'Soapers,' once radio's goldmine, slosh down the drain

CBS Radio will expand news to replace daytime serials

Political debates: Harris prods networks for sponsor policy

Intercontinental tv in two years, Bell Labs scientist predicts

ACT NOW!
Your Best Buy for Programming Success!

ALREADY BOUGHT BY:
BROWN & WILLIAMSON in 23 markets. PET MILK
in 7 markets. JOHN LABAT BEER in 3 markets.
LINCOLN INCOME LIFE INSURANCE in 2 markets.
CARLING'S ALE, MAX FACTOR, TREND HOUSE
FURNITURE, D. K. VAN & STORAGE, MUTUAL
FEDERAL SAVINGS & LOAN, ORTLIEB'S
BEER and others.

STATIONS: KXET Los Angeles, WBAL-
TV Baltimore. WABC-TV New York, WTJX
Miami, KDKA-TY Pittsburgh, WRAP-TV
Fort Worth, WTMJ-TV Milwaukee, KRON-
TV San Francisco, WBZ-TV Boston, WABC-
TV Cincinnati, KVAR Phoenix, KPBC-TV
Houston. WKBW-TV Detroit, WKRG-TV Vanilla
City, WKBW-TV Buffalo, WKBG-TV Mobile, WAB-
TV Providence, WJXT Jacksonville, WJSU-TV New
Orleans, WMTV Cedar Rapids, KRNT-TV Des
Moines, WRC-TV Washington, and many more.
WOKY "Sky Watch's" Milwaukee traffic and news happenings every day — the newest exclusive in its carefully developed program of public service. Milwaukee looks to WOKY for leadership — and gets it — in news coverage and community service. WOKY is pronounced "waukee" and means Milwaukee. Blair has all the facts and figures.

WOKY is the pioneer of Bartell Family Radio, soon in its fifteenth year.

BARTELL BROADCASTING CORPORATION
444 MADISON AVENUE, NEW YORK 22, NEW YORK
Where's Murphy?

Murphy, Missouri is a charming hamlet 11 1/2 miles Southwest of the St. Louis City Limits.

Shaun Murphy, our National Sales Manager was among the missing when this picture was made (vacationing in Ireland). But Shaun, his bow tie, and his KTVI rate card are back on the job now, and will be seeing you soon!

Represented nationally by

BLAIR-TV

KTVI
CHANNEL 2
ST. LOUIS

BROADCASTING, August 22, 1960
YOUR BEST BUY...

in the Dallas-Ft. Worth Market is Channel FOUR

KRLD-TV's net weekly circulation of 578,100* TV Homes sends your message into 38,800 more homes than station B, 62,300 more than station C and 226,700 more than station D.

You SELL more when you REACH more with Channel FOUR

*ARB, June 1960

KRLD-TV
The Dallas Times Herald Stations

represented nationally by the Branham Company

Channel 4, Dallas-Ft. Worth

MAXIMUM POWER TV-Twin to KRLD radio 1080, CBS outlet with 50,000 watts.
Peddling issue • Do Kennedy forces mean to make campaign issue of influence peddling in federal government, including FCC? Could be, because Robert F. Kennedy, presidential nominee's younger brother and campaign chief, has been personally examining records of House Legislative Oversight Committee. It's learned he has made several visits to committee and has worked with its staff investigators on matters which fall within purview of its wide-ranging investigations.

Obvious target, it's assumed, is GOP presidential nominee Nixon. Kennedy forces hope to ferret out clues as to possible pressure used personally by Vice President or his staff in conflict of interest cases, not excluding ex parte aspects in two dozen TV cases examined by committee, not all of which were brought into open hearing. Other than incident of several years ago in Florida TV case involving Murray Chotiner, west coast attorney and former close political advisor to Mr. Nixon, there have been no revelations or even rumors regarding Nixon-connected action in broadcast matters.

NAB's search • NAB committee to select new president to succeed late Harold E. Fellows tentatively plans meeting in Washington about Sept. 19 —to run several days if necessary. Committee, headed by Howard Lane, KOIN-AM-FM-TV Portland, Ore., has under consideration several prospects—all important personalities in public life. Eight-man committee has been screening prospects since shortly after death last March 8 of Mr. Fellows.

Likelihood is that selection committee will settle on two or three names next month. Presumably it will then be up to NAB policy committee, sitting as regency, to enter final negotiations. There's no timetable although policy committee would like to be relieved of task promptly. Predominant view has been that selection probably would not be made until after November elections, although committee insists this is not necessarily so. Policy committee is comprised of Clair R. McCollough, Steinman stations, Lancaster, Pa., chairman; G. Richard Shafiro, WIS-AM-TV Columbus, S.C., and Merrill Lindsay, WSOY-AM-FM Decatur, Ill.

Editorializing next? • Is editorializing next agenda of Chairman Oren Harris' House Oversight Committee? In Q & A session at meeting of Arkansas Broadcasters Ass'n in Little Rock last week, Mr. Harris predicted that "editorializing by stations is going to become an issue." He posed question whether person using natural resource belonging to public can "as a matter of policy use that resource for editorializing." Fact that both courts and FCC have held editorializing appropriate, with only fairness as yardstick, was not mentioned.

Study in contrasts • Broadcasters can't help wondering what constitutes news. They cite current Chrysler situation wherein company officials are charged with gross mismanagement through "featherbedding, payola and nepotism," with one fired officer required to return $450,000 he received from interest in vending company. These events, says one broadcaster, "hardly made the headlines," and haven't bestirred single syndicated columnist or evoked editori
cal comment or cover stories in any newsmagazine. This in contrast to what happened with quiz-rigging and broadcast payola.

Latin fete • When Continental Broadcasting Day is observed in Latin America Oct. 4, U.S. government will participate through formal comments by President Eisenhower attesting essentiality of freedom of communications if democracy is to be preserved. Implicit in comments will be jab at Fidel Castro's dictatorship, which has commanded all Cuban private Broadcasting along with newspapers not identified with his revolutionary government. Heads of all Pan-American nations whose broadcast interests are affiliated with Inter-American Assn. of Broadcasters, are also expected to participate. Herbert E. Evans, president of Peoples Broadcasting Corp., is U.S. representative (through NAB's designation) on IAAB. Raul Fontaine, Montevideo broadcaster, is president.

Coffee break • Spot tv's latest "success" advertiser will break its first semi-national campaign in mid-September with $300,000 eight-week campaign in top 10 markets including New York. Advertiser is National Federation of Coffee Growers of Colombia, via Doyle Dane Bernbach, New York, which only last spring was debating whether its one-city TV test campaign (New York only) should be extended (BROADCASTING, April 25). That die is cast appears sure: After Jan. 1 advertiser will start $1 million spot tv campaign with 34-week drive in same 10 markets, using 5-1 ratio in favor of minutes to chain breaks. Campaign as used in New York didn't sell coffee brand but idea that better-quality coffee brands use Colombian coffee "predominantly."

3M's cartridge • Is Minnesota Mining & Mfg. Co. planning to enter industrial tape cartridge recording field as well as home consumer end through its newly acquired Revere Camera Co.? While 3M spokesmen discount reports, prospec

Trouble ahead • Not everybody on Senate Watchdog Committee is happy with FCC's two sets of queries to stations—earlier one asking advance plans and policies on political broadcasting and second batch covering same ground plus report on time given and sold in Sept. 1-Nov. 8 period, to be answered after election. Complaint is queries don't pin station down to flat yes or no. Subcommittee will be watching for network misstep in handling presidential campaign and for one-sided handling of political broadcasts.

Active vs passive? • Although government and Bell Telephone scientists are tremendously impressed with results of Echo I, balloon in orbit for bouncing radio signals long distances, they privately agree active satellite probably is best answer to transoceanic and transcontinental communications—including tv. This has always been military's viewpoint. Reason is that with transmitters and receivers in space, amount of power on earth need not be great and size of receiving antennas is within reason.

Counting down • Indignant squawks from number of central city officials, claiming U.S. Census is giving them smaller population than they claim, show signs of subsiding following official re-checks of April decennial tally. In one central city cooperative recount by census and municipal authorities turned up just four more people. Census officials say some mayors were extremely reluctant to accept evidence of shrinking central-city population caused by migration to suburban areas.

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Detroit is known in the industry as a "healthy" television market. Nobody, but nobody, rolls over and plays dead. Competition is intense, but clean, in this four-station market of 1,900,000 TV homes. We're proud to be a part of this dynamic competitive television market, and have a healthy respect for all our competitors. That's why we're prouder still that, month after month, both Nielsen and ARB show Channel 2 the consistent audience leader. (For example: First place in over-all share of audience every ARB in 1960. Nielsen tells the same story.)
How can radio be sold more effectively? This vital question is asked in this week's Monday Memo by Leo Burnett Co.'s vice president in charge of marketing services, L.S. Matthews. He's concerned that radio is on the brink of becoming just a reminder medium and he thinks radio has too many other good qualities to allow this to happen. Mr. Matthews also is disturbed about selling by "box-car" ratings alone. Radio rate practices? "An unholy mess," he finds. For the details from this Chicago agency executive about these issues, turn to page 14.

Serials: end of an era Biggest gold mine network radio ever had is scheduled to close down in November. History of daytime serials, alias "soaps," alias "weepers," which in their heyday accounted for a third or more of network income, is reviewed and the part they played with audiences and advertisers is examined. Page 27.

After the serials... In cutting out daytime dramas and expanding news coverage, CBS Radio says it's heading in network radio's "new direction." Details of proposed changes and how the expanded news service will be sold are spelled out by President Arthur Hull Hayes. Page 28.

Blame-fixing Advertising Federation of America goes along with Better Business Bureau ideas to define advertiser and media responsibilities in vigilance and taste. BBB Assn. also moves to channel poor-taste complaints to national and local business groups. Page 34.

Proctor's tv path Electrical appliance firm moves in sales as it leaps in six years from one tv station in single major market to 40 top markets via spot and now 100 major markets through network. Page 44.

Industry patsies Broadcasters have allowed development of public image of mediocrity, Syracuse U. seminar was told last week. Theory that public owns the airwaves is described as having dubious authenticity. Page 50.

Sponsorship Rep. Harris has asked the networks whether they plan to accept commercial sponsorship of "Great Debates" or other presentations of presidential candidates. House prepares to act today on Sec. 315 suspension. Page 58.


ICTV seen in two years Bell Telephone Lab. scientist sees intercontinental tv in two years—via either passive balloon satellite or active relay space station. Meanwhile, Echo I whirls in 1,000-mile orbit bouncing radio voice and teletype signals from coast to coast. Military's Courier I-A was blown up Aug. 18 when rocket exploded minutes after blastoff. Page 72.
CAPITAL TYPES # 3

THE FREE LOADER

Drinks to forget, but forgets what. Plenty metal. Brassy personality, nerves of steel and a cast iron constitution. First got sick on ice cream and candy at age three; has developed enormous tolerances since. Unselfish only in his touching devotion to WTOP Radio, the important station for reaching the 20-County Greater Washington area.

WTOP RADIO

Washington, D. C.
Represented by CBS Radio Spot Sales
Operated by THE WASHINGTON POST BROADCAST DIVISION:

WTOP RADIO, Washington, D. C.
WTOP-TV, Channel 9, Washington, D. C.
WJXT, Channel 4, Jacksonville, Florida
FIGHT FOR VHF CHANNELS LOST

OCDM, military refuse to yield more space

Efforts of broadcasting to secure additional vhf tv channels from space now reserved for government ended officially Friday (Aug. 19). FCC released letter from Office of Civil & Defense Mobilization Director Leo A. Hoegh turning down two separate commission proposals as (1) being too expensive (over $5 billion) and (2) weakening to "an unacceptable degree" national defense.

Failure of negotiations, underway officially two years, was foreseen five months ago when FCC Chairman Frederick W. Ford gave pessimistic report to Senate Commerce Committee (Broadcasting, April 11). Commission had proposed to government swap of unused vhf tv spectrum for military space in vhf band (222 to 450 mc).

Commission had offered as alternate proposals either 30 or 50 vhf channels. Both had been under active consideration.

In Friday letter, Mr. Hoegh said it is position of Dept. of Defense and OCDM that "neither of the commission's plans could be implemented without weakening to an unacceptable degree our ability to maintain our national defense and security." He said that space wanted by FCC would involve dislocation of primary tactical communication band which is relied upon heavily by military forces of U.S., NATO and SEATO. This would be "unacceptable in today's international climate," he said.

Also Mr. Hoegh told FCC neither of agency's plans could be implemented without major research and development which would require curtailment of current defense and space programs.

As clincher, OCDM chief said it would cost in excess of $5 billion to put into effect either of commission's plans.

With military bowing out of picture in FCC efforts to solve allocations dilemma, planned $2 million vhf experiment in New York takes on additional significance. Commission now must find wherewithal for more tv stations within present allocations, one official said last week.

Talk of obtaining more space from military began 26 months ago when Commissioner T.A.M. Craven proposed tv system utilizing 25 contiguous vhf channels. Earnest efforts began months later when Senate Commerce Committee issued ultimatum to FCC to begin serious negotiation with government (Broadcasting, July 7, 1958).

Lurking in background was fear that military itself was planning grab of present commercial tv vhf space and several resolutions were introduced in Congress calling for investigation of use military was making of its presently allocated space. Commissioner Ford, who handled FCC end of negotiations, raised hopes of broadcasters at 1959 NAB convention with optimistic report (Broadcasting, March 23, 1959).

Words then began to appear along lines of eventual outcome with chairman's letter last April and May statement by Admiral Arleigh Burke that exchange would be harmful to national defense (Broadcasting, May 30).

Debate sponsorship faces controversy

Whether "Great Debates" between John F. Kennedy and Richard M. Nixon will be simulcast on all tv and radio networks under commercial sponsorship appeared Friday to hinge on what positions candidates themselves take.

But networks reserved right to decide themselves whether they'll accept sponsorship of other, non-debate appearances by major party presidential-vice presidential candidates on their facilities in answer to wire from Rep. Oren Harris (D-Ark.) sent previous day (see page 58).

Networks' stand came despite indications there may be move in House, when debate begins today (Mon.) on S J Res 207 to suspend equal time provisions applying to candidates for highest office, to put "safeguard" amendment in Senate-approved measure to make it apply only to candidates' appearances on unsponsored programs. ABC told Rep. Harris, chairman of House Commerce Committee who'll manage bill on floor, it has "no plans" to permit sponsorship of debates unless candidates "should expressly wish it." CBS didn't make public its reply, but there were indications it will reserve right to accept sponsorship on non-debate programs. CBS already has said it won't accept sponsorship for debate series (Broadcasting, Aug. 8).

NBC also declined to tell nature of its reply, but its position in past has been that it will carry debates whether sponsorship is permitted or not, although it doesn't feel sponsorship alone takes programs out of public service class.

Mutual said it would tell Mr. Harris it has no intention of offering debates for sponsorship.

Committee reports payola measure

There's possibility Senate will consider amended payola bill ($ 1898) early this week following Senate Commerce Committee report of measure to floor. It's privileged legislation but some bills outrank it.

Amended bill kills license suspensions put in by House, holding they could deprive public of service. Committee also noted FCC has other sanctions at hand, including cease and desist orders on which FCC has made no showing of unworkability.

Committee modified forfeitures provision to permit use only for "willful or repeated" failure to operate as set forth in license rather than "negligent or intentional" as approved by House. Report said House term introduces "entirely new concept" for determining licensee responsibility and gives FCC unlimited power, whereas "willful or re-

Post-'48 sale

National Telefilm Assoc., New York, has acquired 27 post-'48 feature films and 54 pre-'48 features from 20th Century-Fox Corp. for sum in excess of $4 million, it was announced jointly Aug. 19 by Spyros Skouras, Fox president, and Oliver A. Unger, NTA president. It had been known in industry circles that NTA had obtained post-'48 features, but details of transaction were not known. Reports persisted Friday that NTA was about to sign pact to lease 40 post-'48 films, including 27 Fox features, to three stations owned by CBS-TV, but spokesman for NTA insisted "no sale has been made as yet" (see earlier story, page 69).
peated” has fixed, court-interpreted meaning.

Senate unit said one-year statute of limitations on forfeitures is being added so broadcaster can’t be punished for “stale” violation. Senators also set maximum penalty at $10,000 and said that while law won’t limit number of actions FCC can bring against licensee, it expects forfeiture provision to be “reasonably administered.”

Rep. Sisk proposes Fresno vhf plan

Charging that FCC action making Fresno, Calif., all uhf market “... appears concerned only with commercial aspects of tv...” Rep. B. F. Sisk (D-Calif.) has proposed own plan for making Fresno-Bakersfield area all vhf.

In letter to FCC released Friday (Aug. 19), Rep. Sisk said commission, in deleting ch. 12 from Fresno (BROADCASTING, July 11), “clearly lost sight of its primary responsibility. ... I am sorry that the commission has apparently adopted both the attitude and the jargon of tv advertisers in carrying out its responsibility to the public.”

Congressman said he was speaking for one million tv viewers in San Joaquin Valley and that 99% are vigorously in favor of vhf. “I am of the opinion an action forcing uhf on them would be completely arbitrary, capricious and beyond the bounds of reason,” Rep. Sisk said. He explained that he is in complete agreement with FCC plan to deintermix Bakersfield and Fresno but that wrong type of service is planned.

Rep. Sisk proposed that San Joaquin Valley be made all vhf with following channel assignments: Fresno—chs. 2, 4, 7 (educational) and 12 (presently assigned); Bakersfield—6, 8, and 10 (presently assigned); San Luis Obispo—chs. 5 and 13. He said these assignments could be accomplished through reduced mileage separations “which would not be great.”

Merger takes Grant into New England

Grant Adv., N.Y., has moved into New England, merging with Chambers, Wiswell, Shattuck, Clifford & McMillan, 40-year-old Boston firm. Merger under Grant name brings $6 million more annual billings to Grant for estimated world total of $100 million, effective next month.

Chambers, Wiswell just last month absorbed Moore & Co. Adv. of Stamford, Conn., and Kenneth A. Young Assoc., Boston. J. Nelson Clifford, executive vice president of Chambers, Wiswell, becomes executive vice president in charge of New England operation for Grant, which retains Chambers, Wiswell offices. Kenneth A. Young, former president of merged firm bearing his name, will be senior vice president, technical marketing.

NLRB grants AFTRA plea to withdraw

Petition by American Federation of Television & Radio Artists to withdraw its request to be certified as sole union representing talent in field of live, filmed and taped tv commercials was granted Aug. 19 by National Labor Relations Board. Grant was made “with prejudice to filing a new petition within six months unless good cause is shown.”

In Aug. 4 telegram to NLRB, AFTRA asked to withdraw its petition saying union and Screen Actors Guild “have agreed that they will jointly negotiate and administer” in tv commercial field. AFTRA argued issues have become moot and academic (see AFTRA convention story, BROADCASTING, July 25).

CBS, ABC and NBC in responses to petition said they had no objection to grant but added they were making commitment with respect to bargaining procedures. Original AFTRA petition had been filed in 1958, naming BBDO, et al, as employers. American Assn. of Advertising Agencies said it was improperly named as party in case but had no objection to AFTRA request. NLRB action does not pass on merits of representation claims made by AFTRA.

CBS Radio earns half-year profit

CBS Radio showed profit again for first half of 1960, making it nine months in row in black, and has hopes—but makes no predictions—that third quarter will run this string to 12 straight months for first time since 1951. That was report Friday by Arthur Hull Hayes, CBS Radio president, at news conference on network’s proposed expansion of news and curtailment of entertainment programs under what he terms “modified Program Consolidation Plan” (see page 28).

Conceivably, he said, changes in national economy could turn second half of 1960 into unprofitable one, though fourth quarter is traditionally strong in radio business. On whole, he said “The future looks good—but I won’t prophesy.”

Seeing trend toward more informational and fewer entertainment programs in network radio, he thought “offhand” that “top-flight” personality programs—like Arthur Godfrey and others which CBS Radio is retaining—could continue to hold their own in radio’s future, but he said he was less sure about future of “second-rate” personalities.

WEEK’S HEADLINER

John M. Clifford, NBC executive vp, administration, returns next month to RCA as staff vp, west coast personnel, working in Los Angeles office. Before joining NBC as personnel vp in 1953, Mr. Clifford was with RCA. He started on legal staff in 1943 and moved to personnel director of RCA Victor Div. He practiced law in California and Washington, D. C., was oil and gas division chief, Securities & Exchange Commission and California land commissioner before joining RCA. Following Mr. Clifford’s shift to parent organization, NBC has realigned division and department heads under President Robert E. Kintner and senior executive vp David C. Adams. Operating under Mr. Kintner: Lowell Jacobson, vp, personnel; Aaron Rubin, vp and treasurer, and Alfred R. Stern, vp, NBC Enterprises, who also takes responsibility for California National Productions Inc. (Mr. Clifford was chairman of program subsidiary.) Thomas E. Ervin, vp and general attorney, reports to Mr. Adams. Robert L. Stone, vp, facilities operations, now takes post of vp, operations and engineering.
the Plus of personalities

WBT radio personalities have a total of 203 years experience in radio; 128 years on WBT. Their smooth, professional performance creates the kind of reaction you want - - among the people you want.

WBT adds up!

POWER + PERSONALITIES + PUBLIC SERVICE + CREATIVITY + ADULT ACCEPTANCE
THIRD
The most watched dog in America available as your watch dog...offering you the best sales protection a sponsor can have!

JEFF'S COLLIE

WATCHED BY MORE VIEWERS
NEW YORK (Sat., 6:00 P.M. WPIX)
7 stations
JEFF'S COLLIE is seen by
1,699,100 VIEWERS
89.4% MORE than its closest competitor
KNOXVILLE (Thurs., 5:30 P.M. WATE-TV)
3 stations
JEFF'S COLLIE is seen by
153,495 VIEWERS
171% MORE than its closest competitor

BITING OFF LARGEST SHARE
SAN FRANCISCO (Fri., 6:30 P.M. KTVU)
4 stations
JEFF'S COLLIE gets 40.2% share of audience
45% GREATER SHARE than its closest competitor
MIAI (Sat., 9:30 A.M. WTVJ)
3 stations
JEFF'S COLLIE gets 63.6% share of audience
117% GREATER SHARE than its closest competitor

RUNNING OFF WITH TOP RATINGS
PHOENIX (Wed., 5:30 P.M. KPHO-TV)
4 stations
JEFF'S COLLIE 18.9 rating
Weather; Huntley-Brinkley 3.3
Phoenix Marquee 2.6
Roy Rogers 2.0
BAKERSFIELD (Thurs., 6:30 P.M. KERO-TV)
3 stations
JEFF'S COLLIE 21.5 rating
Comedy Theater 9.4
Spencer Tracy 7.4

ALREADY SCHEDULED FOR THIRD YEAR OF "JEFF'S COLLIE": Of course, New York, Knoxville, San Francisco, Miami, Phoenix and Bakersfield, and also Seattle, Cincinnati, Albany, Reno and Kansas City, Honolulu, Albuquerque, Salt Lake City, Fort Wayne, Pueblo, Bismarck, South Bend, Lincoln, Portland, Ore., New Orleans and many other markets, big and small. All agree that JEFF'S COLLIE is their surest safeguard for increased profits in 1960-61! Wire or phone today to reserve JEFF'S COLLIE for your market.
How can radio’s selling methods be improved? How can radio best sell itself as a medium and, individually, as stations?

