men with solid experience and background.contacts, with first phone. Interesting operation, formula but not format station. Working conditions, opportunity to grow, fast development, vacation, etc. not afraid to work hard, have initiative and ideas, this may be the chance you've been looking for. Must have experience. Send complete details including salary requirements, first letter including tape. Tape will not be returned unless specifically requested.

WANTED: Experienced, mature disc jockey with good sense of showmanship and tight production. Long established adult appeal station in live market. Salary minimum after first year $5,000. Send tape, photo and details to WFDF, Flint, Michigan.

Announcer-Copywriter. Resume, tape, sample copy to WKIZ, Kalamazoo, Michigan.

Opportunity for man you also work board part-time. Illinois, high award-dayter. Send all information including tape and salary requirements to Manager, WMOK, Metropolis, Illinois.

Top station in central Wisconsin looking for morning or night man. First phone not required but helpful. Send tape, resume, photo, etc. to WHER, Wausau, Wisconsin.

Announcer—for disk-staff. Experienced. Reed- good music format. Work days. Benefits: Tape, photo and resume to Ed Raut, WTRC, Elkhart, Indiana, NBC.

WYOU, Buffalo, New York, under new ownership, needs staff announcer, ABF with affiliate of middle-of-the-road continental music format. Must be versatile to handle some news assignments. Write or call Arnold C. Johnson.

Announcers, Many immediate job openings for good announcers throughout the S.E. Free resume, tape, photo, contact Professional Placement, 458 Peachtree Arcade, Atlanta, Ga.

Technical

Experienced engineer—East coast (southeast) 5 kw dayter, 3 kw nighter. 5 to 20 hours announcing; will train. Good salary. Box 9868, BROADCASTING.

Chief engineer with sales ability for a Wisconsin radio station. Excellent opportunities. Send tape and resume. Box 9775, BROADCASTING.
Help Wanted—(Cont'd)

Technical

1st class ticket and 1st class voice, gets 1st class salary at one of Florida's finest independent stations. Bring tape and resume Box 944S, BROADCASTING. No tapes can be returned.

Expanding midwest station needs fast, capable transmitter engineer. WAMS, Wilmington, Del. Chance to join radio-TV chain. Send snap and resume to Findlay, Rollins Broadcasting, P.O. Box 1389, Wilmington, Del.

Need chief engineer with mike experience by others. WAMS, Wilmington. Good opportunity for single, civic minded station. Salary good for the right man. Call 2-9898 or write John L. Cole, WILM.

Production-Programming, Others

Jersey station seeks newcomer to gather and write local, requires voice and board operation. Send tape, photo, resume to Box 9285, BROADCASTING.

Top sales and production personnel. KASE, Austin, Texas.

Expanding midwest station needs fast, capable copywriter for spot commercials. Excellent conditions. Above average fringe benefits. Send resume and samples to BROADCASTING, Continuity Director, KGO-AM, FM, TV, Mason City, Iowa.

Female. Experienced copy chief, fulltime, permanent references, continuity samples and experience. First letter. Michael Dillon, Pgm. Dir., KOB Radio, P.O. Box 124, Albuquerque, N.M. 

Need a local news man for small, news-minded station. One-man department, salary plus commercial man, manager or sales man. Write to Jervis, Manager or Programming and Sales, WAMS, 2491 El Cajon Blvd., San Diego, Calif.

Floorman-A.D. Wanted, experienced man with some directing ability. Good opportunity for advancement. Write Jim Lynagh, WCAI, Carbondale, Ill.

Need immediately, traffic-contingency girl. Call or wire availability and background to Jerry Granger, WWCA, Gary, Indiana.

RADIO

Situations Wanted—Management

Experienced manager and commercial manager. Seventeen years all phases radio and television. Married, college degree. Complete management and operational management same company. New owners makes change necessary. Write Box 944S, BROADCASTING.

Wanted: Station in midwest to manage on personal option to buy or will lease. Excellent opportunity. Full access to all staff duties. RICH. Write Box 947S, BROADCASTING.