First and foremost, individual stations, the Radio Advertising Bureau and the networks must sell radio as something more than a low-cost, background, advertising tonnage medium (and we as agencies must do likewise with our clients).

Individual stations must take a whole new stance—an assumptive stance which protects radio’s position as a major medium—which sells hard on the variety of jobs radio can do and which gets away from the complete reliance on boxcar numbers. This doesn’t mean they’re ever going to get away from cost-per-thousand figures, or ratings, or other quantitative audience measurements.

As radio moved from an armchair medium to a more personal, mobile medium, advertisers’ attitudes also changed. The heavy saturation campaign became the success story of radio. But as long as radio is sold to us only as a great mass medium where we can achieve high frequency of impact with relatively low reach at a low cost-per-thousand, it will be used only for products which require this combination of media values—and from a marketing viewpoint, this certainly narrows the field.

Expanding Potential = I believe that radio has an infinitely more useful purpose as an advertising medium.

We would like to see some success stories of radio advertisers using four, five, seven or ten spots per week instead of the saturation schedules so common today. We need proof to show our clients that you can still do a selling job in radio with a 1950-sized schedule.

In recent months, there seems to have been a significant trend away from the “mile-a-minute, breath-taking, sound-chamber, overcommercialized” approach used by some stations. This towncrier kind of radio has been giving way gradually to a more restrained approach which integrates a variety of music, both recorded and live, with news, public service and daily features of interest to the listening audience—all of which provides a more acceptable atmosphere for launching a product commercial, as well as a more attentive and productive audience.

We believe that a major reason for this has been a growing realization that it takes more than just numbers to sell products. In addition to a sound basic selling strategy, it requires the right audience for the product plus a compatible environment for delivery of the commercial message—one that lends authority and memorability to it.

Radio is dangerously close to becoming a reminder medium—a supplementary medium to be used only on top of print or television or for short-term promotional purposes. Individual stations absolutely cannot allow this to happen if they’re genuinely interested in the future of radio.

Sell Positively = Sell radio for the jobs it does best, but acknowledge that it’s not all things to all people. There are marketing and advertising jobs which every major medium does better than the others. Every medium has its strengths and weaknesses—its reason for being—or it wouldn’t exist.

The major media associations, for the most part, would have you believe that their medium is the best answer to all advertising problems, in all markets, at all times. The claims are so extravagant in this area that we almost always have to issue a memo to our media trainees after every media association presentation, modifying and correcting what we think have been extravagant claims made for that medium.

The RAB seems to have pursued a policy of reasonableness in this regard and has indicated its desire to coexist rather than dominate the media world. I would commend them on this moderate approach.

Rate Problem = There also should be something done about cleaning up the rate situation in radio. With few exceptions, you can’t rely on a rate card any more. You never know if you’re buying at the best rate for your client.

Even though you abhor the price squeezing, you’ve got to do a certain amount of it in the current radio market or find your client turning to another agency that promises him more for his money.

The whole rate situation is an unholy mess, complicated by local, regional and national rates indiscriminately applied, legitimate co-op deals mixed up with brokerage deals masquerading as co-op, and one-time-only, squeaky-wheel deals negotiated by traveling “consultants.”

Legitimate co-op advertising is a part of our business and serves a useful purpose for certain advertisers. I’m not promoting it. But I’m not knocking it. However, we all know there’s a growing volume of time brokerage going on under the guise of co-op.

Many of us would like to see a single rate standard for all advertisers. If this isn’t possible, let’s at least set some fair and rigid standards and apply them with justice for all, rather than giving the retail rate to many who have no right to such a rate.

Obviously, rate stability must come if radio is to adopt this quality stance.

We at Leo Burnett believe in radio as an important major part of the national media scene. We want to see it grow and prosper.

We won’t promise to use more radio in 1960-61, because we’re still going to take our clients’ problems one by one and solve each one as well as people with our shaped heads know how. But we do promise to give radio thorough consideration in every situation where it makes marketing and media sense.
Few things resist the exposure of TIME. So, if EXPOSURE for your sales message is your certain goal, then it follows that the wisest use of TIME will accomplish your purpose more directly.

WBAL Television 11 in Baltimore provides you with a direct line of communication with the Maryland market and to the people you want to reach at the TIME you need to reach them. Our fine NBC and local programming, our excellent record of Public Service, our constant effort to integrate our station with the life of our community... assure you of a large and loyal audience at any TIME.

"The wisest thing is time..." so the philosopher says. In the Maryland Market, a WISE TIME BUY is WBAL Television 11.

NBC Affiliate/Channel 11/Associated with WBAL-AM & FM.

WBAL-TV BALTIMORE
Nationally represented by Edward Petry & Co., Inc.
Traditionally, they have expected — and received — from WOC the area’s most complete coverage of local, farm, sports and weather news . . . as well as NBC’s excellent coverage and analysis of national and international headlines.

Traditionally, WOC has programmed for the family, providing entertainment and changing when change is desired. 1960 programming will feature music to all tastes.

Traditionally, WOC personalities have been the friendliest of people — known on the streets . . . welcome in the homes.

Traditionally, advertisers have used WOC to move merchandise from display to the home.

*Adults from 18 to 7 spend 95% of the nation’s EBI

Facts, figures, data, statistics and other pertinent information are at the fingertips of your PGW Colonel. See him today.

PRESIDENT
Col. B. J. Palmer
VICE-PRES & TREASURER
D. D. Palmar
EXEC. VICE-PRESIDENT
Ralph Evans
SECRETARY
Wil. W. Wagner
RESIDENT MANAGER
Gene C. Sanders
SALES MANAGER
Pax Shaffer

Davenport
Bettendorf
Rock Island
Moline
Illinois

THE QUINT CITIES

A CALENDAR OF MEETINGS AND EVENTS IN BROADCASTING AND RELATED FIELDS

(A list of first or revised listing)

15-16 - Public Utilities Advertising, Assn. Regional 5 meeting, Tampa Terrace Hotel, Tampa, Fla.
15-16 - Radio Advertising Bureau course (in eight cities) on better radio station management, Lincoln Lodge, Columbus, Ohio.
15-17 - British Columbia Assn. of Broadcasters annual meeting at Kelowna, B.C.
*16-17 - Broadcast Executives Club fall social, 100 Washington St., Boston.
16-17 - UPI Minnesota Broadcasters fall meeting, Sawmill Lodge, Battle, Minn.
18-21 - Assn. Canadienne Radio Television Francaise annual meeting, Inn on the Lake, Marguerite, Que. Among the speakers will be Dr. Andrew Stewart, chairman of the Board of Broadcast Governors, and Murray Brown, CFTL-AM-FM-TV, president of the Canadian Assn. of Broadcasters.
19-20 - Radio Advertising Bureau course (in eight cities) on better radio station management, Poceno Manor Inn, Poceno Manor, Pa.
19-21 - Institute of Radio Engineers national symposium on space electronics and telemetry, Shoreham Hotel, Washington.
20-21 - Atlantic Assn. of Broadcasters annual meeting at Amherst, N.S.
21-22 - AP Michigan Broadcasters meeting, St. Clare Inn, St. Clair, Mich.
22-24 - Advertising Federation of America Tenth District convention, Little Rock, Ark.
22-24 - Michigan Broadcasters fall convention, St. Clair Inn, St. Clair, Mich.
23 - FCC has scheduled oral argument on 23 applications for construction of uhf tv stations, pursuant to hearing order of June 11. For list of stations see FOR THE RECORD Aug. 1 issue.
26-29 - Board of Broadcast Governors meeting at Ottawa, Ont., for hearing of station applications.
29 - Assn. of National Advertisers workshop on advertising management, Ambassador Hotel, Chicago.
29-30 - CBS Radio Affiliates Assn. annual convention, Waldorf-Astoria Hotel, N.Y.
30 - Radio Advertising Bureau course (in eight cities) on better radio station management, Diplomat Hotel, Hollywood, Fla.
*30-31 - Alabama Broadcasters Assn. annual fall meeting, Stafford Hotel and U. of Alabama campus, Tuscaloosa.
30 - Broadcasters meeting, Shreveport, La., under the auspices of the National Catholic Welfare Conference.

SEPTEMBER

Sept. 1 - Comments due on FCC proposal to add additional vhf channels to several principal markets through reduced mileage separations. Also under consideration are new engineering curves for use in plotting assignments. This is culmination of June 20 deadline. Reply comments now due Sept. 16. (Dockets 13340 and 13374.)

Sept. 2-4 - West Virginia Broadcasters’ Assn. annual fall meeting. The Greenbrier, White Sulphur Springs.


OCTOBER

Oct. 1-2 - Illinois News Broadcasters Assn. fall meeting. Faust Hotel, Rockford. Tentative program plans include session for major state candidates in fall elections.

Oct. 2-4 - Advertising Federation of America Seventh District convention, Chattanooga, Tenn.
Oct. 2-4 - Radio Advertising Bureau course (in eight cities) on better radio station management. Terrace Motor Hotel, Austin, Tex.
Oct. 3-5 - Institute of Radio Engineers sixth national communication symposium, Hotel Utica and Utica Memorial Auditorium, Utica, N.Y.

Oct. 4 - Re-brid of former FCC Commissioner Richard A. Mack and Miami attorney Thurman A. Whiteside, charged with conspire to rig the Miami Oct. 10 tv grant (first trial ended in a hung jury).


Oct. 4-5 - Advertising Research Foundation annual conference. Hotel Commodore, N.Y.
Oct. 5-8 - Radio Television News Directors Assn.

BROADCASTING, August 22, 1960
WSPD-TV fills the gap...

To make sales tracks in the 2-billion-dollar Toledo market — covering 21 counties in Northwestern Ohio and Southern Michigan — you need WSPD-TV with its new 1000-foot tower sending your sales message to 444,400 homes. You can't afford to ignore

TOLEDO

A STORER STATION • Represented by The Katz Agency
Back in 1956 when Ampex introduced the Videotape* Television Recorder, customers were content to record a program on tape and then play it back at the right time. Today’s needs are different! Picture quality must be indistinguishable from live even up to a fifth generation copy. Transitions between tape and film/network/live programming must be flawless and complete with wipes or lap dissolves. All operating functions must be remote controllable to meet future system requirements. The demand is for rugged equipment designed for mobile use today—human engineered for efficiency in meeting tomorrow’s needs. Ampex—the specialist in tape recorders, has met these needs with a package of features you can order today!

AND WHAT ABOUT PROFITS? Profit from tape is no accident, it must be planned. With experience, backed by personal visits to more than 100 VTR-equipped stations, Ampex’s famed Station Relations Team has the right plan to custom fit your tape operation and pave your way to profits with tape. Their experience is yours for the asking…they’ll work with your people, right in your station!

Wire, phone or write for detailed information on an Ampex package plan to start you on your way to profits…today!

Profits in politics…taping regional political candidates can pay for your Ampex. Send for “Election Time Is Profit Time.”

NEW, DELUXE CONSOLE

The Ampex VR-1000C combines proven, tabletop convenience with major new features. No pigtails, wires or hold-down knobs mean fast tape handling! Schedule tapes back-to-back—pay for your VTR.

NEW STANDARD OF THE UPRIGHTS

The VR-1000A incorporates the advanced features of the console in a pint-sized package—just 1' 5 1/2" sq. ft., only 24" high. Convenient, detachable workshelf makes space for splicing in seconds with the Ampex precision Splicer.

Improved picture quality

You get new picture clarity, sparkle and "snap"! S/N ratio is increased to better than 52 dB on non-interchanged basis. Improved frequency and transient response deliver picture indistinguishable from live!

Remote control operation

Control your VTR from studio floor or transmitter. Ampex Remote Control** operates all record-playback functions, including cue tone button and even remote switching between B/W and color standards. Remote panel operates video gain and pedestal height, too!

Smooth transitions: tape/live/film

Inter-Sync* TV Signal Synchro

* Two TV's to station sync...now, mix and match tape with all your picture sources! Wee smoothly from automobile to studio tape to public slide...on lap dissolve from movie or rerun to your station announcer on taped spot. No loss of momentum—no abrupt changes—no dead air!

Improved color stability

Exclusive Differential Phase Compensator** holds color hues where they belong. Brilliantly energized color images have the same differential phase within ±1 degree in commercial operation! No more green shadows, purple edges!

New freedom from picture distortion

Revolutionary new Time Element Compensator** electronically and instantly corrects horizontal, vertical and quadric-quadric effects. Although all Ampex VR's offer adjustable color correction at this level, our new VR-1000A instantaneous action is another valuable operator aid in playback of interspersed tapes of unknown recording accuracy.

Combination mobile/studio use

Many stations have found it practical...and advantageous...to move their console VTR between studio and truck. Thanks to heavy-duty wheels. For successful mobile use, Ampex offers the upright model VR-1000A as the perfect answer. Both models have proven shock-resistant design—all tubes and essential components are clamped.

Ampex tapes are made and played around the world

VIDEO PRODUCTS DIVISION • AMPLEX PROFESSIONAL PRODUCTS COMPANY
934 Charter Street • Redwood City, California
NEGRO RADIO
REALY REACHES
THE NEGRO-
other media can
only touch him!

Mistakes can be costly! This time remember this PROVEN fact! You best sell to Negroes with Negro Radio. It's true some read papers and magazines and some watch TV, but 95% of all Negroes listen to radio! Rounsvaille Radio program 100% to Negroes with Negro performers. All six Rounsvaille stations are Number-One Rated by BOTH Pulse and Hooper! Get the facts on the tremendous response in income, increase in population, standard of living and best of all—the BUYING POWER of the Rounsvaille Negro Markets ... $824,219,000 AFTER taxes in the Rounsvaille coverage area! Experience is the best teacher. Experience Rounsvaille Radio—one of the oldest and largest in Negro Radio!

PERSONAL LETTER

Don't be misled that Negroes will buy anything, Negroes are intensely loyal to products in which they believe. One vital fact is that they do believe what they hear on their own radio. And with believability comes sales. So, no matter what your budget for these important markets ... a proper part MUST go to Negro radio or you're missing the market! Try Rounsvaille Radio—you'll see it.

ROBERT W. ROUNSAVILLE
Owner-President

ROUNSVAILLE RADIO STATIONS

WMBM 5,000 Watts—Palm, Chicago's only all Negro-Programmed Station!
WVOH 5,000 Watts—Louisville's only all Negro-Programmed Station!
WVOL 5,000 Watts—Washington's only all Negro-Programmed Station!
WYLD 1,000 Watts—New Orleans' only full time Negro-Programmed Station!
WTPM 5,000 Watts—Tampa-St. Petersburg's only all Negro-Programmed Station!

Buy One or All—Discounts With Two or More!
"Nothing endures but personal qualities."

These words from the pen of Walt Whitman account for the great music which has endured the years. Each composition reflects the personal qualities of its composer. This same reflection could easily be applied to quality radio and television stations of today... the dedicated efforts of those behind the scenes to constantly build and maintain a quality image.

Represented by Edward Petry & Co., Inc. The Original Station Representative

WFAA
TELEVISION abc
RADIO abc/nbc • DALLAS
Serving the greater DALLAS-FORT WORTH market
BROADCAST SERVICES OF THE DALLAS MORNING NEWS
IN AUGUSTA, GEORGIA

YOUR PRODUCT’S BEST FRIEND IS

The FRIENDLY Group’s

WRDW-TV

IN AUGUSTA:
Robert E. Metcalf—TA 4-5432
IN NEW YORK:
Lee Gaynor—OXford 7-0306
Represented Nationally: Avery-Knodel, Inc.

Everybody breaks par with WRDW-TV in Augusta, “Golfing Capital of the World”, where you can tell and sell more than a Million people with 721 million to spend. For Augusta, Georgia’s second city, is now one of the nation’s top 100 INDUSTRIAL MARKETS where new industry has invested $110 million dollars in the past 20 months. New facilities of Continental Can, S. H. Kress, General Electric, Glassine Corp. and Owens-Corning Fiber-Glass have joined the billion dollar Du Pont plant in this rich area where WRDW-TV is your product’s best friend.

Member The FRIENDLY Group

John J. Laux, Exec. Vice-President

22

BROADCASTING, August 22, 1960
FCC's program policy report

EDITOR: I have just read the FCC's "Report and Statement of Policy on Programming Inquiry" in toto; a document I can best characterize as the to-be-expected result of a certain kind of bureaucracy running, not rampant, but scared. In an earlier letter to Broadcasting, I had raised a rather pessimistic thought or two about what might be expected from the hearings leading to this report, which were distinguished by the absence of professional broadcasters from the hearing room—and weighted with solid citizens who might know a great deal about many things, but not over much about broadcasting.

It seems to me (and, perhaps it might be expected from the financial caliber of some of the people heard) that a very significant aspect of this report, not yet pointed out in any of the discussions I've read about it, lies in a few innocuous sounding phrases towards the tail end of it. They read: "What we propose is documented program submissions" (this in talking about new license applications) "prepared as the result of assiduous planning and consultation covering two main areas: first a canvass of the listening public who will receive the signal and who constitute a definite public interest figure; second, consultation with leaders in community life—public officials, educators, religious, the entertainment media, agriculture, business, labor-professional and eleemosynary organizations, and others who bespeak the interests which make up the community."

To me, substituting this mass of uninformed opinion for, presumably, the professionalism of the broadcaster, accelerates an already dangerous trend in the industry—a trend which points to the race being not to the ingenious, but to the well-heeled. We are . . . going to be in the position where the franchise goes to he who can afford the largest canvass; the best (or most expensive) survey organization; and whose use of "names" (among the citizenry so surveyed) may sound best to the commission. Further, I would suspect, that business' meat might be lain's poison; and any such survey would tend (as if statistics were not already a black enough art) to be self-cancelling. Since, it seems, this kind of survey cannot serve a valid purpose because of its self-cancelling probabilities, again we are forced to the conclusion that this tends to benefit he alone who can make it sound good on paper, rather than he who might make it sound good on the air.

It tends also to preserve . . . the status quo, since, if one's license is dependent upon his sampling of the diverse portions of the community suggested, where does one have the freedom to change and experiment?—Bert Cowlan, FM Program Consultant, Forest Hills, N.Y.

Olympics record hop

EDITOR: The radio industry receives lots of black eyes and relatively few accolades for jobs well done. WQAM recently came up with an idea that was successful here in Miami and one we feel could be successful throughout the 50 states . . . . our Olympic team is having lots of trouble raising money to send the athletes to Rome . . . . I am certain that most of the radio stations around the country have disc jockeys who promote . . . . record hops. Last week WQAM, working with the Police Athletic League of Miami, conducted a record hop where a net profit of a little more than $350 was raised and turned over to the local chairman of the Olympic committee.

If every radio station in the country ran one hop with the net proceeds going to the Olympic fund, it would certainly be a feather in the cap of the radio industry and, most important, would give our teens an active part in a most worthwhile venture. Incidentally, admission to our hop here was 50 cents.—Jack L. Sandler, Vice President-General Manager, WQAM Miami.

NAB's Harvard seminar

EDITOR: Your article ["Measuring management qualities," page 54, Aug. 8] indicates a good grasp of what we were trying to do.—William P. Gormley, Assistant Dean, Harvard Graduate School of Business Administration and Director of NAB management seminar.

EDITOR: Your case study was read with much interest by all of us . . . . Kenneth T. Tredwell Jr., Vice President-Managing Director, WBTB (TV) Charlotte, N.C.

EDITOR: I enjoyed the article . . . . Homer Lane, Vice President, KOOL-AM-TV Phoenix, Ariz.
In Chicago
Meigs Field, a man-made island on the lake front, is the busiest single-runway airport in the world. Here you'll find helicopter service to major airports; private flights; and scheduled airline departures—only three minutes from the "Loop."

In Chicago

WGN TELEVISION

—owned and operated by Chicagoans—is dedicated to quality programming and community service.

WGN IS CHICAGO
Quality • Integrity • Responsibility
Announcing...

THE GREATER ILLINOIS MARKET

CENTRAL ILLINOIS' TWO LEADING TV STATIONS JOIN UNDER THE OWNERSHIP OF MIDWEST TELEVISION, INC.

Together, they deliver more actual homes between 6 a.m. and 10 p.m. than the leading television station in Washington, D.C., Atlanta, Indianapolis, Milwaukee, Kansas City, Miami, Houston, Baltimore

Together, they reach the important market areas of Peoria, Bloomington, Danville, Champaign-Urbana, Decatur and Springfield

Together, they cover the common distribution area for distributors and brokers in Central Illinois

MIDWEST TELEVISION, INC.
President, August C. Meyer
Executive Vice President, Guy Main

WMBD-TV AM-FM, Gen. Mgr., Hal Sundberg
WCIA Nat'l Sls. Mgr., Len Davis
WMBD-TV Nat'l Sls. Mgr., Mark Wodlinger
WMBD AM-FM . . . The Leading Radio Station in the Peoriarea.

WCIA-CHAMPAIGN AND WMBD-TV PEORIA

Together, they deliver more actual homes between 6 a.m. and 10 p.m. than the leading television station in Washington, D.C., Atlanta, Indianapolis, Milwaukee, Kansas City, Miami, Houston, Baltimore

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BROADCASTING, August 22, 1960
ERA ENDS AS SOAPS LEAVE RADIO

Last of radio's daytime serials are marked for oblivion at CBS

Radio's oldest, most controversial and by all odds most profitable, institution neared the end of the road last week.

CBS Radio officially signalled the end when it announced new program plans (see page 28) that have no place for daytime serials, a program form that mesmerized audiences and advertisers for close to 20 years.

At their peak, daytime serials ran virtually uninterrupted for six to eight hours each weekday, held more than half the housewife population spellbound and waiting to “tune in tomorrow at the same time.” stirred up nationwide controversy among psychiatrists, doctors and social researchers, and accounted for perhaps a third or more of all the income on the radio networks.

At the end, which now seems apt to fall on Friday, Nov. 25, they occupy only two hours of network time per day, and the advertising revenues they represent, which used to be counted in quick millions, now are figured in slow hundreds of thousands.