General manager. Sales background. Metromedia, 10 years broadcasting. Box 9285, BROADCASTING.

Manager, emphasis sales. 12 years radio, 4 years manager, 4 years time broker, news-caster, 1st phone, civic minded, mixer, former actor, dress well, new car, two hungry teenagers, wife fine, steno, own home but will go anywhere if challenge interesting. No top forty please. That's the reason for this my first ad. Presently metro market but will consider smaller community if schools are ok. Will answer all inquiries with complete resume. Box 9585, BROADCASTING.

Manager and/or tv. Sales, programming, administration, production. Capable. Box 961S, BROADCASTING.

Manager—Family man, nine years radio. Announcing - programming - production - sales management. Prefer small station with circulation ten to twenty thousand. Salary plus commission. Replies by return mail preferred, Reply Box 947, Sterling, Colorado.

Sales

Sales work wanted. 29, experienced, interested in management, investment, midwest west. Box 941S, BROADCASTING.

Producer-director completely experienced in all production duties. Desires opportunity in sales. Box 9785, BROADCASTING.

Regional network or multiple station owner. According to SRA, 62% of all national sales are made in TV market. By establishing your own office there you can achieve effective representation and make sure you get your share at minimum cost. This 84 year old individual with over 44 years experience selling in New York agency. Background includes management, promotion, sales, public relations. Box 955S, BROADCASTING.

Radio sales/management: 99 and 44/100th% salesmanship. Must be ready to open the doors right. Young, I have management experience to be chained to a desk—let me get out where I can bring home the bacon and I can sell in radio-local national sales and rep experience. Presently employed, but want to brighten future. Let's get together. I supply the incentive, I'll supply the sales. Am not opposed to relocating, but most of my experience and contacts are in New York, therefore would prefer to stay. Top references from top people. Box 967S, BROADCASTING.

Announcers

Sports announcer play-by-play all sports. Plenty of experience. Box 955S, BROADCASTING.

Recent graduate SAT school, young, industrious, well equipped to handle any and all phases of radio and tv, announcing, including ad writing, on-the-spot interviews, disc jockey work, sports-casting, general type discus.

Good announcer to be good in the San Francisco market in the east where he is now. Can handle any type programing. Box 965S, BROADCASTING.

Sports-caster. Seven years play-by-play experience—basketball, football, baseball, hockey. Seek opportunity with sports-minded station medium or major market. Thorough knowledge all phases radio. Family man. Veteran. Box 955S, BROADCASTING. 

Young, versatile d.j. now employed. Copy promotion. Box 961S, BROADCASTING.

Good announcer want to be good in the San Francisco market in the east where he is now. Can handle any type programing. Box 955S, BROADCASTING.

Sports-caster. Seven years play-by-play experience—basketball, football, baseball, hockey. Seek opportunity with sports-minded station medium or major market. Thorough knowledge all phases radio. Family man. Veteran. Box 955S, BROADCASTING.

Expensive sound, deep tones. "The voice," wanting more experience. Illinois or California. Box 965S, BROADCASTING.

No stars in eyes! Operate board-some experience. Box 967S, BROADCASTING.

Part time: Capable announcer desires week-end or fulltime job in metropolitan area. Experience in sports, news, d.j. Box 965S, BROADCASTING.

Summer replacement with five years experience in medium market. Available June through August. Understand student desires improvement. Strong dj, sports, can handle news, writing. For tape, resume. Box 961S, BROADCASTING.

C & W disc jockey, 8 years experience. Rated number one air-salesman in present market. Some time sales experience. Also tv experience. Box 964S, BROADCASTING.

Experienced morning man 5 kw fulltimer seeks larger market west. Currently in quarter million midwest market production and format. $75 start. Box 968S, BROADCASTING.

First phone, 8 years experience combo, professional, with ability to handle all staff duties. College journalism degree, 5 years competitive radio market. Male, able to write, copy, play-by-play, sell starter, 32, married, 4 children. Large and small stations. Box 9585, BROADCASTING.

First phone, 8 years experience combo, professional, with ability to handle all staff duties. College journalism degree, 5 years competitive radio market. Male, able to write, copy, play-by-play, sell starter, 32, married, 4 children. Large and small stations. Box 9585, BROADCASTING.

Experienced morning man, married, split shift. Box 972S, BROADCASTING.

Situations Wanted—(Cont'd)

Announcers

A record personality with today's enthusiasm and production know-how, plus yesterday's intelligence. Four years top experience, Atlantic seaboard markets. Currently at 50 kw affiliate in major market, 26, married, solid references. All references known. Box 973S, BROADCASTING.

Announcer, salesman. One year experience, married, veteran, radio, sales experience. Desire change. Box 977S, BROADCASTING.

Announcer/program director. Versatile, experienced man. Seeks growth. Box 982S, BROADCASTING.

Announcer, young, realistic, ambitious. Excellent voice and personality. Tape available. Excellent training. Box 9865, BROADCASTING.

Top 40 d.j., young, ambitious. Has schooling, Presently employed. Desires Penn., Maryland, or New Jersey area. Box 984S, BROADCASTING.

Talented beginner, strong on news and commercials, versatile, full, mature voice, smooth style. Veteran, Box 9865, BROADCASTING.

Personality d.j.—Something a little different. Preffered. 25-35, in one station five years experience. 25, college grad. Box 9865, BROADCASTING.

Beatnik-humorist air personality-salesman wants night or all night spot. Has experience. Presently employed. Desires market. Strictly pro-voice first. To work with Jazbo-Sabrina, should be available to creative, real-sell stations, no jingle boxes. Box 985S, BROADCASTING.

First phone! Five years experience in all phases of radio. Personal experience required. California only, $150.00 weekly. Midnight to dawn preferred. No r.s., r.o. or c.w. Box 973S, Graysville, Long Beach, Calif., California.

Announcer, moderate experience. Audition tape on request. David Lipman, 1859 Caton Ave., Brooklyn, N.Y.

Young, reliable, professional broadcasting school graduate, desires start in radio. Concelman, 3508 South Sawyer, Chicago 26, Illinois.

Staff announcer, first license, copy, all staff duties. Some college, Quinn, 4656 Enehel Avenue, Sacramento, California. Garden 6-4155.

Technical

Position wanted in midwest or Florida. First phone, 14 years experience, 15 years chief. Write Box 909S, BROADCASTING.

Florida first phone announcer available. $30 minimum. Box 9545, BROADCASTING.

Experienced engineer 1st phone desires location in east, can announce if required. Available immediately. Box 9665, BROADCASTING.


Versatile, dependable, 29 years old, first phone, married. Served 7 years radio as engineer-announcer, boardman. 9 months on tv as switcher, Box 63 East Greenwich Avenue, West Warwick, R.I.

Chief engineer-announcer 1st phone. $60 week minimum, no top 40. Howard Spilde, 34th, Sunnydale, Washington, Temple 7-3191.
TO THE

IMAGINATIVE INDIVIDUAL

CAPABLE OF

ADVANCED TELEVISION ENGINEERING:

RCA has several unusually attractive openings in its Broadcast Studio Engineering Division.

New assignments include development and design of color cameras, television tape recording, and other TV studio equipment . . . as well as systems and project engineering involving the planning of TV equipment for automatic programming.

These openings call for television specialists with initiative, ability and above all, imagination. Preferred candidates will have an advanced degree in electrical engineering. Tangible achievements in broadcasting, or TV development and design, will gain special consideration.

If you qualify, and are interested in advancing your professional career with a steadily-growing organization that is a leader in its field, we invite you to arrange a confidential interview by sending a résumé to:

Mr. M. H. Kessler, Dept. 38-40
Professional Placement Office
RCA, Building 10-1
Camden 2, New Jersey

TELEVISION

Help Wanted—Announcers

Bright fast-paced dj ready for pd for top-rated modern music station. Opportunity for television experience and training. Send tape, picture and resume to Box 945S, BROADCASTING.