High Water Mark = In 1940, one of the serials' best years, it was estimated that daytime sales on CBS and NBC amounted to $26.7 million, most of it from serials. In that year records indicated that CBS was carrying 25 serials a day or 125 quarter-hours a week, 120 of them sponsored, while NBC was carrying 20 serials a day, but all three sponsored.

This arithmetic, with daytime then selling at one-half of nighttime rates, indicates that both networks must have been billing—for time charges—about as much on daytime as on night, which in those pre-tv times was prime in the purest sense. By 1948, serials were said to be attracting $35 million a year from sponsors.

Historically, CBS and NBC have been the main networks in the serial business. ABC, which came along later, carried a few from time to time, including such strong entries as My True Story and Whispering Streets, but dropped these in its aborted all-live programming experiment in 1957. NBC abandoned serials along with all other entertainment programming the first of this year, leaving the field to CBS.

CBS's plans to end the era are not irrevocable, but they’re close to it. Theoretically, CBS Radio affiliates could upturn the plans, but in this case (1) the plans originated with a group of affiliates and (2) the cry to abandon serials has come periodically from throughout the affiliate body. The only thing that has kept the serials on has been a combination of continuing evidence of relatively strong audiences and relatively strong, though sporadic, advertiser interest. They’re currently 25% sold and have a 32-week average of 45% sponsorship thus far this year.

If they maintain any advertiser interest at all they will go off stronger than they came on, some 30-odd years ago. Before the serial was invented and took hold, daytime radio was an empty stretch of time which advertisers widely regarded as unsuited to their purposes.

The Mists of Time = The genesis of the daytime serial is hazy. There is dispute about whether its birthplace was Chicago or WLW Cincinnati or, less likely, New York. Most historians nominate Chicago, which by all accounts was the first headquarters of serial production. There is argument, too, about the identity of the first serial.

Some authorities say the forefather was The Goldbergs, which started in Chicago radio about 1928 as a nighttime show, later moved to daytime and ran to 1945, the last eight years under sponsorship of Procter & Gamble—probably the heaviest underwriter of serials among all advertisers. There are other claimants to the ancestral role, among them The Stolen Husband, a serialized version of a novel, which ran on WBBM Chicago under Quaker Oats sponsorship. Others identify Just Plain Bill as the original.

Whatever the origin, the formula that developed was simple. With a few notable exceptions, it was to take a heroine. Give her a strong will and a lot of problems (preferably including men of weaker will and more problems), and let her work everything out for the best. A handful ventured into humor—among them Vic & Sade, Myrt & Marge and Lorenzo Jones—and a few, like Just Plain Bill, had men instead of women for the stars, but as a class they centered on heroines and might be described, generically, as “unhappy stories about unhappy people.”

Everybody's Problems = Housewives by the millions loved every tearful minute of it, reveled in every agony, wrote in for advice on their own personal problems and deluged the networks with flowers when illness over-
Details of CBS Radio’s planned new look—expanded news service, elimination of all daytime serials (see page 27) and cutback in other entertainment programming—were revealed last week.

Network President Arthur Hull Hayes spelled them out for newsmen Friday morning after putting a complete rundown into the mails to the network’s 200 affiliates Thursday. Showing little variation from the versions that had leaked out earlier (BROADCASTING, Aug. 15), they call for:

- Ten-minute newscasts on the hour, some to be sold exclusively by the network, some exclusively by affiliates, some by both network and stations.
- Five-minute “information features” (sports, news analysis and background, human interest, etc.) on the half-hour, to be sold by the network.
- Discontinuance of the seven current daytime serials plus the nightly Amos ’n’ Andy Music Hall and two weekend action dramas, Gunsmoke and Have Gun, Will Travel.

The net results, in terms of change, were described as follows: CBS Radio will have 24 hours 48 minutes of time available for network sale each week, compared with 30 hours now; the stations will have 9 hours 30 minutes of network news available for local sale, compared with 7 hours 53 minutes now; CBS radio will be presenting a total of 17 hours 8 minutes of hard news on a regular basis compared with 11 hours 23 minutes now; network will be required by contract to clear for 38 hours 48 minutes of programming compared with 42 hours 23 minutes now; total programming furnished to affiliates will total 48 hours 33 minutes compared with 52 hours 48 minutes now.

These comparisons deal only with regularly scheduled programs. They do not include special events and other public affairs and sports coverage, which in calendar 1959 totaled 167 programs (19 test-run and 148 sustaining), compared with July 31 totaled 248 programs (73 commercial, 175 sustaining), according to CBS. Actually, Mr. Hayes said, CBS Radio expects to furnish more total programming next year than under the old plan.

‘New Direction’ Mr. Hayes said discontinuance of daytime serials and the other entertainment programs to be dropped “reflects and lays the groundwork for the new direction in which we believe network radio must move—away from entertainment forms which can be presented perhaps more effectively by other media, and toward programming whose informational character is more effective in radio than elsewhere.”

The new plan is called a “modified” Program Consolidation Plan, the title CBS used when it introduced its current format two years ago. The original PCP principle of giving stations network programming to sell locally, instead of compensating them primarily in money, will continue unchanged, officials said.

To be continued under the modified PCP are: the morning block of personality programs (Arthur Godfrey, Art Linkletter, Garry Moore and Bing Crosby & Rosemary Clooney); the daily quarter-hour World News Roundup and World Tonight; the nightly Lowell Thomas newscasts, Phil Rizzuto on Sports, Frank Gifford and In Person; Johnny Dollar and Suspense drama on Sundays (6:10-7 p.m.); Sports Time at 6:55 p.m. Saturdays, followed (after on-the-hour news) by Mitch Miller Show at 7:10-7:55 p.m.; the New York Philharmonic, Salt Lake Tabernacle, Invitation to Learning, Church of the Air, Capitol Cloakroom, Background, Face the Nation and other public affairs, special events and sports events, both regularly scheduled and seasonal.

‘Big News’ The 10-minute newscasts on the hour, called Big News, would be broadcast from 10 a.m. to 7 p.m. and, after World Tonight at 8 p.m. again at 9 p.m. and 10 p.m. The broadcasts at noon, 6 p.m., 9 p.m. and 10 p.m. would be reserved for local sale; those at 10 a.m. and 11 a.m. for network sale; the rest for both network (first 7½ minutes and local (last 2½ minutes) sales.

During the last minute-and-a-half took their favorite characters (as it often did in order to give them vacations, to accommodate a budget cutback or for other non-medical reasons). A wedding would bring tons of gifts, a new baby a shower of clothes and playthings, a death reams of condolences on paper often stained by tears and edged in black.

A condemned prisoner, murdered, according to newspaper accounts, confessed she was worried about the outcome of Abies Irish Rose, which was taking a virtually unheard-of summer hiatus at the time. “I won’t be here in September,” she sobbed, and the producers brightened her last days by sending a resume of the story line for the fall and winter.

Women obviously took the dramatized miseries seriously, and some people began to get worried. A psychiatrist, Dr. Louis I. Berg of New York, stirred up a storm that swept across the country when he declared in 1942 that, judging from stories of women undergoing change of life, serials were inducing a string of ailments ranging from arrhythmia to vertigo. All sorts of activity followed. The networks set up committees and hired researchers; others, including independent research organizations, got busy in many ways. Surveys were made, papers were printed and books published—and in the end, serials were exonerated.

A lot of statistics came out of these and similar studies. The serials’ audience was generally estimated at 20 million women. One project found that 54% of the available housewives were serial listeners and that the average fan listened to 5.8 serials a day. This was about 1944-45. Another study, commissioned by NAB and published in 1946 as “The People Look at Radio,” found that housewives were about evenly divided between listeners and non-listeners and estimated that the listeners averaged four serials a day.

The Origin of “Soaps” The object of this devotion had earned, in the meantime, a number of sobriquets less dignified than “daytime serials.” “Soap opera” remains the most popular term and, at the time of its invention, was well earned. Soap companies had been among the most ardent investors, and in 1939, which may not have been their high year, sponsored more than 40% of approximately 250 quarter-hour shows that were on the air each week. Procter & Gamble alone once had 19 different daytime and evening programs going on the networks, and that
of all these newscasts CBS would present so-called “soft” news; the affiliates who wished to do so might drop this portion and substitute local news. In addition, the final 2½ minutes of these programs would include a one-minute news item which affiliates, if they wished, might cue out for a local commercial.

Thus each affiliate would have these options: carry each 10-minute newscast in full; or insert a local commercial in the last portion of the broadcast, or drop the last 2½ minutes for the insertion of local news, with or without a local commercial.

On weekends, 10-minute newscasts for joint network-station sale would be carried at noon, 1, 3, 4, and 5 p.m. on Saturdays and noon, 4 and 5 p.m. on Sundays; and for local sale at 9 a.m. and 6 p.m. Saturdays and 9 a.m. and 10 p.m. Sundays. At five weekend periods—10 a.m. and 2 p.m. Saturdays and 10 and 11 a.m. and 1 p.m. Sundays—five-minute newscasts would continue (they're now sponsored by Chevrolet); CBS suggested that affiliates might follow them with five-minute local newscasts to continue the 10-minute format. In addition, six 10-minute newscasts on weekends would be reserved for network sale: 11 a.m. and 7 p.m. Saturdays and 2, 3, 6 and 7 p.m. Sundays, the first five minutes of which are sponsored by Chevrolet.

Features • The on-the-half-hour “information features” would be scheduled at 11:30 a.m. through 4:30 p.m. and again at 7:30 p.m. on weekdays, from 9:30 a.m. through 5:30 p.m. and at 7:55 p.m. on Saturdays and from 9:30 a.m. through 5:30 p.m. and at 7:30 p.m. on Sundays. Affiliates could schedule these programs any time within 25 minutes after they are fed by the network.

The new plan is expected to be the main subject for discussion at the annual meeting of affiliates, to be held Sept. 28-29 at New York's Waldorf-Astoria Hotel. Other highlights include a luncheon address from Frank Stanton, president of CBS Inc., a review of the Washington scene by CBS Vice President Richard Salant and the annual dinner, with CBS Radio talent and news correspondents as guests, on Sept. 28.

In 1942, "Got tired," he explained. The Hummert factory rolled on. Stella Dallas; Lorenzo Jones; Young Widder Brown, Backstage Wife, were among their best known entries in those years, along with Skippy and Terry & Mary, a pair which the Hummerts sold to General Mills to show the profit to advertisers working from Hollywood to New York while the show was on the air, managing to stay a few lines ahead of the actors. The show that day contained a few more long pauses than usual, but they passed unnoticed. The pause was a standard device in most soaps. Plots moved about an inch a day.

Ma Perkins and Bill the Barber (later Just Plain Bill) were among the earlier shows in the stream that Mr. Andrews turned out for the Hummerts. He quit in 1942. "Got tired," he explained. The Hummert factory rolled on. Stella Dallas; Lorenzo Jones; Young Widder Brown, Backstage Wife, were among their best known entries in those years, along with Skippy and Terry & Mary, a pair which the Hummerts sold to General Mills to show the profit to advertisers working from Hollywood to New York while the show was on the air, managing to stay a few lines ahead of the actors. The show that day contained a few more long pauses than usual, but they passed unnoticed. The pause was a standard device in most soaps. Plots moved about an inch a day.

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**TV PREVIEW**

**Fast** • It doesn't matter what there is to iron—hubby's shirt, sonny's cowboy hat, the hindu fakir's rope or the announcer's jacket—if the housewife uses Reddi Starch, all she has to do is spray and iron.

That's the gist of a series of eight-second TV commercials which are starting this month on stations in Indianapolis, Ind., and Cincinnati, Columbus and Cleveland, all Ohio, with expansion to include 33 cities throughout the Midwest, South and Far West by fall.

Union Starch & Refining Co., Columbus, Ind., is the sponsor of the TV spots, placed through Baer, Kemble & Spicer, Cincinnati, and produced by Format Films, North Hollywood, Calif.

Body award for excellence. Charles Jackson, who won fame with his novel *Lost Weekend*, turned out *Sweet River* for two years.

Aside from Mr. Jackson and Mr. Calmer, others have gone on to more permanent fame from serial stints. Don Ameche is said to have played the lead in as many as four serials at once. Jim and Marian Jordan, who became Fibber McGee & Molly, played miscellaneous voices in daytime operas in the early days. Actor Everett Sloane was Sunny Goldberg for a while, and Van Heflin and Joseph Cotten also appeared in roles on the *Goldbergs* show.

C. Martin Spicer, BK&S president, is account executive for Reddi Starch. At Format Films, Leo Salkin was responsible for the story and also directed some of the animated film spots. Animators were Stanley Wilkins and Alan Zaslove. Jules Engel was art director.

**Mail Pull** • The serials also set up a new concept of coverage maps for radio stations. P&G had used premium offers to find out where its listeners were, one of the first being a seed offer to *Ma Perkins* listeners in return for 10 cents and an Oxydol boxtop. Lever once got an estimated 2 million write-ins for a brooch offered by Rinso on *Big Sister*.

The Blackett-Sample-Hunnert agency used premium offers extensively—Dulane Jones, later known as the Boxtop King, was then with B-S-H—and sometimes, it is recorded, received more write-ins than the programs could claim in total audience.

John Karol, who was in charge of sales for CBS Radio before switching to CBS-TV a couple of years ago, recalls that when he first joined CBS in the early 1930s, as head of research, he adapted the premium-offer idea to obtain measurements of station coverage.

The Remnants • Out of the scores of serials that once filled daytime radio, four remain, along with two more recent entries, on CBS Radio. These are slated to go in November. *Ma Perkins* has been on for 27 years, and *Right to Happiness, Young Dr. Malone* and *Second Mrs. Burton* have been on for close to 20. The newer ones are *Couple Next Door*, which is outside the soap-opera tradition in that it is humorous, and *Whispering Streets*, which also departs from the norm by dramatizing separate stories. A seventh serial slated to leave, *Best Sellers*, which was launched only a few months ago, also doesn't really count as a daytime serial in the old sense: it serializes popular novels.

Approximately 50 to 60 actors and actresses are employed in these seven shows. By comparison, the soaps once gave regular employment to some 150 actors and part-time roles to 1,800.

Although CBS Radio's decision on serials marks the end of an era, it does not mean the end of serials. While their fortunes were waning on radio they were surviving on TV—where some of the oldest old-timers may still be found in modern dress. Among them: *Love of Life, Search for Tomorrow, Guiding Light* on CBS-TV and *Young Dr. Malone, From these Roots*, NBC-TV.

**A vast outpouring** • Irna Phillips was one of the most prolific writers of soap opera throughout its long, sudsy history. Her brain children include *Road of Life, Woman in White, Right to Happiness*, among others. P&G enthusiastically bought three of her properties for $175,000.

‘Pepper Young’s’ mother • Elaine Carrington began one of radio’s best loved serials in 1932 on NBC. Under P&G sponsorship, Pepper Young thrived.
WCYB Radio & Television is proud to receive the AP's national award of First Place for Outstanding Exchange of News through the Associated Press for 1960.

WCYB Radio & Television will continue to compile and relate the news with listeners and viewers given first consideration.

WCYB-TV's news superiority is proven by audience acceptance wherever it can be compared to its competition. WCYB-TV's 6:30 p.m. Esso Reporter exceeds the next station's 6:30 p.m. news by over 300% in homes.

WCYB-TV's 11:00 p.m. news exceeds the next station's 11:00 p.m. news by over 295% in homes. Weekly average homes per quarter hour delivered by WCYB-TV exceeds the other station's by almost 2 to 1. (ARB, March, 1960.)

WCYB Radio—690 kc—10 kw
TV—Channel 5

NBC for the Bristol, Va.—Tenn.—Tri-Cities Area

National Representatives:
HEADLEY-REED COMPANY
WSYR Delivers 85% More Radio Homes Than The No. 2 Station

18 Counties, 471,290 Homes, 1.6 Million People,$ 3 Billion Buying Power . .

AND SELLS THESE HOMES WITH RADIO’S GREATEST PERSONALITIES!

Bill O'Donnell
SPORTS

Deacon Doubleday
FARM

Carol Johnson
WOMEN

WSYR
5 KW • SYRACUSE, N. Y. • 570 KC
**AD RESPONSIBILITY DEFINED**

**AFA endorses Better Business declaration**

The Advertising Federation of America is giving official endorsement to the Assn. of Better Business Bureaus in codifying some of the rules of advertising vigilance. The BBB has defined "responsibilities" between advertisers and media and is asking businesswide acceptance. This ties in nicely with the AFA's own "Truth Book" approach, the federation says.

The association of 107 Better Business Bureaus asks for national and local action to make advertisers take responsibility to prove claims and media to require proof when copy is questionable or later questioned. All Better Business Bureaus ought to mediate in these cases, the association says in its "Declaration of Responsibilities for Improving Public Confidence in Advertising."

The association declaration moves into a new area, too—taste in advertising. While self-regulation of taste in advertising has not been traditionally within the province of Better Business Bureaus, the association says it believes now that they will consider channelling bad-taste complaints to national trade organizations and work with the local business community on plans to handle problems on this level.

Generally the Better Business recommendations dovetail with the AFA's police procedure recommended in the "Truth Book" released by AFA Vice Chairman John P. Cunningham of Cunningham & Walsh at the federation's convention last June, although this does not treat the subject of taste. The AFA recommends that local clubs establish ethics committees and advertising panels as watchdog groups, the panels including BBB representatives, local businessmen, agencies and media people. Nearly a quarter of the local business bureaus have become associated with this procedure in their cities.

The AFA, in endorsing the "Declaration," noted that AFA was the parent organization of the Better Business Bureau. The federation also said the "Truth Book" is in its second printing, with 10,000 copies planned for sale. The new edition will carry illustrations contributed by ad cartoonist Don Herold.

**Personal approach**

There's danger that advertising effectiveness can be lost in the "deluge of communications" that is threatening to engulf the populace. This oncoming electronic engulfment ought not to "obscure" the personal approach as "the most effective communication."

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**Radio-tv will help laundries sell shirts**

A New York shir tmaker is making retail history, with broadcast media slated to play a part in the distribution story. The manufacturer feels that "convenience shopping" and the "convenience media" of radio-tv are a natural combination.

This particular scheme links up a shirt brand with an unexploited sales outlet, the laundry-dry cleaning business, supported by nationally coordinated promotion. Last week, Arnold J. Weber, president of the manufacturing firm, the Registered Shirt Laundry Assn., had lined up a thousand laundry-dry cleaners as retailers for his Registered Shirt label. The figure is changing weekly, as the distribution network grows around the country, Palmer, Codella Assoc., advertising-public relations agency for Registered Shirt, said.

The advertising will be a joint undertaking between Registered Shirt Laundry Assn. and local sellers late this fall in 573 cities, a number that also is subject to change with distribution gains. Palmer, Codella is preparing 10, 20 and 60-second spots while the clients shop for availabilities in daytime radio and nighttime television. No details on schedule were available last week, but Mr. Weber reached by telephone in a Seattle laundry, did have this to say: "We in the laundry and dry cleaning field feel strongly on the sales effect of both these media. . . . In developing a corporate image for the outlet as well as the single product, radio and tv are most valuable for us at this particular time. They will give us the public coverage that any new marketing program must have in the initial months." The campaign also will make use of print and trade media.

Expansion ■ The national sendoff for Registered Shirts and laundries is based on tests conducted the past year. During this time Mr. Weber sold both distributors to the laundry trade and operators on selling shirts. Such sidelines as clothes storage were developed at laundries and one operator went beyond shirts to add a broad line of men's furnishings.

The author of the merchandising-service alliance is a 34-year-old veteran in the shirt business. Under the Weber plan, the Registered Shirt is sold at the laundry or at the customer's home by route men with the date of purchase stamped on the goods. The item then is guaranteed for a year, providing it is laundered by the company that sold it. During his shakedown year Mr. Weber overcame 50 laundries' skepticism and saw such results as $300-$600 added to a store's monthly gross.

Although it sells a male item, Registered Shirt has fixed women as primary shirt buyers and consequently is aiming advertising at them. The label is on three styles of cotton shirt, selling initially at $3.95.
What do you think of when you think of Oklahoma?

Cattle, Wheat, Oil, Football?

Add one more think. Manufacturing!

The Greater Oklahoma City Market has changed complexion in the past few years. Manufacturing has been added to the diversified base from which springs the fact that Oklahoma City is considered to be one of the five fastest growing cities in the nation. It can also be one of your 5 fastest growing sales territories.

This is one of a series of messages telling the story of the industrial, economic and business development of the Greater Oklahoma market, and the parts WKY RADIO AND TELEVISION play in the distribution and sale of advertised products not only in Oklahoma City but in the stations' 56-county coverage area.
The increased mechanization of farming has released thousands of highly adaptable native-born workers into the labor force in Oklahoma. Because of planning, these workers are being absorbed in the expanding industrial and manufacturing activity in the Greater Oklahoma City Market.

The new manufacturing plants being added to the scene each year find many attractions in the market... natural resources, ideal weather, abundant power... but above all, the most impressive difference is PEOPLE!

Oklahomans have "pride of performance." We've known this for years. Manufacturers are finding it out. A recent comment from a major industrialist included... "The vital factor in your progress has been the spirit, determination and pride of your people. This pioneering spirit, which attracted us* to Oklahoma, is the priceless ingredient in your economic expansion." (*name on request)

Newest and largest of the growing list of manufacturing firms in Oklahoma City is the new Western Electric plant. Initial work force... 4,000 people.

In the immediate Oklahoma City area alone, there are 14 industrial districts... several times that number in the WKY RADIO AND TELEVISION stations' coverage areas.

Bureau of Labor Statistics data shows the man-days lost annually through labor disputes for each Oklahoma worker to be just .27, compared to the national average of .64.

Dollar volume output per Oklahoma worker... $10,851 compared to national average of $10,634.

The expansion of manufacturing means more people... more jobs... more payrolls... more spendable income. WKY RADIO AND TELEVISION, in its established role of prime communicator in the market, tells the story of your products to the people enriched by this industrial expansion.

A Good Market In Which To Do More Business. Good Stations ON Which To Do More Business.

A few of the reasons are set forth on Page 4.
It's SALES power.

It's the difference between just doing what has to be done... and doing what CAN be done.

It's what WKY RADIO AND TELEVISION does to improve our service to our audience.

We either do it better... or not at all.

Example: WKY RADIO has always had better coverage than any other station in the market. But we have made three major improvements in transmitting facilities in recent months, just to widen the gap even further.

Example: WKY-TV not only was the 1st station in the market to have Video Tape. We installed TWO VTR machines, because this means better service for the advertisers.

These are just two examples, chosen because they're the kind of thing the audience generally is unaware of. But what the audience IS aware of is that WKY RADIO AND TELEVISION are the leading communicators in the Greater Oklahoma City Market.