Help Wanted—Supervisory engineer, engineer, or technician needed for design, test, and field engineering. Early college graduate with supervisory experience or college graduate who is interested in television. Box 945S, BROADCASTING.

HELP WANTED—ANNOUNCERS

Wanted: Newscaster-reporter. Florida tv station, top market. Send full details, sof or tape and picture. Box 945S, BROADCASTING.

TELEVISION

Help Wanted— Management

Situations Wanted—Management

Is your station editorializing on newscasts? Screening commercials before acceptance? Both will be S.O.P. as industry matures. Crypto needed. TV station owner with similar convictions can size up blunt, follow-through, for successful management. Box 945S, BROADCASTING.

TELEVISION

Situations Wanted—Announcers

Announcer . . . 7 years experience in small market radio and tv. 35, family man, sober, best of references. Excellent commercial and news delivery. Will start at $300. Opportunity to earn in larger market. Now in upper midwest. Will move anywhere. Please write Box 945S, BROADCASTING.

Announcer . . . 7 years experience in small market radio and tv. 35, family man, sober, best of references. Excellent commercial and news delivery. Will start at $300. Opportunity to earn in larger market. Now in upper midwest. Will move anywhere. Please write Box 945S, BROADCASTING.

Production-Programming, Others

Production-Programming, Others

Key personnel needed for new tv station. Write Jim Brady, KIFI, Idaho Falls, Idaho.

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Production-Programming, Others

Key personnel needed for new tv station. Write Jim Brady, KIFI, Idaho Falls, Idaho.
FOR SALE

Equipment

For sale, Gates remote control. Cabines included. Looks like new. One half original cost. Box 6865, BROADCASTING.

5 kw tv transmitter channels 2-6, 25 kw amplifiers 2-6 and 7-13. Also sync generator. Polycom scanners, etc. Box 6775, BROADCASTING.

RCA type 300 three tower phase monitor; three antennas 6-8 ammeters. Reasonable. 5900, KFRO, Longview, Texas.

Two DuMont Type TA-101A Cinecon flying spot scanner film projectors in excellent condition and complete with two video amps, power supplies, local and remote control panels, spare parts and tools. Equipment lists and costs. 2 Projectors 50-85-B, $2,500-$4,500. 2 Ped 5337-A, $300-$4,500. Including: 2 local controls 3536-A, $1,700, 2 audio amps 5425-A, $2,500, 2 exc. lamp sup. 5425-A, 2 Video Amps. 3310-A, $1,000. 1 Remote Panel 5355-B, $200-$300. Total $9,500. Please reply to E. Newton Wray, 1401 Avenue, Schell City, Missouri.

FOR SALE—Going under one roof—will sacrifice Gates remote control unit model RDC-10, RF amplifier—five years old and in perfect condition—price $750.00. W-PAP in Fernandina, Florida.

Why buy a used transmitter? Build your own 1000/250 watt transmitter. See Bauer ad, page 151, March 28 issue of Broadcast.

Commercial test, monitoring, terminal, microwave connected transmitting and studio equipment. Tubes and components also bought and sold. Electric-Find, 155 Fifth Avenue, N.Y.C.


TV video monitors. 8 Me metal cabinets starting at $1,999.00; 30 different models 8" to 75". Radio Merlin, Inc. 1068 Dionne St. St. Paul, Minn.

General Electric, 4BC1A1, two-studio, 6 channel console $2500.00. Fairchild recording table, lathe, he, amplifier, complete. $1500.00. Both $3500.00. Good condition. Louis Premonio, 809 North James, Rome, New York.


Microwave transmission line—Andrew 14" rigid 15 ft. o.h., teflon insulated. Large quantities, with connectors, Rf. cable, hardwires, cables and dehydrating equipment, firm bargain. Sierra Western Electric Cable Company, 1401 Middle Harbor Road, Oakland 26, California.


FOR SALE—ten. "A" telephones, 400 ohm, teflon insulated. Excellent condition, price $50.00 for 2 phones, 6 phones $75.00. Write or call collect.