This PRIDE does mean additional SELLING POWER. It means you're doing business with the BEST.

Being best is practically a mania with us, simply as a matter of pride. And it makes it harder all the time for others to follow us.
The robot-like "Mr. Machine"—a key-wound plastic toy—is Ideal Toy Corp.'s ideal toy and will serve as the identifying logo in all its tv advertising this fall. It will come at the tag end of the commercial. Ideal Toy said last week that "Mr. Machine appeals to all ages and both sexes and typifies the quality and play value which Ideal strives to build into all its products."

It also serves to emphasize the tv-thinking of long-time television advertiser Ideal. A company spokesman admitted Ideal would be spending "much more" in tv, noting "every toy company that's in television is increasing" its use of the visual medium.

Ideal will commence stepped-up tv advertising this fall with a taped hour-long kid's spectacular it'll produce in New York. It will be placed, through Grey Adv., its agency, in 19 cities starting around Sept. 25. The hour show will star Shari Lewis and will carry the six-word title of Christmas in September with Shari Lewis.

The robot of which approximately 30%—compared with the $22.4-$23.8 million level in 1959. The approximate $5 million increase—all of it presumably in tv—corresponds with the report that B&W's total advertising budget will rise from $28 million last year to "at least $33 million" in 1960, according to John W. Burgard, vice president in charge of advertising.

Brown & Williamson's increasing television activity is illustrated in the recent appointment of Arthur C. Erickson as head of tv operations. He previously handled tv activities on the American Tobacco account at BBDO. Mr. Erickson is based at Brown & Williamson headquarters in Louisville, where one of his main responsibilities will be the placement of cigarette brands on six network programs in which B&W will participate this fall. Orders are placed through Ted Bates.

For tv: more of 'Mr. Machine'

'TOBBACCO AND TV
New brands spark bigger B&W budget'

The tv support in introducing Belair and Kentucky Kings cigarette brands nationally earlier this year is pointed out in Brown & Williamson Tobacco Corp.'s disclosure last week that the firm's tv expenditures in 1960 will move up to a total $26.4-$28 million, compared with the $22.4-$23.8 million level in 1959. The approximate $5 million increase—all of it presumably in tv—corresponds with the report that B&W's total advertising budget will rise from $28 million last year to "at least $33 million" in 1960, according to John W. Burgard, vice president in charge of advertising.

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For the second half of 1960, Mr. Burgard told Broadcasting last week, the tobacco firm's ratio between network and spot tv will be about 2½ to 1 in favor of network. In 1959, Brown & Williamson was reported to rank first in spot tv in its product category, with expenditures more than double the next company. Its Viceroy brand ranked second among all cigarettes advertised, first in spot tv and fourth in network coverage. The advertiser's radio budget is slight, but what little is spent is used mostly for tests.

"Kentucky Kings brand has taken off at a higher rate than was anticipated," Mr. Burgard declared when queried on the success of its introduction this summer. He pointed out that in the launching of various filter tip cigarettes in recent years, metropolitan areas were the first to click with the brands, but the appeal for the all-tobacco-filter Kentucky Kings has been just as great in rural areas as in the cities.

Cities Service names
Lennen & Newell

Cities Service Oil Co. (petroleum products), New York, last week appointed Lennen & Newell, New York, as its advertising agency, effective Jan. 1, 1961. Billing is estimated at $4 million, of which approximately 30% is in radio-tv.

The account will be leaving Ellington & Co., New York, which has been Cities Service's agency for the past 13 years. No reason was given for the move but reports circulated that the shift was tied in with a new advertising approach to be adopted by the company. The institutional advertising slant emphasized in recent years, it was said, will be replaced by one that will be more aggressive and designed to improve product sales.

Scholarship list

The Advertising Federation of America is compiling a list of advertising marketing scholarships offered to students contemplating careers in those areas. Organizations that sponsor such awards or are interested in establishing scholarships in these fields are asked to communicate with George T. Clarke, bureau director of the Advertising Federation of America, 250 W. 57th St., New York 9, N.Y.
Fondren calls for ad world unity

Speak up in defense of advertising.

That was the message Lee Fondren, station manager and director of sales of KLZ Denver, gave the Advertising Club of Los Angeles and the Los Angeles Advertising Women at a joint luncheon Tuesday (Aug. 16).

Restrictive legislation, cropping up in ever increasing numbers of bills in national and state legislatures, present a "real danger to our system of marketing and advertising," Mr. Fondren declared. "Hardly a day passes when we don't hear or read of a new proposal to 'put us in our place' and protect the public from advertising."

While there is some general anti-advertising legislation, "usually the sponsor of a bill to restrict advertising picks out a single part of the business and concentrates his fire there. That way, he seems to be trying to correct a particular wrong against the public. And there's the secret. Only those in that one phase of advertising pay any serious attention to what's happening. It doesn't excite the rest of us because it isn't directed at our pay check."

What Hurts One . . . = "But it should concern us," Mr. Fondren asserted. "We should realize that what hamstrings one part of our industry will surely hurt all of us—and the economy of our country as well—in the long run."

In the broadcast field, he reported, "legislation is afoot to put the FCC in the program business and give it powers to suspend a license and fine the station operators in case they feel the station's programming isn't right. If this can go through, it could become a matter of government agency interpretation as to whether the stations were doing right in carrying advertising for certain products and services."

"If this can happen to broadcasting, it could happen to print, as well," he warned.

"As advertising men and women we should never tolerate unwarranted attacks on any part of the industry. . . . Of course no one would ask any of us to defend some practice we know to be wrong. In that case it should be our role to point out the bad practice to our friends in the area involved. But when we know there's another side to the story, we owe it to ourselves as well as the other ad man to speak up and set the record straight."

World Wide sells its Olympics' coverage

Three major international companies have signed with the World Wide Broadcasting System Inc. to sponsor daily rebroadcasts of the Olympic Games on a network of more than 100 Latin American radio stations. The sponsors are: International Telephone & Telegraph with its associated companies; Outboard Marine International, makers of Johnson, Evinrude and Gale motors; and Firestone InterAmerica Co., the Latin American subsidiary of Firestone Tire & Rubber Co.

The rebroadcast network includes stations from Mexico to Chile. Each of
To meet the exacting performance demands in the broadcasting of transcribed music . . . to greatly improve the reproduction qualities of each on-air recording . . . these are the desires of every broadcaster. And achieving this smooth as silk reproduction is the primary characteristic of the new Gates 12 and 16-inch professional transcription turntables for 33½, 45 and 78 RPM.

Rumble for both the 12 and 16-inch models is at a new low for either broadcast or high fidelity standards, while wow and flutter far exceed acceptable standards for high-quality commercial broadcasting.

The new Gates 12-inch turntable is identical to the 16-inch sales leader, model CB-500. In the new CB-77 12-inch chassis is the same ingenious inner hub drive system to greatly reduce rumble, the same smooth speed change system, the same smooth and silent rocker arm, illuminated on-off switch . . . the only difference is the reduced size, affording broadcasters a more compact turntable arrangement in today's busy control room.

For complete information on both 12 and 16-inch turntables and accessories, write today for the new Gates 12-page Turntable Guide—yours for the asking.
the programs to be broadcast in Spanish will be a half-hour in length and will feature Guillermo Caram, World Wide's director of the Latin American Div., and Raul Matas, European correspondent for WRUL New York, the key station in World Wide. Programs from Aug. 24 through Sept. 11 will originate in Rome and will be carried by wireline to WRUL's New York studios. From there they will travel by wireline to the station's transmitters outside Boston where they will be beamed at 8:45 p.m. EST over four separate international frequencies (17.750, 17.845, 15.380 and 11.830 megacycles). The broadcasts are expected to reach more than three million listeners, according to Walter S. Lemmon, founder and president of World Wide Broadcasting.

Ted Bates to get Boyle-Midway account

Boyle-Midway's expected departure from J. Walter Thompson, New York, in October probably will be Ted Bates' $4.5 million gain.

When the $4.5 million Boyle-Midway account leaves JWT, that agency will lose approximately $3.6-$3.8 million a year in television billing the account is estimated to have represented. Boyle-Midway is a division of American Home Products Corp., a top national advertiser and a major TV user, and has such products as Aerowax, Aero Shave and Black Flag.

Ted Bates & Co. also is the agency for Whitehall Pharmacal, a division of American Home Products. It's been reported that Tatham-Laird, another agency sharing in the billing of American Home Products, was in contention for the Boyle-Midway business.

Also in advertising

Freberg commissioned ■ J. Walter Thompson Co., Detroit, has commissioned Freberg Ltd., Hollywood, to create and produce a national radio campaign to introduce the 1961 Ford. Plans call for a minimum of three one-minute spots to be broadcast starting in September.

Baltimore merger ■ Brahms-Gerber Adv. has announced its merger with Birnbaum-Wolff & Co., both Baltimore. The merger creates an advertising agency with a staff of 15 and billings in excess of $1 million annually, the announcement said. The new firm will be known as BBG&W. Elected officers are Jack Gerber, president; Harold F. Wolff, vice president; Zalmen J. Birnbaum, secretary and Jack Brahms, treasurer.

Leaving La Roche ■ The Warner Brothers Co., Bridgeport, Conn., has appointed Doyle Dane Bernach Inc., N.Y., to handle advertising of its girdles, corsets and bras, starting with the fall 1961 campaign. No definite media schedule has been set, but the budget for consumer advertising is said to be well over $1 million. The account is currently with C. J. La Rache & Co., N.Y.

On view ■ Airequip Mfg. Co. (slide projectors, viewers), New Rochelle, N.Y., has appointed Sudler & Hennessey Inc., N.Y., to handle its $400,000 annual budget for advertising and promotion. Starting in the fall, Airequip will use network TV, including participations in NBC-TV's Today and Jack Paire Show, to introduce the new Superba 35 mm projector line.
“So . . . what’s so good about Movie Masterpiece?”

“It’s just the most potent TV movie line-up in Denver . . . That’s all.”

(. . . And it’s on KBTV-Channel 9 . . . ABC in Denver)

“Oh yes! Here are some samples for September through December.”

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<th>Movie Title</th>
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<td>APARTMENT FOR PEGGY</td>
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<td>SPELLBOUND</td>
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<td>ROMANCE OF ROSY RIDGE</td>
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<td>TALE OF TWO CITIES</td>
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<td>BELLS OF ST. MARY’S</td>
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<td>THE LAST OUTPOST</td>
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<td>MRS. MINIVER</td>
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<td>MY FRIEND FLICKA</td>
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<td>REBECCA</td>
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<td>CAPTAIN FROM CASTILE</td>
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“And they are on KBTV seven nights a week at 10:00 P.M.”
Proctor-Silex Corp., Philadelphia—once Proctor Electric Co., an upstart in the electrical appliance manufacturing business—now has a place among the larger corporations in the land as well as in the ranks of major tv advertisers.

For Proctor, size and tv use have been related. As the company increased its television, the firm grew in sales. In 1954, the year when Proctor first tested spot tv in New York, sales hit $4.6 million. Last year’s sales were $19 million. This year the firm will show an estimated $26-27 million in consumer appliance sales. Another $13-14 million will be added from its merged and non-consumer operations this year.

The company popped into the advertising news last week by announcing it would throw its heaviest tv support yet in back of its fall (Sept. 12-Dec.1) selling season. Proctor-Silex will be in 100 major markets through participation in six NBC-TV daytime shows (Jan Murray, Concentration, Dough-Re-Mi, From These Roots, Make Room for Daddy and Here’s Hollywood).

The advertiser also noted that it would return in its tv advertising to its animated characters of Mildred and Albert (originated by Proctor’s agency, Weiss & Geller; animated by Ernest Pintoff and produced by his Pintoff Productions in New York) which sold millions of toasters and irons for the company over the years.

Last spring, Proctor used a group of filmed commercials on network that featured Jerry Lewis and the comedian’s wife. Mildred and Albert had been a near-advertising trade mark for Proctor on spot tv as the appliance manufacturer increased its use of the medium and entered a period of spiralling sales.

Spot to Network = While Proctor-Silex got its start via spot (New York was first and Los Angeles and Philadel-phia followed in the 1954 spot testing), it’s tv now is all network. From its three test cities, Proctor’s spot tv had grown in only a few years to spot in 40 markets. In 13 weeks of testing spot tv in New York, the number of Proctor dealers rose from 300 to 3,000.

The secret of its tv success: Proctor early in its advertising strategy decided it had a product that must be demonstrated, did this on tv, using the medium spectacularly as a personal selling tool.

While Proctor-Silex could trumpet the return to tv of Mildred and Albert (recorded voices of Pat Carroll and Allen Swift) and the tv opening of 100 major markets to its product line, the big noise for tv actually was in the background:

With little fanfare accompanying its deliberations, the company is considering (1) the addition of spot to its current network and (2) the eventual debut in tv of its Silex line.

Business briefly

Time sales

Radio debut = Henry I. Siegel Inc., N.Y., which has previously advertised its H.I.S. brand sportswear in magazines, trade papers and direct mail, will start a 13-week test run today (Aug. 22) over WINS New York, using three spots daily (Mon.-Sat.). All spots in the $15,000 campaign will be delivered in contemporary teenage jive talk, with jazz music background, by Jack Lacy, host of the Jack Lacy Show. Agency: Leber & Katz Inc., N.Y. It’s reported that should the test run pay off, H.I.S. will buy radio nationally.

Cecoo tests radio = Cecoo Engineering Corp., through Claude E. Morris & Assoc., L.A., has started a test radio spot campaign for Cecoo-Magic, treatment for brake linings and clutch
the
OLYMPIC
METRO STATIONS

proudly announce
the appointment
of

H-R
REPRESENTATIVES, INC.

as
National
Representatives

Your buy is SET in the Pacific Northwest with one purchase! Three 5,000 watters completely dominate the Puget Sound area. They are contiguous and complementary – with a slight overlap to guarantee positive penetration. This new concept of buying a total market at one rate delivers a most efficient cost per thousand, the surest penetration and indisputable impact. The Big Three are now ONE... delivering most of the radio listeners most of the time.

Your nearest H-R Representative has a new, exciting story to tell you – along with a brand new rate structure that will completely cancel out any problems you may have had making a smart buy in the big Pacific Northwest.

ALL THIS... AND LOCALIZED MERCHANDISING TOO!
A fresh approach to an old story

U.S. Steel and BBDO, its agency, lightly ribbed steel’s best customer—the automobile industry—on television in an unusual fresh approach to an old need.

The need as felt by advertiser U.S. Steel has been to remind the country’s automobile buyers and riders that it’s steel which makes the four-wheeled vehicle so sturdy and safe.

The new approach: a 2½ minute animated commercial that pokes a little fun at the foibles of the auto industry while ramming home the idea that the use of steel in bumpers, in wheels and even in auto trim makes for a vehicle that’s better looking, safer and more practical.

The commercial’s debut on U.S. Steel Hour (CBS-TV) on June 15 pleased client and customer Detroit. Result No. 1: the commercial, called “Materials Salesman,” was repeated on Aug. 10. Result No. 2: another animated cartoon about autos is being prepared for U.S. Steel’s tv spectacular “Step on the Gas” that will be networked in October.

The choice of producer and talent for the commercial was regarded in this instance as part of the agency’s creative effort. With this encouragement, the BBDO team—Jack Goldsmith, a tv art supervisor, and James Huff, a tv copywriter—went to work.

In reviewing their experience with the commercial the team recalled this unusual development as illustrative: Comedian Don Adams, who had been selected for the character voice of the materials salesman, became so enthused in the briefing that he took the commercial script home the night before the recording session.

When Mr. Adams appeared at the studio the next day it was obvious he had memorized the script (ordinarily all he would have had to do was read the lines) and had marked those lines he would suggest for gags or for change of emphasis. Such creative development inevitably gained theatrical quality when combined with the drawing skill of Ernie Pintoff who was producer-director via his Pintoff Productions, New York.

The “star” of the commercial is a salesman who is a sharper with a likable quality despite his aggressiveness. He appears at the Colossal Motor Car Company (in Detroit) to sell his bag of substitutes for the steel used in automobile manufacture.

The hard-boiled president of the company, secure in the “yessing” of three vice presidents, won’t take china for the steel bumper; gingerbread mix for the stainless steel auto trim or flexible putty for autos’ rugged steel wheels. Consequently the salesman is forcibly ejected from the sacred domain of Colossal Motor Car Co.

Friendly wink at Detroit ★ The U. S. Steel cartoon winks good-naturedly at Detroit foibles while stressing the importance of steel in auto manufacture. In sequence: (1) the salesman arrives at the “Colossal Motor Car Company” identifying himself as from “the Wonderful Materials Company.” His audience is the Colossal president accompanied by three vice presidents in a “group think.” Proposed is gingerbread for auto trim (c)—“do you know what car buyers call car trim? They call it gingerbread showing a deep subconscious desire for this Instant Gingerbread Auto Trim ...”—and putty car wheels (r) for pliability and permitting the driver to place “driving skill against the uncertainties.” Colossal is sure that steel manufacture remains the best and so provoked, the company veeps haul the salesman away while the president points to the exit rasping, “Get him out of here.”

Kicks for cars ★ American football telecasts have been picked to carry the ball for foreign cars in California this fall. Northern and Southern California Renault Dealers Assn., through Len Weissman Co., L.A., has purchased one-sixth sponsorship of the 17 American Football League pro football games, Sundays and Thanksgiving, on 12 California stations of ABC-TV, sharing with five national sponsors. Competition Motors (Volkswagen and Porsche), through Doyle Dane Bernbach, L.A., will be quarter-sponsor of the 13 NCAA college football telecasts, Saturdays and Thanksgiving, on five ABC-TV stations, sharing the grid games with three other national sponsors.

Agency appointments ★ Seeco Inc., Santa Monica, Calif., appoints Curtis Winters Co., L.A., to handle all advertising and publicity. Seeco designs and manufactures aircraft and missile parts and assemblies as well as automated machine tool systems.

The Capital Finance Corp., Columbus, Ohio, appoints McCann-Marschalk, Columbus and Cleveland, as its advertising agency effective Sept. 15. John Ribbing will serve as resident account executive of the personal loan and finance-savings company.
WAVE-TV Gives You
28.8% MORE HEADACHES!
(headaches your products can soothe, that is!)

In any average week, at least 28.8% more people watch WAVE-TV than any other TV station in Kentucky, from sign-on to sign-off. And ALL these extra families of course have their share of headaches, sweet teeth, yens for new automobiles, etc.!

WAVE-TV gives you much lower costs per 1,000 than any other TV station in Kentucky.

These are FACTS. Ask us (or NBC Spot Sales) for the proof.
THE TURTLE AND THE HARE
Press rates outstrip circulation since '46

The average line rate of U.S. daily newspapers has gone up 84% since 1946, while circulation has gone up only 11.1%. Sunday papers have boosted rates by 62.9% while adding but 13.2% to circulation.

These figures are from the Assn. of National Advertisers' latest report on newspaper circulation and rate trends, being released today (Aug. 22). The study, showing postwar circulation and papers boosted rates 62.9% by 62.9% and Sunday papers have gone up 84% since 1946.

The study also reviews the rate-and-circulation trends of six Sunday magazine groups and two Sunday comics groups.

Data for the 115-page report was compiled by Standard Rate & Data Service to ANA's specifications. Nine members of ANA may buy copies ($15 each) from the association, 155 East 44th St., New York 17.

Increase radio news, services says Sarnoff

Radio's future lies in the "number and variety" of services it can provide to "the limit of human ingenuity and technical possibility." NBC Board Chairman Robert Sarnoff told dignitaries at the 40th anniversary celebration of WWJ Detroit (see picture box this page).

Mr. Sarnoff's view of what radio means to the community today included a composite picture of increased attention to news, specialization on local service and more emphasis on individual or specific needs. The NBC head noted that the ability of a single fm channel to carry a number of signals simultaneously holds promise for greatly expanded use. He pointed to NBC's plans for specialized fm services for doctors.

On another tack, Mr. Sarnoff made a point of NBC's accent on youth: "Most of our top people are in their early or mid-forties, yet have 20 or more years behind them in broadcasting. We have youth seasoned with experience. My youth organization is never bound by precedents, never afraid to try something new."

NAB committees

Memberships of three NAB standing committees were announced last week by the NAB Policy Committee. The committees are:


NAB Engineering Advisory—A. James Ebel, KGLN-TV Lincoln, Neb., chairman; Warren L. Braun, WSVS-AM-TV Harrisonburg, Va.; Andrew L. Hammerschmidt, NBC; George P. Hixenbaugh, WMT Cedar Rapids, Iowa; Thomas E. Howard, WBT-WBTY (TV) Charlotte, N.C.; Leslie S. Learned, MBS; Frank Marx, ABC; James D. Parker, CBS-TV; Russell Perl, KHSI-TV Chico, Calif.; Wilson Ramay, WREC-AM-TV Memphis; Robert M. Silliman, Assn. of Federal Communications Consulting Engineers; Rudy N. Starnes, KDBU-AM-TV Lubbock, Tex.

NAB Broadcast Engineering Conference—Virgil D. Duncan, WRAL-TV Raleigh, N.C., chairman; J.D. Bloom, WWL-TV New Orleans; Warren L. Braun, WSVS-AM-TV Harrisonburg, Va.; Raymond F. Guy, NBC; Leslie S. Learned, MBS; Liaison with NAB Convention Committee—Merrill Lindsay, WSOY-AM-FM Decatur, III.; Frank Marie, ABC; James D. Parker, CBS-TV; J.S. Petrul, KETV (TV) Omaha; B.E. Windle, WGLT-AM-FM Newark, Ohio.
New research concept, measuring significant audience in seven areas, shows more families spend more time listening to WBZ than any other Boston radio station! Get the full Pulse report from your AM Radio Salesman.
ACCENTUATING TV'S POSITIVE SIDE

Syracuse seminar hears about need for a favorable TV image

Broadcasters might as well blame themselves for (1) the public's bad image of broadcasting and (2) the wide acceptance of the public-owns-the-airwaves concept.

These thoughts dominated a weekend seminar of broadcast executives that wound up Aug. 15 on the campus of Syracuse U. A score of broadcast executives attended the seminar, discussing industry issues with members of the Syracuse faculty and a group of industry executives who served as guest teachers and panelists.

A prominent educator, Kenneth G. Bartlett, public affairs vice president of Syracuse U., chided broadcasters for their failure to meet criticism head-on and their passive acceptance of adverse propaganda.

Louis Hausman, director of the industry's Television Information Office, challenged the well-worn statement that the public has legal rights to the air waves which justifies federal program regulation.

Dr. Bartlett said he had never known a business or profession "that changed modern life so much or contributed so greatly to the culture of our time or was so widely accepted in so short a time and still received so little recognition from scholars and the day-to-day observers of the current scene," as has the broadcast industry.