WANTED TO BUY

Stations

Box 9775, BROADCASTING.

Equipment

Want to buy—1/4" co-ax, rigid transmission line. Send information to Box 6865, BROADCASTING.

Audio console WE 238, C or D, or equal. WE 230, M, ETL, ETL, ETL, P. E. Perry Weekly, Newark 1, N.J., Market 3-7470 with availability, price and condition.
CALIFORNIA DAYTIMER
Very desirable single station growth market. No other frequencies available for the area. Should gross $100,000 this year. A low down-payment with a 12-year payoff and good real estate makes this property an attractive buy at $175,000.

STATIONS FOR SALE

West Coast fulltime regional. Big money maker. Excellent coverage of one of best sections on the coast. Station dominant in city and entire section. Loaded with equipment. $400,000 Terms.—Southern regional, medium market. In black. Highly diversified area. A dandy property at $87,500 29% — Texas single market fulltimer showing nice profit. $46,000 incl. real estate. Approx. 1/3 down.—Southwest regional major market. Making money. Real estate incl. at $225,000. 29% — To buy or sell, contact PAT T McDONALD, Box 9266, Austin, Texas. Or, Jack Xoste, 60 E. 42nd NY 17, NY, M. 2-4813.

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The Pioneer Firm of Television and Radio Management Consultants
Established 1946

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1750 Wisconsin Ave., N.W.
Washington 7, D. C.

Dollar

for

Dollar

you can’t beat a classified ad in getting top-flight personnel

Continued from page 117

tion by William C. Forrest (WJW) and WLW Inc. (WBWO) Terre Haute, Ind., directed against commission’s memorandum opinion and order released February 21, 1969, enjoining issues in consolidated proceeding on applications for Frederickburg Bestg. Corp. (WFVA) — Frederickburg, Va., and Wyomissing Bestg. Corp. — Wyomissing, Pa.

■ Granted petition by Fairview Bestg. for permission to amend its application for new station in Rensselaer, N.Y., to show new station site; application is consolidated for hearing with application of Sanford L. Hinzinger and Gerald Burg for new station in Cohoes-Watervliet, N.Y. Action Mar. 31.

By Hearing Examiner Millard F. French

■ Granted motion by WTSP-TV Inc. and extended from April 10 to April 15 the time for filing reply to conclusions in Largo, Fla., tv ch. 10 proceeding. Action Mar. 31.

By Hearing Examiner Albert B. Reynolds

■ Granted petition by Broadcast Bureau and extended time for filing reply findings of fact and conclusions from April 11 to April 22 in proceeding on applications of James J. P. and Charles E. Schenker for am facilities in Williamsburg and Highland Springs, Va. Action Mar. 31.

■ Denied motion by Arenze Bcstrs. and Frank W. Nevanen for indefinite continuance of hearing on application of Cal-Coast Bestg. for new station at Santa Maria, Calif. Action Mar. 30.

By Hearing Examiner H. Clifford Irion

■ Scheduled prehearing conference for April 19, 9:30 a.m., in Medford, Ore., tv ch. 4 proceeding. (KBCI) Radio Medford Inc. and Medford Telecasting Corp.) Action Mar. 30.

By Hearing Examiner Jay A. Kyle

■ Scheduled May 16 for Martin Karig, Johnstown, N.Y., to submit his direct affidavit in case in writing to other parties in proceeding on his application for new station in Johnstown, and June 20 for each party to notify other parties as to individuals desired for cross examination. Action Mar. 31.


By Hearing Examiner Forrest L. McGlennering


By Hearing Examiner Herbert Sharman


By Hearing Examiner Elizabeth C. Smith


■ Denied petition by Raymond I. Kandel and Gus Zaharis for leave to amend their application for new am station in Zanesville, Ohio, to change from non-DA to DA format and change trans. site, and rejected amendment; application is consolidated with am applications of Florence Bestg. Co., Brownsville, Tenn., et al. Action Mar. 30.

■ Denied petition by Western Ohio Bestg. Co., for leave to amend its application for new station in Delphos, Ohio, to change from non-DA to DA operation, and change trans. site, and rejected amendment; application is consolidated with am applications of Florence Bestg. Co., Brownsville, Tenn., et al. Action Mar. 30.

■ Denied petition by Shelby Bestg. Co. for leave to amend its application for am facilities in Shelbyville, Ky., by decreasing height of its antenna from 330 to 360 ft., utilize—
PROCLAMATION

Prominent Broadcasters

Choose Stainless TOWERS

And here are their reasons:

* Stainless EXPERIENCE in design and fabrication of towers
* RELIABILITY of Stainless installations
* LOW MAINTENANCE COSTS of Stainless towers

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WICU CHANNEL 12

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Man's escape from the confines of his planet offers him revolutionary opportunities for performing whole new ranges of scientific experiments, notably in such fields as astronomy, physics and geophysics. Electronics, because it provides the vital nerve system for such experiments, will be at the very center of these new exploits in space. Moreover, earth satellites, possibly in a 24-hour equatorial orbit, promise to open a new era in global communications in which almost limitless bandwidths may become available at relatively low cost.

Comprehensive Report On The Present And Future Role Of Electronics In Space Exploits

In this important special issue are articles on propulsion, navigation and guidance, communication, tracking and surveillance, telemetry and instrumentation and measurements. There are over 50 of these studies, each one contributing to the radio-engineers' interest in space — for performing new scientific experiments, global communications and space travel.

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REMEMBER THE MAN

BROADCASTING, April 11, 1960
OUR RESPECTS TO . . .

Richard Ellis Ryan

If you have a worthwhile civic program to put over in San Jose, Calif., there's one sure-fire formula for success: get Dick Ryan behind the project.

In the little more than a dozen post-war years that Dick has lived and worked in San Jose, while he has risen from salesman at KLOK to station manager, he has had time to work on hospital boards and for the Community Chest. He has served as president of the PTA group in nearby Los Gatos (site of his family residence until last month's move to Campbell, another San Jose suburb) and as a director of the Better Business Bureau of Santa Clara Valley.

Dick helped establish a church of his denomination — Church of Religious Science — in San Jose, starting by literally hiring a hall and having services piped down from San Francisco (matter of 50 miles) each Sunday, no local minister being then available. Today, the congregation listens to its own pastor in its own church building.

Up the AAW Ladder — In his own world of advertising, Dick has played a role far beyond that of the average executive who figures he's done right by his professional field if he attends ad club meetings on an average of once a month. He began by working in his own local group, the San Jose Advertising Club, which elected him president in 1950. This got him actively into the Advertising Assn. of the West, western counterpart of the Advertising Federation of America, made up of all the advertising clubs in the nation's westernmost states, now including Alaska and Hawaii as well as those on the Pacific Coast and in the Rocky Mountain area.

At AAW, Dick has held virtually every office in the organization. He was vice president for the fourth district (including seven ad clubs in northern and central California and one in Reno, Nev.) for two years and then was elected to the thankless job of treasurer in 1955. The next year he assumed the even more thankless position of chairman of the AAW appropriations committee. In 1957, he was elected AAW secretary. The following year, at the Vancouver convention, he became senior vice president and last June, when AAW members held their annual session in Tahoe, they made Dick their president.

Crusade for Better Ads — Since then, Dick has been stumping the West, campaigning for better and more believable advertising. Advertising that misrepresent the goods or services it purports to sell or that directly or by implication leads the public to expect something more than the advertised product or service can deliver is all-around bad advertising, he declares. It's bad for the advertiser who sponsors such advertising, bad for the agency which places it and bad for the medium that accepts it. Most serious of all, he feels, any bad ad is bad for advertising in general, for people misled by one advertisement tend to become cynically distrustful of all advertising.

The KLOK manager made a survey of San Jose business and professional people and reported 95% did not believe advertising claims made for cigarettes, drug products and jewelry. As AAW head, he's pushing for member clubs to set up ethical advertising committees to discourage objectionable ads.