The result, he said, is "an image of program mediocrity, cliches, absurd advertising and fraudulent quizzes that broadcasters have allowed to develop.

The Solution □ Dr. Bartlett said broadcasters "must conserve the best things they do, much as other means of communications do in libraries."

He proposed that individual stations consider the listeners in their coverage areas "as stockholders in a community enterprise" and that annually each station account for its past year in a pamphlet and through on-the-air reporting. These reports, resembling annual reports to stockholders of corporations, would contain a quantity analysis of program structure and quality analysis by observers with reference to station policy.

Next, Dr. Bartlett called for an overhaul of broadcasting education. "Colleges and universities in offering instruction made mistakes many years ago by concentrating on how-to-do-it courses instead of probing why it is done. The emphasis upon skills often to the exclusion of an attack on substance (the nature of freedom, the right to know, the standards of quality) led to lack of confidence in what was being offered academically."

The result of this attitude, he said, was "to widen the gap between the broadcast profession and education."

He urged broadcasters to become more interested in mid-career training and said broadcast education must be centered more around study of broadcasting as a means of human communication, with more attention to the social sciences and the "social fallout" of modern science.

Research has been slighted, he said, deploring the fact "that so rich an industry as broadcasting has done so little to promote research into any areas, including approaches to broadcasting responsibility."

"Criticism of broadcasting will continue until broadcast leadership acquires a purpose appropriate for our time in history," Dr. Bartlett concluded. "Progress toward better broadcasting fare will be slow and tortuous until a less confused purpose is defined and personnel are trained to accomplish that goal. By means of entertainment, and otherwise, man from the sum total of offerings shall be increasingly inspired, enlightened and within the limits of human imagination, aided in understanding. If the medium, and those who work in it, would be so dedicated, I am confident that our public image would be more respected and that our contribution to human betterment would become even more important than it already is."

Serving Society □ Posing a series of questions confronting broadcasters who serve American society, Mr. Hausman asked seminar members to consider objectively such matters as presentation of controversial issues, the duty to provide programs "for the good of society," children's programs, offense to special groups and the program pressures of advertisers.

In raising the matter of the public's legal rights to the airwaves, he reminded that nothing happens to an airwave until a permittee builds transmitting equipment and studios, hires talent and puts on programs. "Nothing happens in terms of air transportation until private enterprise has built the airplanes and staffed them and kept them flying," he said. "On this theory it is possible that the functions of the FCC and Civil Aeronautics Board are primarily and chiefly—perhaps even exclusively—to keep signals and planes from bumping into each other."

"What precisely does the public own when we say that something is property?" he asked. "Is the public a majority or is it each individual? Are the words...
'public ownership' simply a semantic fiction or do they refer, in fact, to certain specific claims that individuals may assert.

"For example, the subway systems in New York City are municipally operated and presumably owned by the public. I suspect though that if any passenger were to take even one strap from a subway car on the assumption that this represented his portion of ownership, he'd be more likely to end up with a summons than a strap."

"If as with the British Broadcasting Corp. the government—that is, the people—owned the studios and transmitters, then there would be no question of government control of programming," he told the meeting.

Mr. Hausman discussed implications of the theory the public should be given what is "good for them," recalling many people didn't like being forced to see the political conventions if they looked at TV.

"There are two opposing points of view," he continued. "One view holds that what is happening is so important to the workings of a democracy that—whether it likes it or not—the audience should have no choice. This view is buttressed by the fact that there is a difference in what the viewer sees on different networks. This difference results from the editorial judgment of each network's news director who, on occasion, selects out those incidents which seem to him to serve best to clarify what is happening.

"The opposing point of view says that essentially it is the same event, the differences are slight in what the public sees on one network or another, and it is wasteful to use all facilities for one event. It goes without saying that this view asserts that it is an undemocratic limitation of choice to deny audiences access to other programs. A considerable segment of the public and critics have expressed themselves on both sides."

**Forced Duty** • Pushing the question further, he said some people say all important events should go out over all TV facilities simultaneously, with society having a right or even a duty to force its members to do things for their own good. This raises problems of application. "Where do you draw the line and who draws it?" he asked. "Should we agree with the proposition that cultural or informational programs should not be scheduled against escape fare since there is ample evidence to indicate that information of culture inevitably will lose out in such a situation? And that the people whom we most might want to inform or 'improve' are least likely to be attracted when they have another choice?"

Mr. Hausman reminded that research indicates mass media tend to reinforce and fortify existing attitudes rather than significantly change them.

He asked if any one group "has the right to use a popular and limited-access medium to depict a way of life or a set of values that does not jibe with those held by the community?" And he raised the problem of controversial programming. There is ample evidence to answer the charge that advertisers shy away from news, public affairs and serious dramatic programs, he said.

Dr. Eugene S. Foster, chairman of the Syracuse U. TV and radio department, led the seminar faculty. With him on the staff were Dr. Bartlett, who heads the Syracuse Television & Radio Center; Philip Cohen, vice president of Sullivan, Stauffer, Colwell & Bayles; James Day, KQED (TV) San Francisco; Mr. Hausman; A. Louis Read, WDSU-AM-TV New Orleans; Richard Salant, corporate vice president of CBS Inc.; Edward Stanley, public affairs director of NBC, W.C. Swartley, WBZ-AM-TV Boston and Ralph Steele, of the Oregon State System of Higher Education.

Mr. Salant voiced encouragement over the industry's future after hearing seminar participants talk objectively about the industry. He urged network affiliates to assume increased responsibility in keeping their networks informed about their program views. He called for improved quality in all TV programming, not merely public service.

Mr. Cohen said responsible advertising agencies believe quality program-

Radio Moscow helps CBS News cover trial


For the early days of the trial, Mr. Kalb filed voice reports by radio circuit. He had film crews on hand, but only Soviet cameras were in the court-room, it was understood. Newsman were allowed to take pictures off the tube of Soviet tv coverage. The first of the Russian tapes granted to CBS News was used Thursday evening (Aug. 18) on The World Tonight, 8-8:15 p.m. The network said it would continue to use the recordings as they arrived in America.

Mr. Kalb was accredited by the Soviet Union last spring to re-open the CBS News bureau in Moscow after it had been closed some 18 months after a conference of a play, “The Plot to Kill Stalin,” on CBS-TV’s Playhouse 90 Sept. 25, 1958.

Calif. stations win public service awards

Gold medals for outstanding public service programming by California radio and tv stations will be presented to KNX Los Angeles, whose Blackboard Dilemma made it the winner in the metropolitan radio station class; KTIM San Rafael, non-metropolitan radio winner with Marin Sounding Board, and KPIX (TV) San Francisco, chosen best metropolitan tv station for Life in the Balance. California Governor Edmund G. Brown will make the presentations at the press-radio-tv banquet to be held during the annual California state fair & exposition, Aug. 31-Sept. 11 at Sacramento.

Mr. Brown will also present silver medals to KPFA (FM) Berkeley, metropolitan radio, House Un-American Activity; KRON-TV San Francisco, metropolitan television, Medical Show; KNTV (TV) San Jose, non-metropolitan tv, Hooked.

Bronze medals will go to KPFA, metropolitan radio, Great Stories of the

Symphony sells on WLOL-FM

Sales of season tickets for the Minneapolis Symphony Orchestra have spurted following a 12-hour public service program broadcast by WLOL-FM that city. The idea was developed by N.L. Bentonson, president, and Thomas H. Ruben, general manager of the station.

With the volunteer services of John W. Forney Inc., Minneapolis agency, the noon-to-midnight program presented a musical preview of the coming symphony season. The Minnesota Orchestra Assn. was allowed to sell time and pocket the proceeds for its guaranty fund campaign.

“As a public relations effort it could not have been better or more effective,” according to Richard M. Cisek, assistant manager of the orchestra. “Telephone calls coming into the office reflected a universally high volume of season ticket inquiries. Largely as a result of this we now find ourselves 220 season tickets ahead of a similar period a year ago and closer to the $341,000 fund goal. This was the first time that a massive tribute of this sort had been given to us by a local radio station.”

Sponsors were given co-sponsor identification at the start of each of the 12 hours during the special broadcast plus two one-minute institutional-type messages. Forney Inc. supplied copywriting, promotion and programming services.

Charles S. Bellows, president of the orchestral association, said, “This was a fine public service and I know that I am speaking not only for our board of directors, but also for all members of the symphony and, in effect, the entire community, in expressing our gratitude to all who made the program such a success.”
Newest in a Complete Line of RCA Transistorized Amplifiers

NEW BA-34A
featuring plug-in construction easy-to-service. Output transistors are mounted on circuit boards at rear of chassis.

NEW RCA 10 WATT TRANSISTORIZED MONITOR AMPLIFIER needs only half the space and 30% of power of earlier models!

Here's the newest in RCA's complete new line of transistorized audio amplifiers. The BA-34A is the latest in a large and famous line of RCA Monitor Amplifiers. It provides all the quality, reliability and convenience of earlier models but takes only half the shelf space and uses far less power. (Reduces heating as well as power consumption.)

Provides power output of 10 watts with excellent frequency response and very low distortion. Has bridging input and "high-gain" input for operation from low-level microphones. Standard RCA plug-in type shelf mounting—proved best and most convenient in hundreds of AM, FM and TV installations.

The BA-34A is completely compatible with other RCA audio and video units. With the BA-31 Preamplifier and BA-33 Program Amplifier it makes possible a completely transistorized custom audio installation.

Ask your RCA Broadcast Representative about the complete line of transistor amplifiers. Or write to RCA, Dept. KD-22, Building 15-1, Camden, N.J. In Canada: RCA VICTOR Company Limited, Montreal. Another fine new product from the Broadcast and Television Equipment Division of RCA!
Changing hands

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

- KDAL-AM-TV Duluth, Minn.: Sold by Red River Broadcasting Co. to WGN Inc. (Chicago Tribune—WGN-AM-TV) for $3.3 million (CLOSED CIRCUIT, Aug. 15). Sellers are the estate of Dalton LeMasurier (who was killed in an airplane accident in 1957), which owns 77.7%, and Odin S. Ramsland and Robert A. Dettman, each owning 11.1%. The transaction also includes five uhf translators in Minnesota. No change in personnel is contemplated, it was announced; Mr. Ramsland will remain as general manager and Mr. Dettman, as chief engineer. WGN Inc. has common ownership with WPIX (TV) New York (New York Daily News). KDAL was founded in 1936 and operates on 610 kc with 5 kw. KDAL-TV went on the air in 1954 on ch. 3. Both stations are affiliated with CBS. Broker was Blackburn & Co.

- KTVE (TV) El Dorado, Ark. (Monroe, La.): 80% sold by William H. Simons, widower of Mrs. Simons, to F. Blackmur, president of Transcontinental Television Corp., to B. Gerald Cantor, president of National Theatres and Television. Transcontinental received FCC approval of its purchase of WDAF-AM-TV Kansas City on July 13. The transaction was completed last week at the Marine Midland Bank in New York City.


$9.75 Million  This amount is on the check passing from David C. Moore (r), president of Transcontinental Television Corp., to B. Gerald Cantor, president of National Theatres and Television. Transcontinental received FCC approval of its purchase of WDAF-AM-TV Kansas City on July 13. The transaction was completed last week at the Marine Midland Bank in New York City.

Mr. Simons bought ch. 10, NBC-affiliated station for $1.1 million (AT DEADLINE, July 11). He sold minority 48.9% to Veterans during past three weeks, and application for 31.7% sale to same buyer was filed last week. Present licensee, Home Broadcasting Co., still owes $850,000 on purchase, payable over number of years.

- WBOF and WYFI (FM) Norfolk, Va.: Sold by J. Leo Hoarty Jr. and associates to Washington attorney Temple W. Seay for $260,000. Mr. Seay is associated with Dow, Lohnes & Albertson, Washington, and plans to retire from law practice to devote full time to his broadcasting interests. Mr. Hoarty, president and general manager of both stations, will remain as general manager of both stations; he also will be a 20% stockholder of the new ownership. WBOF, assigned to Virginia Beach, operates on 1550 kc with 5 kw daytime; WYFI uses 11.5 kw on 99.7 mc. Broker was Howard S. Frazier Inc.

- WMMW Meriden, Conn.: Sold by C.A. Shultz and associates to Meriden Radio Inc. for $125,000. Meriden Radio comprises Ralph N. Weil, Arnold Hartley and Edward Connolly. Same three have interests in KATZ St. Louis and have bought KCOR San Antonio, Tex. (CHANGING HANDS, Aug. 1). Gus Krutttschnitt, now general manager of WMMW, remains as executive vice president. WMMW is a 1 kw daytime on 1470 kc. Mr. Weil heads group applying for North White Plains and Poughkeepsie, both New York.

Sacramento fm group

The six independently programmed fm stations of Sacramento, Calif., have formed a group to be called the Sacramento Valley Fm Broadcasters. Members are KCRA-FM, KEKR (FM), KHIQ (FM), KJML (FM),
KSFM (FM) and KXRQ (FM). Officers are: Louis Gerlinger of KJML, president; Orel Phillips of KCRA-FM, treasurer, and Carl Auel of KEI, secretary.

**NAB tv code board moving to Life Bldg.**

NAB's TV Code Review Board will move its New York office next month to permanent headquarters in the new Time & Life Bldg., 1271 Avenue of Americas, in the center of the broadcast-advertising area of midtown Manhattan. Currently the office is located at 380 Madison Ave. in the Transcontinental Television Corp. quarters. The New York TV code office of NAB was opened earlier in the summer with Stockton Helfrich, formerly NBC continuity acceptance director, in charge. Mr. Helfrich announced last week the appointment of Warren H. Braren as his assistant. Mr. Braren was with Ted Bates & Co.

**Media reports**

**Wometco dividend** The board of directors of Wometco Enterprises Inc. voted a quarterly dividend of 17½ cents a share on Class A and 6½ cents a share on Class B stock, payable Sept. 15 to stockholders of record Sept. 1. Wometco Enterprises, traded over the counter, includes WTVJ (TV) Miami; WLOS-AM-FM-TV Asheville, N.C.; and 47.5% of WFGA-TV Jacksonville, Fla., as well as a 20-house theatre chain, vending machine operation, Pepsi-Cola franchise in Bahamas, Seaquarium in Miami and controlling interest in an "indoor playland" operation in Fort Lauderdale, Fla.

**Awards handbook** Awards and citations given in the broadcasting field are listed in a handbook published last week by NAB. Compiled by Richard M. Allerton, NAB research manager, it contains a list of 102 separate awards and citations with full details including name and address of sponsor. This list includes awards in announcing, acting and advertising through education, editing, engineering, programming, production, public service, script writing and sportscasting. Copies are being mailed free to all NAB members.

**'Not for management'** A public relations guide, designed "not for management" but for the staffs of stations, is currently being distributed by the National Assn. of Educational Broadcasters to its members throughout the country. Prepared by Elmer Sulzer, radio-TV communications director at Indiana U. and chairman of NAEB's public relations committee, the five-page booklet discusses public, station and internal relations; audience-building; identification with service and civic groups, and other facets of station operation. Mr. Sulzer asks and answers some 40 questions in the concise booklet, "to be read, memorized and practiced by the entire staff."

**KVI editorials** A series of editorials by KVI Seattle, Wash., on dangers involved in the misuse of drugs has all but eliminated the situation and has earned the station praise from the Seattle police department, which cited KVI for "... an excellent presentation of this material to the public."

**Newsman-mediator** Assigned to explore labor difficulties in a strike by agricultural workers against the Thomas Bowers Ranch in Gridley, Calif., Harvey Sachs, newsman for KGO-AM-TV San Francisco, brought about the first union-management meeting. In the course of interviews, Mr. Sachs learned that there had been no face-to-face meeting between the principals in the strike. Working as an intermediary he arranged for the union and Bowers to discuss their differences at a lawyer's office. First news of the arrangement was broadcast on KGO. He also arranged a second meeting planned to resolve the dispute which had halted harvesting of Bowers' $160,000 peach crop. A union representative praised Mr. Sachs' work and stated that both parties owed KGO-AM-TV a debt of gratitude for bringing them together.

**Rep appointments**

- **KFAX** San Francisco: George P. Hollingbery Co.
- **KDIX-AM-TV** Dickinson, N.D.: Forjoe & Co., N.Y.
- **WYNG** Warwick, R.I.: New England Spot Sales, Boston, as regional representative.
- **KYOS** Merced, Calif.: Torbet, Allen & Crane as representative in San Francisco, Los Angeles. New York, Chicago and St. Louis.
- **KSXX** Salt Lake City; KSVN Ogden, Utah, and WTMT Louisville: Forjoe & Co., N.Y.
- **WITH** Baltimore: WXEX-TV and WLEE Richmond, Va.: James S. Ayers Inc. as southern representative.
- **KQTY** Everett, Wash.: Art Moore & Assoc., Seattle and Portland, Ore., as regional representative.

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**Stations for Sale**

**Eastern**


**Washington, D.C.**

1737 De Sales St., N.W. EXECUTIVE 3-3456

**Ray V. Hamilton**

John D. Stebbins

**Midwest**

Midwestern market with good industries grossing $125,000.00 annually. Excellent assets, $56,000 to replace the building, $225,000 total price for station.

**Chicago**

1714 Tribune Tower

DELAWARE 7-2754

Richard A. Shaheen

**South**

AM & TV Combination. $300,000.00. Owns good real estate. Radio station long time money maker, is a full-time. TV station breaking even and definitely on the upgrade. Good real estate. $60,000 down and good terms.

Rocky Mountain AM & FM. $125,000.00. This the only station in this small town, fulltime 250-watter with application for one-kilowatt day. Is the only FM in the area. Fairly new and in the black. This is a wonderful mamma and pappa operation.

**Dallas**

1311 Bryan St.

Riverside 8-1775

**West**

Profitable fulltime California Radio Station located in an extremely growing area. Grossing in excess of $90,000.00. Priced at $175,000 with 25% down on long terms, no interest.

**San Francisco**

111 Sutter St.

EXBROOK 2-3671

John F. Hardesty

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NATIONWIDE BROKERS • NEWSPAPERS • RADIO & TELEVISION STATIONS.
'DISASTER BLUEPRINT' APPROVED

Broadcast system for use in national emergency announced

A plan for an emergency broadcast system to be used in the event of an enemy attack has been approved by the FCC, the Secretary of Defense and the Office of Civil & Defense Mobilization.

Drawn up by the National Industry Advisory Committee, the plan incorporates the priority of messages to be broadcast and utilization of existing broadcast facilities. It also sets up national and local advisory committees, composed of industry and government representatives.

Under the plan, the burden of responsibility for a communications system “will depend almost entirely upon the use of non-government broadcast facilities and personnel.” This is predicated on the assumption that “sufficient numbers” of commercial broadcast facilities “will remain usable” after a major attack.

Top priority of the emergency broadcast system will be presidential messages to the nation. “All stations” must carry these messages at time of transmission. Channels which would be made available for presidential use include all major radio and television networks combined as one, picking up the transmission from Washington metropolitan or peripheral area stations “that have been equipped to relay programs to the networks.” The relay would be from the Federal relocation site, to Newspoint, to networks. Procedures are being developed, the report asserted, to provide 190 stations of radio and TV networks with alternate control-center capability since the presidential message may originate from other than normal control points.

National programming and news will utilize the same channels as a presidential message, and will originate from either the White House, federal relocation site or Newspoint.

Full Time • National programming and news will be furnished intermittently on a 24-hour-a-day basis until normal broadcasting can be resumed. The service will originate from “the temporary seat of government and/or its news center.” Basic personnel will consist of a 16 member emergency news pool comprised of newsmen from all media. The programs will consist of “pronouncements by federal officials, such pronouncements to be made in person,” while announcements released officially by government departments will be read by newsmen corresponding on duty at originating points.

The means by which national broadcasting can be maintained during the emergency period is reported in the plan. The setting up, testing and switching of facilities for national messages “are normally available only within the personnel of the telephone companies and network control points.” However, alternate means of interconnection “are under research, development and implementation,” the report said.

State and local programming will be planned by state and local authorities in conjunction with advisory committees. Federal agencies will approve state and local program plans, “following submission to NIAC for its recommendations.”

Basic feeder circuits for the nationwide commercial radio broadcast networks will be provided by industrial microwave, multiplexed off-the-air relays, AT&T express routes, state inter-city remote pick-ups, among others.

Operational procedures for Conelrad implementation will be the responsibility of NIAC. The membership of this committee will consist of a basic technical committee appointed by the FCC, broadcaster representatives and the NAB. A member of this committee will act on a rotating basis as chairman pro-tem. The permanent vice-chairman will be appointed by the NAB. The technical committee, with representatives of “programming departments and the White House correspondents of the networks,” will compose a broadcast service committee. Other committees will be formed to maintain liaison with “the entire non-government communications field to assist the government in plans for operations under emergency conditions.”

Wide Range • Under the organizational setup provided by the NIAC plan, 15 committees, composed of four members and a chairman, will represent the entire gamut of commercial and industrial broadcasting in the U.S.

The NIAC plan received enthusiastic approval from FCC Chairman...
Union files complaint against WLS, WGN

An AFL-CIO affiliated labor union last week asked the FCC to investigate the refusal of WLS and WGN, both Chicago, to accept paid spots concerning the union’s strike against Continental Air Lines. R.A. Brown, president of the Flight Engineers’ International Assn., said the stations’ refusal of the proposed announcements as too “controversial.”

Mr. Brown stated that WLS and WGN have an “obligation” to carry the FEIA message on the strike. “Is it being refused because it is an advertisement by a trade union?” he asked in a telegram to the commission. “If so, this represents the rankest form of management payola and censorship.”

Ralph Beaudin, general manager of WLS, said the FEIA announcements were rejected because of “copy content” and not because a trade union was involved. He said the station had offered to accept revised copy, if the following words were deleted: “Continental is without experienced flight engineers. Do not ride Continental.”

WGN noted it has a “firm policy” of not selling time for the presentation of controversial issues and that when an issue becomes of “paramount interest and importance,” WGN “cheerfully” grants free time within the framework of an established debate format.

‘Watchdogs’ gather

The Senate’s Watchdog (Freedom of Information) Subcommittee headed by Sen. Ralph Yarborough (D-Tex.) held two closed meetings last week—described as organizational and general in scope. Chairman Warren G. Magnuson (D-Wash.) of the parent Senate Commerce Committee attended the first session, Tuesday afternoon. The second meeting was held Thursday afternoon. Other members of the three-man group are Sens. Gale McGee (D-Wyo.) and Hugh Scott (R-Pa.). Joe Bailey Humphrey is the majority staff member and Walter Boehm, minority.

Frederick W. Ford, in a letter to Clure Owen, chairman of the committee and an ABC engineer, Mr. Ford said that the plan “is an outstanding example of what can be accomplished by cooperative effort between industry and government.”

The committee, composed of a cross-section of the communications industry, was appointed by the FCC in May 1958.

Copies of the plan were mailed by the FCC to all broadcast facilities in the U.S.
FREE TIME COMMITMENTS SOUGHT

Harris asks networks for policy on Sec. 315; House to act today

Rep. Oren Harris (D-Ark.) got down his shotgun last week and asked the networks to tell him their intentions.

In telegrams Thursday afternoon to ABC, CBS, NBC and Mutual the House Commerce Committee chairman asked whether they plan to accept commercial sponsorship for any time they expect to make available for the major party presidential and vice presidential candidates if pending legislation is enacted to suspend Sec. 315 of the Communications Act this year.

The Senate-approved suspension measure (SJ Res 207) has been scheduled for debate in the House today (Monday) under a high-priority label attached by House Speaker Sam Rayburn (D-Tex.). The resolution is scheduled to be brought up under "suspension of the rules" parliamentary procedure to avoid possible shelving by the House Rules Committee under the usual procedure.

For that reason, the suspension proposal has not been referred to Rep. Harris' Commerce Committee, though that committee met early last week (Tuesday) to acquaint members with its provisions and the Arkansas Democrat is scheduled to manage the measure on the House floor where it will require approval of two-thirds of the members for passage.

CBS Position ■ CBS President Frank Stanton already has announced his network will not accept sponsorship for the so-called "Great Debates" series in which all the TV and radio networks will simulcast Democratic and GOP presidential nominees John F. Kennedy and Richard M. Nixon in face-to-face encounters before U.S. TV and radio audiences.

Dr. Stanton, however, did not state his network's position on possible commercial sponsorship of presidential and vice presidential candidates in network appearances other than the "Great Debates" series.

The CBS president made it clear in his statement deciding against sponsorship of the debates on that network that while he feels "public-spirited business firms have been generous in offering to sponsor these debates, we—the CBS radio and television networks and their affiliated stations—want to make this our own contribution. . . ."

One other thing seemed fairly clear last week. The networks apparently regard the proposed debates simulcasted as a series that would bring the issues of the campaign before the voters as probably no other forum could do, and thus would be likely to attract listeners and viewers and perform a genuine and vital public service. The attractiveness and public service aspects of non-debate-type programs on which candidates would appear, on the other hand, would depend largely on the time, kind of format, conditions under which presented, the network's ingenuity, competitive considerations and many other things.

No Comment ■ What replies the four networks have made to Rep. Harris' telegram had not been revealed by late Thursday. At the time of the CBS no-sponsorship statement on the debates, ABC and NBC withheld comment, saying that they were studying the question (Broadcasting, Aug. 8).

It was understood that as of late last week there would be no formidable opposition to S J Res 207, passed in the Senate June 27 by a voice vote (Broadcasting, July 4). Rep. Harris said Aug. 12 in a speech to the Arkansas Broadcasters Assn. that "a number" of House members had expressed misgivings to him over the Senate resolution.

But the Arkansas Democrat, who queried ABC, CBS and NBC last month on how they would handle requests for equal time for the nominee of a substantial third party, apparently got satisfactory answers and was able to allay some fears, especially from some southern members whose home states have considered the possibility of a party along the lines of the States Rights Party of 1948.

The only open skepticism on Capitol Hill last week came from Rep. John B. Bennett (R-Mich.), ranking minority member of the House Commerce Committee.

'Serious Doubts' ■ Rep. Bennett said he had "serious doubts" about delegating to licensees and networks the authority to decide whether they would make free time available to one presidential candidate and turn down another; or, to put it another way, have the authority to determine for themselves whether the party of which a candidate is the nominee is "substantial" or a splinter or fringe group.

"I may vote for it," he said, "but if I do it won't be with any great enthusiasm."

Rep. Bennett added, however, that he felt the networks will "lean over backward" this year to be fair in their political programming.

Speaker Rayburn at a news conference early last week (Monday) said that S J Res 207 would be the first legislation to be considered when the House convenes today. (The House convened officially last Monday, but has adjourned each day through the week after failing to get a quorum. The House reportedly feels it doesn't have as much pressing legislation before it as the Senate.)

Rep. Rayburn, in announcing he would request suspension of the rules for House action on S J Res 207, praised the networks for their offer of TV and radio time for the major party presidential and vice presidential candidates, conditioned on enactment of the resolution (which also requires the presidential signature).

Format Not Set ■ Meanwhile, representatives of the Democratic and Republican presidential and vice presidential nominees had not, as of Thursday, been able to decide on the final format—and number—of debates in which they will participate on the networks. It has been said there will be a minimum of two, a maximum of five, with the number probably being settled at three or four. Neither of the candidates has expressed publicly any position on whether they would accept commercial sponsorship of the debates.
Do you carry this much extra weight every day?

Suppose, for the next hour or so, you carried this 25-pound weight. You'd quickly realize the burden of this extra weight on your entire body.

Many people constantly carry a similar or even greater burden—in the form of extra body pounds. And those surplus pounds are a hazard to your health.

For example, a 20-year study of nearly 4 million persons reveals these facts:

Men weighing 25 pounds above the average have an excess mortality of 20 percent, while a weight of 50 pounds above the average is associated with a death rate as much as 50 percent higher.

After you are 30, it becomes increasingly important to control your weight—even to stay underweight. To do so, you must eat less and stick to your new eating habits. Remember, the high-calorie foods are the main pound producers—fried foods, rich desserts, creamed dishes, gravies and dressings.

Count your calories carefully. Follow a caloric chart and learn how to plan low-calorie meals and snacks.

Start your weight control program with your doctor's advice. He will see to it that your meals provide all the essential food elements needed to keep well while reducing—and thereafter. And by all means, don't be misled by "wonder" diets.

Get your doctor's advice also about reasonable exercise. It helps burn up surplus calories—and is good for muscle tone, circulation and general health.

There's no easy way to lose weight. But the struggle is worth the effort. By keeping your weight down permanently, you can avoid the burden which excess pounds put on your heart and other organs.

And you can increase your chances for a longer life—and more vitality and better looks, too.
FCC revises booster briefing schedule

FCC representatives will be in the West this week to explain what steps are necessary to make previously termed illegal vhf operations lawful. A previously announced schedule of visits by the field team (BROADCASTING, Aug. 15) has now been revised by the commission to show time and place of meetings.

Meetings will be held as follows.

Prescott, Ariz.—Public Service Co. auditorium on Aug. 23 at 9 a.m.; Denver, Colo.—State Capitol Senate Chamber on Aug. 24 at 1 p.m.; Casper, Wyo.—Townsend Hotel on Aug. 25 at 11 a.m.; Miles City, Mont.—Elks Club on Aug. 27 at 11 a.m.; Great Falls, Mont.—DeMolay Youth Center on Aug. 29 at 11 a.m.; Wenatchee, Wash.—Regional Library on Aug. 30 at 11:30 a.m.; Salt Lake City—State Capitol, Governor’s Board Room on Sept. 1 at 9 a.m.; Redmond, Ore.—Westminster Hall on Sept. 1 at 1 p.m.; Pocatello, Idaho—City Hall on Sept. 2 at 11 a.m.; Grand Junction, Colo.—KKEX-TV auditorium on Sept. 2 at 1 p.m.

Dee Pincovek of the general counsel’s office and engineer Mac Parker from Washington plus one man from various FCC field offices will make the trip.

Vhf translators were authorized July 28 by the commission, which also provided for recognition of those stations built illegally (BROADCASTING, Aug. 1).

FCC asked to open Miami ch. 10 to bids

An attack on the FCC’s July 14 order revoking its 1957 Miami ch. 10 grant to National Airlines and granting the vhf facility to L.B. Wilson Inc. was made last week by Elzey Roberts, former St. Louis broadcaster. Mr. Roberts asked the FCC to throw open the Miami channel to all comers and request that National Airlines be permitted to continue operating on a temporary basis pending the outcome of any new comparative hearing.

In its July 14 decision, the commission told National Airlines to cease operating by Sept. 15. It also told L.B. Wilson that it would receive an initial four-month license (normal license time is three years) on the premise that this might encourage applicants at renewal time. L.B. Wilson was given the grant as the only one of the four Miami applicants untainted by ex parte representations.

National Airlines has appealed the decision to the U.S. Court of Appeals in Washington. Another applicant, North Dade Video Inc., has asked the FCC to reconsider the July order as it applies to it.

Mr. Roberts originally asked for leave to file an application in the remanded Miami ch. 10 case in December 1958. On March 5, 1959 the FCC denied the Roberts’ petition as premature. Mr. Roberts objects that the FCC now considers its July 14 order as final, thus debarring further consideration of the Roberts’ request to apply for the channel.

AFM legislation

The American Federation of Musicians will press for a “broad legislative program” in the interest of musicians during the next Congress starting in January, Herman Kenin, AFM’s president, warned. Mr. Kenin indicated his comments were in response to an apparent show of sympathy toward musicians’ problems by Sen. John O. Pastore (D-R.I.) during Senate payola legislation hearings.

Among proposals: Amendment to dispose of any constitutionality questions about the Pelly bill that would make it a crime to import foreign-recorded sound tracks for “surreptitious dubbing” into tapes of “American-appearing” tv films such as westerns and detective-mysteries, along with support of Sen. Wayne Morse’s (D-Ore.) resolution (SR 126) to probe this same recording problem.

Payola bill revisions prepared for Senate

The Senate Commerce Committee was expected to report the payola bill unanimously to the Senate floor last Friday with no trouble expected in passage.

The measure (S 1898) was to have gone to the full Senate earlier in the week, but the committee staff has been busy with what it described as “perfecting” draftsmanship to make the bill completely clear.

As amended by the committee, S 1898 eliminates the provision for 10-day suspensions of station license as approved by the House (BROADCASTING, Aug. 15). It also modifies a House-approved provision, authorizing the FCC to impose $1,000-a-day forfeitures on licensees violating the Communications Act statutes and FCC rules, to specify a one-year “statute of limitations”; set the forfeiture maximum at $10,000; allow the broadcaster to reply to FCC charges before a forfeiture is imposed, and make it clear that such forfeiture action may not prejudice the licensee’s standing on renewals or other FCC actions until final disposition has been made in the case affirming the forfeiture.

A staff member of the House Commerce Committee has been conferring with the Senate staff on the changes.

McConnaughey to WMNI board

Former FCC Chairman George C. McConnaughey has entered the other side of broadcasting—as a director of WMNI Columbus, Ohio. Mr. McConnaughey left the FCC in July 1957 and has been practicing law in Columbus since.

William R. Mnich, board chairman and president of WMNI, also announced that John W. Galbreath and his son, Daniel W. Galbreath, have acquired 46% of WMNI. The senior Mr. Galbreath owns approximately 20% of dark WENS (TV) Pittsburgh and is on the board of trustees of educational WOUB-AM-FM Athens, Ohio. He also owns the Pittsburgh Pirates and is prominent in real estate development and management. Frank J. Smith of the John W. Galbreath Co. was appointed to the WMNI board. The station has recently affiliated with ABC. Mr. Mnich said.

McConnaughey to WMNI board

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60 (GOVERNMENT)
BI-PARTISAN ROLE
Proxmire is for Ike's Kintner appointment

A leading critic of the Eisenhower administration—and of broadcasting, it might be added—took the Senate floor last week to commend his fellow Democrats for sitting on two of the President's appointments.

Sen. William Proxmire (D-Wis.) said it would be "... foolish politically and tragic for the national interest" if the Senate fails to confirm Earl Kintner's renomination to the Federal Trade Commission and Robert Bicks as assistant attorney general and antitrust chief. Also calling for action by the majority leadership were Republican Sens. Jacob Javits (N.Y.), Prescott Bush (Conn.) and Kenneth Keating (N.Y.).

Noting that he often had opposed the President's appointments in the past, Sen. Proxmire said: "Today I am taking a contrary course. I am taking the extraordinary position of speaking out on the floor of the Senate to plead for two Eisenhower Administration nominations at this time because I have ascertained that, unless there is a change in the present situation neither of two eminently well-qualified men is likely to be confirmed."

He said he is "distressed that our own Democratic Party" seems likely not to confirm the two men. "Both of these men have been vigorous champions of free and honest competition. Both have done dramatically successful administrative jobs. Both are vehemently opposed by monopolistic big business," the Wisconsin Democrat said. "The Administration deserves a solid pat on the back for the fine performance of these two men."

Justification ■ Sen. Proxmire asked how the Democratic Party, with its 66-34 Senate majority, could reject Messrs. Kintner and Bicks and square such action with its platform plank guaranteeing the rights of all businessmen to operate free from unfair competition and monopolies.

Sen. Bush pointed out that attorney Bicks, who has been acting antitrust chief for several months, has been a highly-successful opponent of "monopolistic practices by big corporations." Consequently, he said, the failure of the Democratic Senate to confirm Mr. Bicks is "interesting because it is the Republicans who usually are charged with being too friendly with big business."

He wondered whether the Democrats are holding up the nomination "... at the request of big business."

Commissioner Kintner has been chairman of the FTC for the last 14 months. His term expires late in September but he will be able to remain on the Trade Commission until a successor is appointed and confirmed. The Senate Commerce Committee held a brief hearing on his nomination in May but has taken no action. Mr. Bick's name still is before the Senate Judiciary Committee.

■ Government briefs
Denies change ■ FCC Hearing Examiner Charles J. Frederick issued an initial decision denying the application of WHAS-TV Louisville, Ky., to change transmitter site from that city to near Brownsboro, Ky., about 19 miles northeast of Louisville because of interference with uhf facility in Lexington, WKYT-TV (ch. 27). The examiner also denied a request by the station for increase of its antenna height from 600 to 1,859 ft. above ground.

Request assignment ■ James E. McKahan and Shasta Telecasting Corp. have asked the FCC to assign ch. 9 to Susanville from Alturas, both California, and give Alturas ch. 13. Mr. McKahan owns KSUE Susanville and Shasta owns KVIP-TV Redding. Both said they would ask for a ch. 9 station as a semi-satellite of KVIP-TV.

Looking for Drug Store Sales?

WWTV AREA DRUGGISTS OUTSELL THOSE OF 8 COMPLETE STATES!

The Felzer Stations

WWXO-TV — GRAND RAPIDS-KALAMAZOO
WWIZ RADIO — KALAMAZOO-BATTLE CREEK
WWFW RADIO — GRAND RAPIDS
WWTV-FM — GRAND RAPIDS-KALAMAZOO

WWTV — CADILLAC, MICHIGAN
WATTS CHANNEL — LINCOLN, NEBRASKA

Your market for drug-store sales in the WWTV Area—Cadillac and Northern Lower Michigan—is greater than that in any one of eight entire U.S. states! And remember too, you need only WWTV to reach all of Northern Lower Michigan... and most of its drug product consumers. WWTV has NCS No. 3 circulation—daytime and nighttime—in 36 Northern Lower Michigan counties. To approach this coverage with other media, you'd need 13 daily newspapers or 16 radio stations!

Add WWTV to your WKZ0-TV (Kalamazoo-Grand Rapids) schedule and get all the rest of outstate Michigan worth having! If you want it all, give us a call!

*WWTV Area drug sales ($30.6 million) exceed those in Idaho, New Hampshire, Delaware, North Dakota, Montana, Nevada, Alaska and Hawaii.
PAYOLA CHARGE HITS SNAG
D. C. distributor contests FTC indictment

The names of three radio personalities—two disc jockeys and one announcer—who allegedly received payola from a Washington record distributor were made public last week.

The identity of the purported payola recipients were included in exhibits submitted for the record on the complaint of the Federal Trade Commission against Schwartz Bros. Inc., Washington, D. C.

This is the first of the 102 payola complaints issued by the FTC which have reached a record-making stage. So far, 61 companies have signed consent orders, and one regular FTC order was issued against a New York record manufacturer who failed to contest the complaint.

The only other payola proceeding in hearing status is that of Decca Distributing Corp., New York. This was scheduled to commence July 6 but was postponed indefinitely at that time.

Identified as having received gifts from the Washington wholesaler were disc jockeys Bill Johnson, WUST Washington, and Stan Karas, formerly with WRL Arlington, Va. (now with WDON Wheaton, Md.), and announcer Dick Covington, formerly with WTH Baltimore, Md. (now with WCAU Philadelphia).

Cash, Records and Whisky = FCC Attorney Harold A. Kennedy told the FCC hearing examiner that Schwartz Bros. records showed that Mr. Johnson was given $50 in cash; Mr. Karas, $11.25 worth of phonograph records, and Mr. Covington, a case of whisky.

Mr. Johnson acknowledged receiving the $50, but said it was a 1958 Christmas present. Mr. Karas said that the record albums were for the WRL library and were probably still there. Mr. Covington said he could not recall receiving the case of whisky.

James Schwartz, vice president of the distributing company, said the case of whisky was sent to Mr. Covington at the request of Kapp Records and Schwartz Bros. was reimbursed for it.

Schwartz company also handles Manhattan, Cadence, and Verve among other labels.

Mr. Kennedy also showed an exhibit which, he said, indicated that an $11.50 payment had been made to “the union.” The union was not identified.

Mr. Schwartz repeated his firm’s denial that it had engaged in under-the-counter payments to disc jockeys or other broadcast station personnel to plug their records.

Last week’s proceeding was preliminary to a Sept. 27 hearing on the FTC complaint.

In the payola order issued by the FTC last week, Dolores Enterprises Inc., New York record manufacturer, was ordered to stop giving concealed payoffs to radio and TV disc jockeys as an inducement to play their recordings. The FTC accepted an initial decision by its examiner issued in default against the Dolores company. The order provides that the New York company must not offer or give any material consideration to anyone to induce the broadcasting of records, unless public disclosure is made.

Reconsideration plea for Vail Mills ch. 10

Try as it might, the FCC cannot put ch. 10 Vail Mills, N.Y., comfortably to rest. Veteran Broadcasting Co., one of the original applicants for the facility, has asked the commission to reconsider its July grant of ch. 10 to Capital Cities Broadcasting Corp. (Broadcasting, July 18).

Contending that it has not received a full hearing, Veterans stated that the commission’s final decision to award ch. 10 to Capital “is obscured in the technicalities of rulings...” Capital has been operating WTEN (TV) in Vail Mills on a special temporary authority granted in 1957, and the U.S. District Court on July 7 denied a request by Veterans for a stay against the STA (Broadcasting, July 11).

An August 1959 initial decision to Capital Cities took note of the fact that five congressmen are minority stockholders in the company and made it “manifestly superior” in the area of civic participation. Veterans states that the commission has given great significance to this fact which is undeserving on the record. The petition states that the commission points out that civic activities are of interest only when a principal officer, director or stockholder will be active in the affairs of the applicant. But, Veterans claims, there is no showing whatsoever that the congressmen involved will be active in the affairs of Capital.

KNOE-TV AVERAGES 79.1% SHARE OF AUDIENCE

According to March 1960 ARB we average 79.1% share of audience from 9 a.m. to midnight 7 days a week.

KNOE-TV
Channel 8
Monroe, Louisiana

Photo: Northeast Louisiana State College, Monroe. One of nine 4-year colleges within our coverage area.
Programming

TV Lessons for Candidates

ABC-TV trains politicians in air tactics

Tv-conscious political job-seekers trooped to "schools" in New York and Washington last week as part of a nationwide curriculum organized by ABC-TV to teach politicians the do's and don'ts of tv campaigning.

Classes were held (Aug. 17) under the auspices of WABC-TV New York and WMAL-TV Washington. WXYZ-TV Detroit held its coaching seminar several weeks ago and the venture was termed "very successful," attracting about 150 politicians.

Other affiliated stations are expected to conduct their schools in coming weeks as the political campaigns move into high gear. Stations which have notified ABC-TV they intend to hold such courses in the next few weeks are KABC-TV Los Angeles, KGO-TV San Francisco, WFLD-TV Philadelphia, KOMO-TV Seattle, WTCN-TV Minneapolis, Paul, WBBW-TV Memph, WTAJ (TV) Pittsburgh, WLVI (TV) Indianapolis, WHNC-TV New Haven, WLWA (TV) Atlanta, WISN-TV Milwaukee, KAKE-TV Wichita, and KBTV (TV) Denver.

ABC-TV officials noted that information they had obtained from station executives indicated the classes were of interest to incumbent U.S. congressmen and senators, as well as lower-echelon politicians, including sheriffs and councilmen.


Sen. Leverett Saltonstall (R-Mass.) advised WMAL-TV that he would be away from Washington this summer, but suggested that his executive secretary participate and pass on the information.

The courses generally will be conducted by programming and news executives at the stations and cover such topics as material preparation, speech delivery, camera and microphone technique, dress and makeup.

The session at WABC-TV in New York attracted approximately 100 politicos, including candidates, campaign managers and organization workers. They were drawn from New York, New Jersey and Pennsylvania. Instructors were Joseph Stamler, vice president and general manager, WABC-TV; Bill Shelde, ABC-TV commentator; and Scott Vincent, WABC-TV newsman and announcer.

The "students" included a candidate for the U.S. Senate, seven for congressional seats, freeholder and sheriff bidders, and an aspirant for the vice presidency of the United States. The last-named was Mrs. Myra Tanner Weiss, vice presidential candidate of the Socialist Workers Party of New Jersey ticket. Mrs. Weiss quipped during the instruction: "I asked for equal time and got it."

Among the suggestions offered by WABC-TV officials to the tv tyros were: Wear light blue shirts and somber ties and take off jewelry; keep your eye on the cueing device and not on the camera lens; don't shuffle papers as you speak ("it sounds like a fire"); don't tap the desk ("it comes out like a trip-hammer"); don't lean back in your chair or twist around to look at a chart ("your voice will be a block away"); avoid use of involved charts ("they come out like one big blur on the screen.")

Mansfield foresees election overhaul

Sen. Mike Mansfield (D-Mont.), Senate majority whip, thinks television may cause a change in the way the candidates for President and Vice President are nominated and elected.

Addressing the Senate last week, he complimented the tv networks for "an outstanding job" of covering the political conventions, but said he suspects the "very excellence" of the tv coverage has led millions of Americans to question the present nominating and elect-

Hop, Sk IP and Jum

A fun game for the young innocents, but one that has no place in the hard school of salesmanship. Ask any merchant who has successfully sewed up KELOLAND'S 73,496 square miles. He'll tell you that no one tv station can begin to cover it alone. Nor can any piecemeal "package" of two or three unrelated stations. Only one television beam does deliver all 103 counties to you—completely, simultaneously! That's powerful KELO-tv SIOUX FALLS and its KELO-LAND booster hookups. The whole, fantastic multimarket—with just one single-station rate card. Thorough KELO-LAND coverage at less cost-per-thousand than you'd have to cough up for hop-SKIP-and-jump makeshift deals.