(Broadcasting, Jan. 25).

Born March 10, 1911, in Connorsville, Ind., Richard Ellis Ryan is a byproduct of the Culver summer naval school (1928), Phillips Exeter Academy (1929), Dartmouth (1932-31) and Northwestern (1931-32). It was at Dartmouth he received his indoctrination into advertising as a space salesman for the college humor magazine, The Jack O'Lantern. Never satisfied with a slice when the whole cake is at hand, Dick went into the advertising agency business in his sophomore year, writing ads for his accounts and placing them in the local papers.

If Dick or his clients had known about the value of radio as a local medium, he might today be an advertising agency tycoon. But they didn't and when he left Northwestern he turned his back on advertising for life insurance. This move was encouraged by his father, who maintained that selling life insurance was a sure-fire method of learning to sell anything.

Selling Feat — Dick proved to be an apt student. In six months he sold a quarter of a million dollars worth of insurance in Cleveland, quite an achievement for 1932 when the depression was at its deepest. In addition to his commissions, he won an all-expense Caribbean cruise for him and his bride, Nancy Rossow, the daughter of the commandant of Culver Military Academy. Dick had met Nancy during a visit to Culver as an alumni and they were married in December 1932.

Despite his early success, Dick left insurance after two years for automotive sales, starting as a lecturer at auto shows for Pontiac and soon becoming that company's district manager in Wilmington, Del. His territory extended into all of the surrounding states and kept him traveling five full days a week, so it was with no regrets that he switched from cars to tires as a salesman for Lee Tire Co., a job he kept until 1941, when he joined the national preparation for war by spending a year in an Indiana munitions plant.

Dick spent the war in the Navy, with 13 months in the Pacific, and was in on the invasion of Okinawa. As a member of the task group that took the first Marines into Nagasaki for the occupation, he can testify personally to the effectiveness of the atom bomb. It was in the Navy he got his first training in communications. More important, the Navy introduced him to Dick Bertrandias, who had been an NBC producer and who so intrigued Dick with the wonders of radio that at war's end, discharged as a lieutenant, Dick resolved to break into commercial radio.

Ryan Meets Radio — A second determination, shared by many another midwesterner in the services, was to stay in California. Dick fulfilled both purposes during a visit to San Jose, when he met Ed Barker, owner of KLOK. He had little trouble convincing Mr. Barker that anyone who could sell life insurance and automobiles during a depression could sell radio time in the post-war boom era with ease. He joined the KLOK sales staff and by 1950 had worked his way to the top of that department and become commercial manager. In 1955 he added the duties of general manager.

Dick's hobbies range from model railroading to full scale sailing. He spends many weekends teaching his ten-year-old daughter Carolyn, the delicate technique of trout fishing and the whole family shares a keen interest in Arizona dude ranching.

KLOK'S RYAN

Sold by tales in Pacific

Broadcasting, April 11, 1960

125
EDITORIALS

Chicago postlude...

Broadcasters met face-to-face with their government regulators in Chicago last week. The results were not particularly illuminating.

It was a subdued convention of the NAB. Delegates were distraught over the sudden loss last month of their dedicated president, Harold E. Fellows. And they were agitated over the FCC crackdowns and Capitol Hill bombadments.

But they kept their equilibrium. The enormous job of policy direction in this time of crisis had been picked up by a three-man committee of seasoned broadcasters who are enlisted for the duration, until a new president is found. Dissidents out of sympathy with the NAB aren't rocking the boat. They will await new leadership before considering reorganization moves. This is as it should be.

...Confusion compounded

Broadcasters looked expectantly to the annual panel discussion of members of the FCC. They hungered for guidance to replace the uncertainty surrounding the FCC's March 16 notice on sponsor identification. What ensued was a cacalyst of confusion. The five FCC members who participated in the Section 317 discussion were sympathetic and sincere, but they pulled in four different directions in their interpretation of the application of 317. There were broad and there were narrow views, but each commissioner expressed his personal views only.