CBS • ABC

KELO

KELO tv SIOUX FALLS; and boosters
KDLO tv Aberdeen, Huron, Watertown
KPLO tv Pierre, Valentine, Chamberlain

JOE FLOYD, President
Evans Nord, Gen. Mgr.
Larry Benton, Vice-Prez.
Represented nationally by H-R
In Minneapolis by Wayne Evans & Associates
'Sit well forward' is this bit of professional advice was given Rep. John R. Foley (D-Md.) during a WMAL-TV Washington training school for politicians. The instructor was Pete Jamerson, talent director, one of a half-dozen WMAL-TV personnel who served as faculty members at an Aug. 17 session.

In photo (l to r): Messrs. Jamerson and Foley; Rep. Robert T. Ashmore (D-S.C.), and Hank Wilson, assistant director. Other students were Lee Potter, special assistant to Republican National Committee, and Georgiana

Daly bans re-runs

Lar Daly, splinter candidate, notified the FCC, NBC and stations Aug. 17 he has property rights in an NBC-TV Jack Paar Show appearance July 7 and will not permit re-runs without written permission. The Daly time was ordered by the FCC after a previous appearance by Daly's "opponent." NBC said Aug. 18 it had not received the Daly letter and had no intention of re-running the appearance. The candidate based his property right claim on the fact that his Paar appearance had been ordered by a government agency.

Celebrities group will support Nixon

Formation of a Celebrities for Nixon Committee made up of "names" in the entertainment, sports and other fields, was announced last week. Actor-dancer George Murphy, honorary chairman, said members of the group plan to appear in "two or three" television spectacles or rallies in behalf of the GOP presidential candidate before election day.

Co-chairmen are actress Helen Hayes and motion picture director Mervyn LeRoy. Jules Alberti, president of Endorsements Inc., a New York firm which acts as liaison to handle endorsement agreements between advertisers and celebrities, is executive director. Mr. Alberti said members of the group will make tv and radio spots for broadcast exposure in behalf of Mr. Nixon's candidacy for the presidency and that similar endorsements from people who are not celebrities may be used in the campaign. A spokesman for the celebrities group said its members include Democrats and independents as well as Republicans and that they'll offer their talents free of charge in behalf of their candidate.

Democratic audience broke all records

A.C. Nielsen Co. announced last week that the largest reported audience in tv history viewed the Democratic convention proceedings on the three networks the week of July 12, with 86% of U.S. tv homes, representing 38.7 million different tv families, having watched the coverage for an average of 9 hours and 38 minutes during the five-day session. Comparable data for the Republican convention will be available in two weeks.

Nielsen officials noted that in 1956, 88% of tv homes, representing 32.1 million different tv families, viewed the Democratic coverage at that time for an average of 9 hours and 39 minutes.

Daily audience, Nielsen said, ranged from 32.7 million homes viewing the coverage on Wednesday (July 13) to a low of 25.6 million homes tuned during the closing Friday (July 15). An average of 13.2 million homes viewed each minute of the convention, but even when the ballooning for a presidential candidate continued into the early hours on Wednesday, 12.7 million homes stayed tuned and saw Sen John Kennedy win the nomination at 1:54 a.m. EDT Thursday.

Nielsen plans to release radio and combined radio and tv audience data (Alaska and Hawaii are not included in the tv audience counts).

Based on Nielsen figures, NBC-TV emerged in number one position for the average audience minute for the five days, listed at 5,509,000 homes, followed by CBS-TV, 4,836,000 homes and ABC-TV, 1,898,000 homes. Similarly, with respect to share of total home hours of viewing, NBC was first with 50%, followed by CBS, 36% and ABC, 14%.

Political sidelights

• Farrell Dobbs, Presidential candidate of the Socialist Workers Party,
ALL LANDSLIDES DON'T GO DOWNHILL

All adhesive bandages are not BAND-AID Adhesive Bandages

The registered trademark BAND-AID is one of the most widely known in the world...recognized in more than 75 countries. It is an adjective indicating Johnson & Johnson as the source of a product and is never the name of a product.

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We appreciate your mentioning our trademarks along with our products, and we hope you will continue to do so. But when you do, won't you please use both correctly?

Johnson & Johnson
Communications Act without a more. Wisconsin and Nebraska. Mr. Workers "attempt announced last week. Sidney Salomon Jr., who appointed KVOO -AM and chairman of F. was undetermined Person rector ley present NBC commentators Chet Hunt- expressed letter WCSH -TV few days earlier an PROGRAMMING Kirk Harold Kennedy. Among members of Formation Murray chairman. Among members of the group is Brig. Gen. David Saroff, board chairman of RCA. A series of nine weekly nighttime programs, titled Presidential Count- down will be carried on CBS-TV for eight successive Mondays in the 9:30-10 p.m. period starting Sept. 12 and ending with a telecast Friday (Nov. 4) in the same time period. The series is the tail-end part of the Westinghouse Electric Corp. political year package on CBS-TV and will include a look at the events, issues, personalities and color of the presidential race as it progresses from week to week. WIS-TV Columbia, S.C., carried complete live coverage of the re-con- vention of the state Democratic Party, held Aug. 15 at Columbia. The party met to decide on its stand in the No- vember elections. This was the first time the event had been covered live by a tv station, WIS-TV said. WTCIC-TV Hartford, Conn., has ofered free radio-time tv after Labor Day for a series of six debates designed to include Connecticut candidates for Congress. Nixon meets newsmen in tv studios Vice President Richard Nixon chose a television studio as the site for news conferences last week. Mr. Nixon held a telecast news session Aug. 17, 7-7:30 p.m., in the studios of WFMY-TV Greensboro, N.C., with 75 newsmen participating. A few days earlier he had held a simil- ar conference in the studios of WCSH-TV Portland, Me. It was fed to a state hook-up. Mrs. Nixon held an off-air news conference at announced last week his party has sent a letter to Rep. Oren Harris (D-Ark.) chairman of the Interstate & Foreign Commerce Committee, protesting the "attempt to rush through suspension of the equal time radio-provisions of the Communications Act without any hear- ings." Mr. Dobbs said the Socialist Workers Party asked for an opportunity to appear before the committee and express its views on this issue. Kirk Le Moyne Billings, vice presi- dent-account executive of Lennen & Newell, New York, named by Demo- cratic presidential nominee John F. Kennedy (D-Mass.) as his campaign co-chairman in North and South Dakota, Wisconsin and Nebraska. Mr. Billings formerly was vice president-advertising manager of Emerson Drug Co., Balti- more. CBS-TV has postponed plans to present NBC commentators Chet Hunt- ley and David Brinkley on its Person to Person program on Oct. 20 (Fri., 10:30-11 p.m.). Robert Milford, di- rector of CBS-TV network programs, New York, said the postponement was made because "we can't fit it into our schedule; elections are coming and too much is going on." Mr. Milford said CBS-TV intends to place the NBC commentators on a future but still undetermined Person to Person pro- gram. Formation of a National Commit- tee of Business and Professional Men and Women for Kennedy and Johnson was announced last week by Sen. John F. Kennedy. Among members of the group are Frank M. Folsom, chairman of the executive committee, RCA; Murray D. Lincoln, general chairman of Peoples Broadcasting Corp., and Ross D. Siragusa, chairman and president of Admiral Corp. Harold C. Stuart, president of KVOO-AM-TV Tulsa, last week was appointed vice chairman of the Demo- cratic National Committee's finance committee by Sen. Henry M. Jackson (D-Wash.). Democratic chairman, and Sidney Salomon Jr., who heads the Democratic National Committee's fi- nance unit. Vice President Nixon's new "brain trust" Campaign Advisory Council met for luncheon with the Republican presi- dential nominee in Washington last week. Among members of the group is Brig. Gen. David Saroff, board chairman of RCA. A series of nine weekly nighttime programs, titled Presidential Count- down will be carried on CBS-TV for eight successive Mondays in the 9:30-10 p.m. period starting Sept. 12 and ending with a telecast Friday (Nov. 4) in the same time period. The series is the tail-end part of the Westinghouse Electric Corp. political year package on CBS-TV and will include a look at the events, issues, personalities and color of the presidential race as it progresses from week to week. WIS-TV Columbia, S.C., carried complete live coverage of the re-con- vention of the state Democratic Party, held Aug. 15 at Columbia. The party met to decide on its stand in the No- vember elections. This was the first time the event had been covered live by a tv station, WIS-TV said. WTCIC-TV Hartford, Conn., has ofered free radio-time tv after Labor Day for a series of six debates designed to include Connecticut candidates for Congress. NBC-TV plans special on radio-tv history The history of network radio and television will be presented by NBC- TV as a two hour or longer program during the 1961-62 season, it was an- nounced last week by David Levy, vice president, programs and talent, NBC- TV. Tentatively titled 35 Years of Broad- casting, the program will trace the evo- lution of broadcasting from its start in 1926 until the present. Radio rec- ordings, still pictures, newsreel foot- age, film and tape will be integrated into a live program, originating from a theater with an audience. The pro- gram will be under the supervision of Richard L. Linkrom, vice president, NBC Special Programs, and will utilize the resources of Donald Hyatt, direc- tor, NBC Special Projects, and his unit. Mr. Linkrom said that historical data and recording from radio's early days are sought, and he called upon all broadcasters to submit ideas for the program. MGA-ATFP PACT Musicians to vote on terms today Musicians Guild of America has made an interim agreement with the Alliance of Television Film Producers. It permits the more than 20 ATFP companies to proceed with the scoring of their own tv films while awaiting ratification of the new contract terms by MGA members. Terms were sub- mitted to an MGA membership meet- ing Aug. 14 and approved by a vote of 10 to 15 by those present. How- ever, the total was less than the quorum required by the organization's bylaws. Another MGA meeting has been called for tonight (Aug. 22). Polls will be open all evening for the convenience of members and so as not to conflict with their professional en- gagements. MGA Chairman Cecil Read said, "On a Monday instead of a Sunday, we expect to get the necessary number of votes with no trouble at all. The votes taken last Sunday can't be counted, of course." According to a summary of terms released by MGA, the new contract guarantees one-and-one-half hours of live scoring for each half-hour film of a series, with a basic rate of $55 per musician, plus 4% vacation pay. This does 50% more live scoring than MGA's current contract with the major motion picture studios for their tv films. One man playing alone receives double pay, as do the leader and the playing orchestra manager. A non- playing orchestra manager receives time and a half. Premium rates are to be paid for work after midnight and on Saturdays, Sundays and holidays. Wages in all categories under the pact are approximately 14% higher than those being paid under tv film contracts of the American Federation of Musi- cians, MGA officials said. No Show Jumping ♦ The contract limits the use of a music track to the series for which it was recorded, in perpetu- ity, so that it may never be used for another series. The producers also agree not to augment a live scored se- ries with outside sound track unless
they guarantee that no less than an average of 10 men will be used on all live scoring for the series.

Once a series is committed to live scoring, the producer must continue to score it live for the duration of the two-year contract, subject only to cancellation of the series by the sponsor or the network. MGA officials said. Under the AFM contracts, producers could discontinue live scoring at any time, they commented.

Other highlights reported by MGA are: The maximum number of musicians used in scoring themes must be employed again at least once in each production season. Orchestra leaders are required when six or more musicians are employed. Musicians playing more than one instrument receive 50% for the first double, 20% for the second and third and 10% for the fourth. To live score a pilot film or one not part of a series, the film must be entirely live scored with no outside track and a minimum session of three hours for each half-hour of film is required.

The contract also calls for re-use payments to musicians, copyist and arrangers if TV films are released in theatres or when the TV film sound track is used for phonograph record albums, transcriptions or for any other commercial purpose.

At the beginning of any contract

COLORCASTING

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

NBC-TV

Aug. 22-26, 29-31 (11:11:30 a.m.) Price Is Right, participating sponsors.
Aug. 22-26, 29-31 (12:30-1 p.m.) It Could Be You, participating sponsors.
Aug. 23, 30 (9:30-10 p.m.) Arthur Murray Party. P. Lorillard through Lennen & Newell and Sterling Drug through Cancer-Fitzgerald-Sample.
Aug. 24, 31 (8:30-9 p.m.) Price Is Right, Lever through Ogilvy, Benson & Mather and Speliet through Norman, Craig & Kummel.
Aug. 26 (9:30-10 p.m.) Masquerade Party. Hazel Bishop through Donahue & Coe, Block Drugs through Grey Adv.
Aug. 26 (10-11 p.m.) Moment of Fear, Lever through Sullivan, Stauffer, Colwell & Bayles.
Aug. 27 (10-10:30 a.m.) Howdy Doody Show, Continental Baking, Nabisco through Ted Bates.
Aug. 27 (10:30-11 a.m.) Ruff and Reddy Show, Borden through Benton & Bowles.
Aug. 27 (1:30-3:30 p.m.) Bonanza, RCA through Kenyon & Eckhardt.
Aug. 28 (8-9 p.m.) Music on Ice, sustaining.
Aug. 28 (9-10 p.m.) The Chevy Mystery Show, Chevrolet through Campbell-Ewald.
Aug. 29 (7:30-8:30 p.m.) Riverboat, Del Monte through McCann-Erickson; Revlon through Warwick & Legler, and sust.

"You Missed South Bend!"

The rules are explicit, George. You don't score in South Bend when you hit Chicago. Why, goodness, you're missing more than $1.7 billion in buying income and $1.1 billion in retail sales. Worse, though, you're forfeiting 915 thousand affluent customers who are burning to buy. In South Bend Metro alone, household income is $7553, individual income is $2246—highest in Indiana. And how they eat! Last year they devoured better than $248 million in staples and goodies. Same with drugs, clothes and appliances. It's a big target, George.

And here's how to hit it—with one shot. Propelp your product into this rich 15-county market with the distinctive voice of WSBT-TV. A full CBS schedule, peppered with top-rated local shows, accounts for WSBT-TV carrying 34 of the top 50 locally-favored programs, 12 of the top 12 and 14 of the leading 20. No wonder WSBT-TV gets 47.8% of the sets in use in this 3-station market. This station pulls because it penetrates.

Want the fine points? Call your Raymer man. He'll dart right over.

WSBT-TV

South Bend, Indiana

Channel 22

One of CBS' Highest-Rated Stations

Ask Paul H. Raymer, National Representative

Broadcasting, August 22, 1960
year, the producer may elect to bring his entire TV film production under the TV scoring plan of the major motion picture producers, guaranteeing a minimum of an hour of recording for each half-hour of TV film produced by the company.

Fringe Benefits — Sideline musicians and copyists also get increased benefits and all employees are covered by the present motion picture health and welfare plan. MGA has the right to re-open the contract on this point, on 60 days notice. Pending ratification, ATFP member companies have made arrangements for live scoring of two-thirds of the new filmed programs produced in the current production year, MGA said.

"In just two short years since we announced the formation of MGA, we have increased the number of American made shows utilized live music from approximately 5% in 1958 to more than 75%, covering all prime network TV film time, the overwhelming majority of whom are under MGA contract in the major studios or the proposed ATFP contract as outlined," Mr. Read said. "With the exception of the Danny Thomas Show, this is all new work, when the AFM previously forced into using foreign canned music."

WABC to start new religious show policy

WABC New York has "reappraised and realigned" its Sunday religious programming structure. Next month the station is cancelling 10 paid religious programs. New public affairs, news and music programs will be substituted. Included will be 90 minutes of public service time for use by New York religious broadcasters. The decision is effective at the close of broadcasting on Sept. 11.

Negotiations are underway with four New York religious bodies to determine how their free time period will be put to use. As yet, the new religious block has no fixed time period, no title and no specific format. But it will be divided among the local Protestant Council, the Archdiocese of New York, the Board of Rabbis and the National Assn. of Evangelicals. Their joint program will be produced in cooperation with WABC's public affairs department. A WABC spokesman points out that while the total number of Sunday religious program hours will drop from 13 to approximately 7½ hours, the station will still be carrying "almost double that of any other New York radio station. Aside from the 90 minutes being given to local religious broadcasters, which was described as a move to develop a 'complete New York religious composit,' the station will be carrying paid ABC network programs as well as 90 minutes of sustaining network religious programs. Representatives of the participating groups expressed "enthusiastic" endorsement of the new broadcast policy, the station reported.

NTA realigns

National Telefilm Assoc., N.Y., has realigned its sales operation into two main divisions—eastern and western. E. Jonny Graff, vice president, will be in charge of the eastern division, with headquarters in New York, while Berne Tabakin, vice president, will head the western division, headquartered in Beverly Hills. The move follows the spin-off of NTA from National Theaters & Television and the shift of NTA headquarters from Beverly Hills to New York (Broadcasting, Aug. 15).

AFM tries to block sale of post-'48 films

The American Federation of Musicians last week sought temporary and permanent injunctions in the U.S. District Court for the Southern District of New York that would block the sale of 122 post-'48 Warner Bros. pictures to Creative Telefilm & Artists Ltd., Toronto. Creative Telefilm plans to lease the films to TV stations.

The union alleges that under the terms of contracts between musicians and the producer, the films may not be exhibited on TV without prior negotiation and consent of the union. The court is asked to decree the contracts void and to bind Warner Bros., the defendant, to their terms.

An AFM spokesman later said that the contracts, entered into by the leading producing studios, including Warner Bros., specified that the companies would negotiate with the AFM before they released films to TV. He said the pacts covered work performed by musicians between 1948 and 1958. In the past, he added, several formulas were implemented for payment when theatrical films were sold to TV. These included 5% of the sales price to the Musicians' Performance Trust Funds, and a re-scoring fee amounting to one-half of the television rate, which went to the musicians. The spokesman added that in the future, the AFM is committed to a formula in which any payment would be directed to the musicians only.

Officials of Warner Bros. would not comment on the union's action. The show cause order is returnable tomorrow (Aug. 23).

The AFM complaint notes that "accordance to information and belief," Warner was to receive a payment of $11 million on Sept. 1 for the 122 feature films and was to share equally with Creative Telefilms in all receipts realized over the first $11 million.

Columbia plans sale of post-'48s to TV

Columbia Pictures Corp. will start to release the first of its 400 post-'48 pictures later this year through its TV subsidiary, Screen Gems, Abe Schnei-
Just plain Bill

What was Billy the Kid really like? In a stab at "unprecedented realism," a spokesman said, California National Productions will unmask the legendary heroes of the West for a new TV film series entitled The Lawless West—the Legend and the Men. CNP is digging through news accounts of the times, diaries, books, and the collections of historical societies to develop the characters in their true light. CNP does not believe the series will disillusion viewers of "fictionalized" westerns, but rather, will attract additional viewers to the western program fold. Allen H. Miner, writer-director of CNP's The Lawless Years, will produce, direct and write the new half-hour true-life episodes. Production is underway at MGM studios in Culver City, Calif.

Three CBS o&os buy 40 Fox post-'48s

National Telefilm Assoc., New York, was reported Thursday (Aug. 18) to have completed negotiations for the sale of 40 Post-'48 20th Century-Fox features to three CBS-TV owned stations. The price for the total package is estimated to run about $600,000 and represents the first sale of Fox Post-'48 films.

Neither NTA nor the CBS-TV stations would comment on the transaction, but it was reported that the contract was expected to be signed over the past weekend. The films were bought for showing on WCAU-TV Philadelphia, KMox-TV St. Louis and WBMM-TV Chicago.

NTA has been attempting to sell the features in various markets, though officially the company has not announced it holds the distribution right to the films. Recent negotiation sessions have been held with the RKO General stations but officials there said "we have not made any deals."

Included among the 40 features are "A Letter To Three Wives," "Come To The Stable," "All About Eve," "Down To The Sea In Ships," "Father Was A Fullback," "The Gunfighter" and "Mr. 880."

UAA post-'48s


Film Sales

"Popeye" (UAA)

Sold to KOMU-TV Columbia, Mo.; WHO-TV Dayton; WEAU-TV Eau Claire, Wis. Renewed by WTVW (TV) Evansville, Ind.; WINK-TV Ft. Myers, Fla.; WSFA-TV Montgomery, Ala.; WAVY-TV Norfolk, Va.; KMTV (TV) Omaha; WMW- TV Portland, Maine; WPRO-TV Providence, R.I.; WGMT-TV Quincy, Ill.; KRON-TV San Francisco, and WCCTV (TV) Tallahassee, Fla.

Great Music From Chicago (WGN [Chicago] Syndication Sales Dept.)

Sold for video tape showing to KTTV (TV) Los Angeles; KPLR-TV St. Louis; KTVK (TV) Phoenix; WFAA-TV Dallas and KPRC-TV Houston. Series initially was telecast locally on WGN-TV Chicago during 1959-60 season and will be resumed again Oct. 23.

"Brothers Brannagan" (CBS Films)

Sold to WCBS-TV New York; WFAA-TV Dallas; KWTV (TV) Oklahoma City; WTVH (TV) Peoria, Ill.; WBAY-TV Green Bay, Wis.; WGR-TV Buffalo, N.Y.; WCN-TV Water- town, N.Y., and KYTV (TV) Springfield, Mo.

Now in 90 markets.

"Books and Brent" (produced by WBKB [TV] Chicago and distributed by Stuart Brent Enterprises Inc., that city—video tape.)

Sold to WOR-TV New York, and KJLU-TV Los Angeles, Calif. (A radio series also is being sold to stations across country, with over 100 requests thus far for audition recordings.)
RED-EO-TAPE READY FOR ROAD

Red Skelton unveils three mobile units in his feet-first jump into tv production

The $1 million Skelton Red-Eo-Tape mobile tv system—three 40-foot busses which together comprise a complete tv studio on wheels—was shown to newsmen Thursday at the new Skelton Studios in Hollywood. The three-acre plant, formerly the Charles Chaplin Studios, is being completely remodeled for tape and film production of tv shows and theatrical motion pictures at an overall cost of $2.5 million, according to comedian Red Skelton, owner of the operation.

First part of the Red-Eo-Tape system is the bus housing controls for three RCA live color cameras, one RCA color film camera and three RCA black and white cameras with provisions for an additional three when needed. Here the switching between cameras is handled, together with the creation of electronic special effects. The control room contains three RCA color monitors and up to 10 monochrome monitors. The audio portion includes facilities for 18 microphones, two tape recorders, a record turntable and multiple sound effects equipment specially designed for the unit by Ampex.

Bus No. 2 holds the video recording equipment, two Ampex recorders with full splicing and editing facilities. The sound is not only recorded on the same tape as the picture, but also separately on a multiple-channel recording device for ease in editing and in scoring music and effects. This unit also holds the 16mm and 35mm film and slide projectors.