To us it was evident that the FCC really didn't understand the complexities of the sponsor identification problem. They had had access to most of the questions which had been submitted in advance and, indeed, had either written out or thought out their responses (one wag wondered whether this wasn't rigged quizzing).

The FCC has agreed to consider comments from broadcasters on the Section 317 notice. These are due May 2. But it didn't stay the effectiveness of that order as two of the five voting commissioners proposed. We think that was a mistake, and we believe that perhaps other members of the commission were persuaded, after their participation in the Chicago meetings that they had acted without appropriate consideration.

Broadcasters are left to their own devices in their application of the new notice. We doubt whether a majority of the commission will move summarily against stations which in good faith adopt the broad and liberal interpretation of the panel participants as against those who narrowly hold that every single record or "hand-out" be precisely labelled and immediately identified. This crazy-quit programming is proving far more offensive than the purported evil it is supposed to correct.

The Section 317 notice was a staff document. The staff members who drafted it were not in Chicago last week because of budget limitations and perhaps of policy fraternizing growing out of the Oversight Committee frenzy. They should have been there. If they were familiar with broadcasting problems and with the sincerity of most broadcasters, such assinine effusions as the Section 317 notice would not have been fed to the FCC.

There's another object lesson in the Section 317 hysteria. Suppose the FCC should essay to go into program controls (we call it per se censorship)? There isn't a government building in Washington big enough to house the staff that would be required. And the budget needed soon would exceed the national debt. The public would be in the same boat as the comrades under the shadow of the Kremlin.

A better example, closer to home is in Cuba where all of TV is now in the hands of Castro's bearded beantniks.

Make way for fm

Fm WAS the NAB convention sleeper last week. The Fm Day program drew a packed house that surprised fm's most ardent rooters, and fm has always been noted for the ardor of its backers. The convention closed with many delegates convinced they'd better file for an fm permit before it's too late, especially in large markets.

The reasons for fm's prominence at Chicago were simple: Set makers are finally getting interested because they see a mass market for receivers plus a potential market for fm auto radios; programming is becoming more diversified, moving out of the long-hair bracket into a wide range of service; networking of service is developing—and with sponsors, too; fm's boosters are no longer regarded as over-enthusiastic talkers whose hopes aren't matched by facts.

There was a tendency among some fm backers to over-rate fm's progress, a natural result of the scant basis for a natural optimism that prevailed in the past. Fm has a long, long way to go. But all who took an appraising look at fm's present posture were in agreement that the medium must be taken seriously. And many of them were wondering if fm poses a threat to am broadcasting, in view of fm's amazing growth in Europe.

Sixty useful years

Two of broadcasting's outstanding citizens were honored last week at the NAB convention in Chicago. Clair R. McCollough, president of the Steinman Stations, received the coveted distinguished service award and FCC Commissioner T.A.M. Craven was given recognition as the recipient of the engineering achievement award.

The careers of these men have not been parallel professionally although they cover the same time span. Comdr. Craven, reared in the Navy tradition, exemplified leadership qualities from his Naval Academy days. He is serving his second separate term on the FCC—the first man in history to do so. His prowess in diplomacy has been demonstrated many times in international communications conferences where he has never lost a battle. He is a public servant of the highest order.

Clair McCollough is more than a broadcaster. He is a broadcaster's broadcaster. His entire career has been with the Steinman Stations in his native Lancaster where his father was a distinguished editor. He has brought the grassroots concept into broadcasting affairs. His statesmanship has been reflected in almost every major development in broadcasting during 30 years of indefatigable stewardship.

We add our hearty "well done" to two of broadcasting's men of destiny.
The South's expanding steel industry is another reason why WFMY-TV, located in the heart of the industrial piedmont, is the dominant selling influence in this $3,000,000,000 market. WFMY-TV serves and sells in this heavy industrial 54-county area where 2,250,000 people live, work and buy.
First in New York State's 3rd largest market with 31.5% more homes reached than the second station.

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*ARB Rev. Jan. 15, 1960

NBC - ABC - CHANNEL 5 • ROCHESTER

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The Original Station Representative

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