The third bus, completing the system, contains two 85,000-watt generators powered by International Harvester and Hall Scott engines. It provides storage space for cameras, cables, microphones, tripods and other equipment and its rear portion holds a complete repair shop for use on location. All units are completely air-conditioned. With them, a complete tv show can be recorded on tape or film from any location without need for external equipment or personnel. It can be edited, have sound dubbed in, titles and film or tape portions integrated, with the show ready to go on the air by the time the unit is back from location.

On distant trips, the three large buses will be supplemented with seven other vehicles, Mr. Skelton said. These will hold wardrobe, makeup, camera equipment, a carpenter shop, emergency supplies and two trucks will open into bleachers with overhanging microphones to get audience reaction for shows done in remote locations.

Skelton Studios, home base of the operation, contains three sound stages providing 25,700 sq. ft. of stage space. One stage is being converted into an audience studio seating 300 people in addition to an orchestra and production personnel. The other two will be available for tape or film production.

Charles Luftia, Mr. Skelton's business partner and executive producer, will function as executive vice president of Skelton Studios. Edward M. Hillie, for the past seven years a producer, director and production executive at Desilu, has been named studio manager, with Bernard Barron, former studio and production manager at American-International and previously with Crosley Broadcasting Corp., as assistant to the studio manager.

Robert L. Cobler, chief engineer for Skelton Studios, comes from CBS-TV, Hollywood, where he was active in colorcasting and designed the original color matte key generator which received an "Emmy" nomination. Ruper F. Goodspeed, director of technical operations of two color studios. Messrs. Cobler and Goodspeed were co-designers of the Red-Eo-Tape mobile units.

Other technical personnel include Charles E. Schmidt, former technical director, studio and field supervisor at NBC-TV Color Studio in Burbank, Calif.; William A. Jack, for 10 years a lighting director at NBC-TV; Willis O. Freitag, engineer at CBS-TV Hollywood; Carl Hanseman, color video control engineer at NBC-TV Hollywood; Richard D. Scovel, vtr engineer for Jack Linkletter's "On the Go" series; Kenneth D. Gustafson, tv engineer at CBS-TV Hollywood; Charles L. Braislin, color engineer at NBC-TV Hollywood; David B. Graham, engineer at NBC video tape center, Burbank; Bob Greenseth, cameraman at CBS-TV Hollywood; William J. Lohnes and John E. Braslin, cameramen at KCOP (TV) Los Angeles; Ronald L. Olney, engineer at NBC-TV: Patrick King, video tape operator at CBS-TV, and G.W. Scott, former test driver-demonstrator for Crown Coach, which built the Red-Eo-Tape busses.

Mr. Skelton reported that Skelton-Luftig Productions will produce two hour-long specials for Timex, in which he will appear, and one for Chevrolet, in addition to his participation in two of next season's Dinah Shore shows for Chevy. A special Christmas show, starring Mr. Skelton as Rip Van Winkle, is also in the works, he said, with CBS-TV trying to find a sponsor.

A number of tv series are planned which Skelton-Luftig will produce as full series, not pilot films, for sale na-
tionally to sponsors or networks or market-by-market to individual stations. These include, he said, The Adventures of Marco Polo, to be taped abroad with a second mobile tape entourage following the route of the early adventurer all the way from Venice to China; Society As I See It, with Cobina Wright as the seeing ‘1’; The Adventurer of Junior, based on the ‘little kid’ Skelton character created on radio, and 20 Years in Sing Sing, based on the memoirs of Warden Lawes.

All of the tv programs will be made in color, Mr. Skelton stated, commenting that they will be sold for network use in black-and-white at black-and-white prices. Skelton Studios will get back its color production costs when the programs are rerun in color, he said.

NRLB to investigate cartoon firm charges

Animation Inc., Hollywood, has charged violation of the Landrum-Griffith Act against IATSE Screen Cartoonist Local 839, in a complaint filed with the National Labor Relations Board by Earl Klein, Animation president.

Mr. Klein said he lost a cartoon sub-contract when the union’s business agent pressured UPA Pictures, Hollywood, against doing business with Animation which has no contract with the local. UPA subsequently cancelled the deal, Mr. Klein said.

Ralph H. Kennedy, regional director of the NRLB, said the complaint will be investigated.

Animation Inc. was involved in a six-week long strike called by the Screen Cartoonist Guild several months ago. The strike was called when Mr. Klein refused to incorporate a specific clause which would limit his business dealings to firms having guild contracts, according to the company announcement.

Program notes

Ziv-UA business upbeat ▲ Ziv-UA reports that domestic sales in the first half of 1960 are running about 18% over those for the comparable period of 1959, with 1,080 market sales completed between Jan. 1-June 30, 1960. The report shows that Ziv-UA product is carried in more than 90% of the nation’s 269 markets and on almost 89% of the 528 commercial stations. The compilation does not include sales of re-runs by the company’s Econome division, which is said to be “enjoying its greatest year since its inception.”

Knock the rock ▲ WICO Salisbury, Md., took a survey and discovered that only one out of five families in that city listened to all three radio stations combined. Three years ago—“before rock ‘n’ roll,” according to WICO’s manager Robert Doyle—four out of five families listened to radio. Mr. Doyle decided a good music format was the answer. The schedule features 12 minutes of uninterrupted music, followed by two or three minutes of product-mentions, then back to 12 minutes of music. ABC news is presented hourly.

‘Ledger’ entry ▲ NBC-TV has announced a new hour-long series titled The New York Ledger for presentation in the 1961-62 nighttime schedule. Created within the NBC Program Development Dept. by Ross Donaldson, director of creative services, the series will “give an authentic but fictional treatment” to stories about people and situations in New York City as reflected on the pages of a mythical New York daily newspaper, The Ledger. Besides two permanent stars, each episode will have a major guest star, portraying a resident or transient in New York and caught in a “poignant or suspenseful situation.”

Plans for Dan ▲ Young Productions Inc., Philadelphia, will produce the new Diver Dan tv series in association with Brain Cartoons Inc., that city. Diver Dan is a children’s underwater fantasy that uses a combination of live characters and live and animated fish. It is photographed in color in 7-minute episodes with the entire series in a 104-episode package. Segments can be combined to make shows of varying lengths. The series can be used as a separate show or part of an existing one. It is also in black and white for tv stations without color facilities. Scheduled for release in late September, Diver Dan has been sold in 15 domestic and 1 foreign markets with sales over $500,000 to date, according to executive producer Hal Tunis.

Okay! ▲ The Chipmunks, Ross Bagdasarian’s novelty characters, whose first Liberty record sold 5½ million copies in the fall of 1958, will be starred in a new half-hour tv series, The Alvin Show, scheduled for release in the fall of 1961. Series will be cartoons, produced by Format Films with Mr. Bagdasarian, who created the characters under the name of David Seville, providing the voices of the chipmunks and other characters for the tv series as he did for the records. Ashley-Steiner has been signed as exclusive agent for the series.

Capsule radio feature ▲ Creative Services Inc., Chicago, has added six one-minute and two five-minute capsule radio features to its library. The properties, announced by G. Edward Riley, vice president and sales director, are; Titus Moody, Senator Claghorn, Ann Thomas, This I Predict, Fascinating Facts and The Money Man, all 60-second features, and The Lew Parker Show and Al Helfer Sports Show. The programs are now being made available to radio stations in the U.S. and Canada and three more will be added by September. Creative Services (75 E. Wacker Drive, Chicago) supplies complete merchandising kits and contests to stations in the interest of re-sales to local and regional advertisers.

Ping-pong ▲ Producer Larry Stusser, who currently has a series on bridge on KTLA (TV) Los Angeles, has started video-taping a pilot for a half-hour series of championship table-tennis matches. The pilot is being made at Paramount Television Productions, where both male and female ping-pongists will compete. Henry Schrage is co-producer; Tip Corbin directs and Cleve Herman will provide commentary.

Double buy ▲ KGMB-TV Honolulu has purchased a complete film library of 130 features and the color and black-and-white cartoon series Q.T. Hush, Private Eye from M&A Alexander Productions Inc., L.A.
GLOBAL TV IS GETTING CLOSER
World-wide broadcasts two years away, space expert predicts

Transoceanic tv in two years. This is the prediction of top flight space communications expert, Dr. John R. Pierce of the Bell Telephone Labs.

Dr. Pierce, who sketched a global satellite communications system in 1954, emphasized that tv via space relaying may come sooner, but such a feat would be a stunt, the scientist explained.

This might be done via the Echo I balloon, now in its second week in orbit. Dr. Pierce noted, or via an active relay satellite—such as the military tried, and failed, to put into orbit last week.

Scientists at the National Aeronautics & Space Administration have no plans to use the present, balloon passive-type communications satellite for wideband transmissions capable of handling video signals, it was reported there. This does not foreclose such a use by a nongovernment firm, although none has reported yet that such an attempt will be made.

NASA reported that a second balloon is scheduled for the end of this year, or during the first quarter of 1961. Wideband relaying may very well be included in tests for this satellite, it was said.

Try Courier Again ■ Another try to launch an active radio relay satellite will be made in a few months, it was announced last Thursday following the explosion minutes after blastoff at Cape Canaveral of the military Courier I-A satellite.

The Thor-Delta-Star rocket, launched by the Air Force, appeared to be traveling normally when it exploded in the air.

It was carrying a 500 lb., 51-in. satellite jammed with 300 lbs. of radio sending and receiving equipment including five midget tape recorders.

The satellite was scheduled to be put into a 700-750 mile orbit.

Similar to the "Score" satellite which broadcast President Eisenhower's 1958 Christmas message to the world, the Courier was a U.S. Army Signal Corps development, produced by Philco Corp., for global military communications.

It carried four transistorized microwave transmitters and receivers, a base-band combiner and five tape recorders. Four of the tape recorders were for data storage and one was for voice communications. The outer shell of the melon-shaped "bird" was covered with 20,000 solar cells for power energy from the sun's rays.

The relay, scheduled to be used initially on a delayed time basis, was capable of handling 3.4 million words in every five minute pass. Circuits comprised one voice and seven teletype channels. Ground stations are located at Fort Monmouth, N.J., site of the Signal Corps Labs., and an Army installation in Puerto Rico.

Echo I Working Well ■ Meanwhile, the passive balloon communications satellite (At Deadline, August 15) continued its 1,000-mile high orbit for the second week with continuous reports of successful transmissions and reception.

One of the highlights of Echo I's first week was the first regular telephone conversation between California and New Jersey via a bounce from the satellite.

Also reported in the first 10 days aloft was an Air Force "bounce" between Trinidad and Rome, N.Y. Successfully accomplished also was a round trip, "double bounce" circuit from a Naval Research Lab. facility in Maryland to Bell Telephone Labs. space laboratory in Holmdel, N.J., via regular AT&T circuits, to the satellite and down to Jet Propulsion Labs.'s Goldstone, Calif., installation—and back again.

Holmdel is using 10 kw on 960 mc, while Goldstone is using 10 kw on 2,390 mc.

On the first day aloft, Collins Radio used the 10-story high, aluminized balloon (measuring 100-ft. in diameter) to send a message from its home office in Cedar Rapids, Iowa, to another office in Dallas, Tex. The balloon was also used to relay pre-recorded messages by President Eisenhower and Sen. Lyndon B. Johnson (D-Tex.), chairman of the Senate Space Committee, between the two coasts.

The Echo satellite was said to be

ADMIRAL FIGHTS JAP FLOOD
Seeks reappraisal of U.S. trade policies

An "immediate reappraisal" of American trade policies with Japan, in view of its continued flood of electronic exports, was requested of the Republican administration by Admiral Corp. last week.

Ross D. Siragusa, Admiral president, cited "alarming increases" in the shipment of Japanese components the first three months of 1960 and asserted they can't continue for long "without inflicting serious and permanent damage on American suppliers." (The figures: receiving tubes, up 383%; loudspeakers, up 233%; transistors, up 1,059%.)

In expressing hope for a re-evaluation of those policies, he expressed belief that American workers and industry should not be "forced to suffer because of our government's wide open door policy and lack of restrictions." The request for government action came in a "background memorandum" released by Admiral Corp.

Citing U.S. Commerce Dept. statistics on shipments and sales, Admiral pointed out there is no limit on the import of Japanese radios, while comparing a U.S. duty of only 12½% to one of 18% on American radios shipped to Japan. On the other hand, Japan limits American imports by licensing restrictions (only 835 radios were shipped there last year). Additionally, Admiral noted, Japanese electronic plants are highly automated.

EIA Split ■ Mr. Siragusa charged that most American manufacturers have "taken the line of least resistance" in combating heavy Japanese exports, buying from Japan components or complete radios for marketing under their own brand names. Admiral has, on the other hand, followed an aggressive "Buy American" program refusing to use these foreign components.

Electronic Industries Assn., though it asked the Office of Civil and Defense Mobilization to take action last year, is "split" within its own ranks because of the different practices of its member companies, Admiral claimed. It also cited a statement by International Brotherhood of Electrical Workers Local 1031 that Chicago area employment of union members dropped 14,000 the past three years. The 42-000-member labor group bought a 26-week series of spots on WGN Chicago, urging listeners to "Buy American."

Mr. Siragusa noted that the Japanese will invade the U.S. with tv receivers
Toll call to space  ■ At the Bell Telephone Labs "space station" at Holmdel, N.J., project engineer W.C. Jakes (standing) is shown talking to the Jet Propulsion Lab., Goldstone, Calif., via voice channels bouncing off Echo I, the 10-story-high, aluminized balloon 1,000 miles up. This was one of the first voice circuits using the passive satellite which was sent whirling into orbit in space on August 12.

capable of 98% reflectivity at frequencies up to 20,000 mc. It is traveling at a speed of 16,000 mph, and takes 15-minutes to pass over a given area. It weighs 137.4 lbs. Two wafer-thin transmitters are attached to the balloon underneath its aluminum skin per-

Ride that failed  ■ A Signal Corps master sergeant is shown installing a microwave whip antenna on the Army's Courier I-A. This is the space radio station which was to be sent into 700-mile orbit August 18, but which was blown to bits when the rocket vehicle exploded minutes after being launched. Built by Philco Corp., the 500-lb., 51-in. sphere is plastered with 20,000 solar cells to convert sunlight into power. It is mitting accurate aiming of ground antennas.

Although the hollow sphere has an estimated life of one year, scientists are concerned about its efficiency after it enters darkness. This will occur at the end of this week, it was estimated.

in the next few months but he predicted they won't enjoy the same success.

Apart from the threat of "serious and permanent damage" to U.S. manufacturers, there's also evidence of "attempts to delude the American public with highly questionable marketing practices for Japanese radios," Admiral claimed Thursday.

Jerrold's '60 catv gross was $2 million

Jerrold Electronics Corp.'s nine community television systems, sold two weeks ago for $5 million to the H&B American Corp. (BROADCASTING, Aug. 15), brought in $2 million in fiscal 1960, Milton J. Shapp, president of Jerrold, disclosed last week.

Mr. Shapp also said that Jerrold would use the $5 million for the acquisition of other catv systems or small electronics companies. He made his remarks to the Philadelphia Securities Assn. where he also estimated that Jerrold's sales and revenues for fiscal 1961 would be about $8.5 million, "about equal" to the 1960 revenues. Jerrold's fiscal year ends the last day in February.

Technical topics

Tubes to Japan  ■ General Electric Co., Schenectady, N.Y., announced that the new Japanese color tv industry which begins colorcasts next month will use G.E.'s ultra-sensitive GL-7629 image orthicon. Already 12 tubes have been ordered by five broadcasters with half of that total earmarked for Nippon TV Network.

Sales up, profits down  ■ Raytheon Co. has reported that sales for the first half of 1960 totaled $277 million with profit after taxes of $4 million. In the com-

parable 1959 period, sales were $235 million and profits were $5 million. Richard E. Krafve, firm president, stated that earnings were adversely affected by increased expenditures for plant consolidations, research and new product development along with sub-

standard operating results in a number of commercial and component product lines. Operating improvement and aggressive marketing efforts are expected to boost earnings during the second half of 1960, Mr. Krafve stated.

Tape tales  ■ A new catalog, on the Presto 800 series professional tape recorders, has been released by the Bogen-Presto Div. of The Siegler Corp. Among the models described are console, portable and rack-mounted recorders including some instantly convertible from 1/4-inch to 1/2-inch tape. Copies are available from Bogen-Presto Co., Box 500, Paramus, N.J. Catalogue #910.
FOREIGN TV FILM MARKET

Eventual sales bonanza has its problems

The foreign market for U.S.-produced tv programs should follow the theatrical motion picture pattern, with 50-60% of the total revenue eventually coming from abroad, John McCarthy, president of the Television Program Export Assn., said Thursday at a news conference in Hollywood. And “eventually” may not be far off, the way television is burgeoning throughout the world with some 28 million tv sets in homes outside the U.S., eight million of them added during the past year.

But there are problems, Mr. McCarthy noted. There is the British quota system which limits program imports to 14% of the time on the commercial tv network (about one hour a day) and to 10% of the BBC's tv time. And there is the dollar limit imposed in Japan, where the top price for a half-hour imported tv show is pegged at $500 and was only recently raised from $350.

Such a restriction for a country with five million tv sets is unreasonable, Mr. McCarthy noted, explaining that in comparison Australia, which has only one million tv receivers, pays an average price of $1,500 for a half-hour imported program with some shows getting as high as $3,000. Just as harmful is the British quota which, by allowing such a small amount of time for foreign tv shows, has created so much competition among U.S. producers that British buyers are able to get a half-hour program for only $2,000-3,000 while deriving $40,000-50,000 from the sale of advertising spots in and around it.

Fair Play • In Britain, from which he has just returned, Mr. McCarthy said he had used the basic argument that such restrictions are unfair, especially in view of the lack of U.S. restrictions on the import of British cars, whisky and steel, among other commodities. Indeed, he stated, if feature theatrical films are included in the reckoning, it is probable that the English have taken more dollars from U.S. television than our program makers have received from British tv.

In his negotiations in England, Mr. McCarthy reported, he pointed out that something has to give, and that if they don't do the right things the consequences could be unpleasant. The international balance of payments is a very serious matter for the U.S. he stated. Our exports, he said, amount to some $18.5 billion a year or about $3.5 billion behind the $21.5 billion of our imports plus our foreign aid and our defense support expenditures abroad. To restore a proper balance between income and outgo, the U.S. must either cut foreign aid and defense spending, or impose restrictions on imports or exports.

The last is by far the best solution, he said, and that tv films are a part of our exports which legitimately could be increased. Viewers abroad want American made programs, he stated, pointing to their top popularity in Britain despite the fact they are usually scheduled outside the prime viewing hours. It is unfair not only to American tv producers but their own people for foreign governments or trade groups to impose such restrictions as now exist, he declared.

Mr. McCarthy is no newcomer to foreign trade problems. For three years before he assumed the TPEA presidency in June, he served as the U.S. Minister for Economic Affairs in Paris. For seven years before that he was vice president of the Motion Picture Export Assn. and concurrently vice president in charge of international affairs of the Motion Picture Assn. of America.

Far East • In Japan, for which he left California on Friday, Mr. McCarthy expects to use much the same kind of argument as he did in England, with the implied threat that a continuation of the ridiculous restrictions now imposed on U.S. produced tv programs could well result in a limitation on the U.S. import of Japanese products.

To attack these and other problems of foreign relations before they become entrenched and to attack them with a united front is a main reason for the formation of TPEA.

Charter members are: ABC Films, CBS Films, Desilu Productions, Four Star Television, Marterro Productions, MCA-TEV, MGM-TEV, NBC, National Telefilms Assoc., Screen Gems, and United Artists. Acting in unison, this group could exert appreciable pressure abroad merely by withholding all of their tv programs from nations where unreasonable restrictions are imposed.

U.S. scores Cuba on broadcast seizures

The Cuban government has taken over control of all that country’s “leading” broadcast stations, the U.S. State Dept. has charged in a document, “Responsibility of Cuban Government for Increased International Tensions in the Hemisphere.”

The document said that as of last May, 43 am stations of the 88 independent and 75 network stations in Cuba, 18 of that country’s 24 fm outlets and 23 of its 24 tv stations had been placed under government control.

All the stations taken over by the government have been consolidated into a network, “FIEL” (Frente Independiente de Emisora Libres), operated by the Cuban Ministry of the Treasury, with its stated purpose to “consolidate the revolution and orient the people,” the State Dept. said.

The first instance of the Castro government’s seizure of broadcast property “clearly on the basis of its opposition to communism,” the document said, was when Abel Mestre, who with his brother Goar Mestre headed CMQ (Circuito) network. in a telecast last March 31 on his own station, Ch. 4 in Havana, insisted on the right of free expression. The government took over the station the same day and froze the personal assets of the two brothers, the State Dept. said.
ABC IN LEBANON
Buys minority share in new tv network

Continuing its foreign investment program, ABC's International Div. has acquired a minority interest in a new television network in Lebanon, Télévision du Liban et du Proche-Orient. The acquisition is being announced today (Aug. 22) by Donald W. Coyle, vice president in charge of the ABC International Div., one week after ABC announced its investment in a Venezuelan tv network (Broadcasting, Aug. 15).

The recently formed Lebanese network has been granted licenses for four stations. They will cover the entire country and its 2 million people. Actual telecasting is expected to begin in Beirut in six to nine months.

ABC will contribute programming, engineering and other assistance and will act as sales representative for the new network outside Lebanon.

Mr. Coyle cited Lebanon as the "commercial hub" of the entire Middle East. "The economic fortunes of this entire area are linked with those of Lebanon. Its principal resources are its geographic location as a natural gateway to the entire Middle East and the abilities of its commercial and financial community."

He continued, "Television's power as a medium for communication, entertainment, public service and advertising will quickly make it a vital factor to the people and economy of the region."

Founders of Télévision du Liban et du Proche-Orient are Ruchdi Maalour, Fuad Al-Burt, Albert Asselaty, Fawzi Ghandour and Jean Abu Jawde.

ABC's other foreign investments include a minority interest in a tv station in Ecuador, and control of a five-station Central American tv network. ABC also owns minority interests in the five stations composing the network.

Beer ad flow begins on Ontario television

John Labatt Ltd., London, Ont., is the first brewery to use Ontario television stations under the new code of advertising approved by the Ontario government (Broadcasting, July 18). Labatt's, through Stanfield, Johnson & Hill Ltd., Toronto, has placed spot announcements on 14 Ontario tv stations. Only exception is French-language CBOFT (TV) Ottawa.

Announcements are restricted to the beginning and end of five local news and sports broadcasts. Each announce-
A LITTLE GAS GOES A LONG WAY

CHUM's 'Dream Drive' pits d.j.'s in race

Untrimmed rivalry among five disc jockeys and a shared sense of automotive economy made the "Dream Drive" promotion of CHUM Toronto, Canada, a great success both for the station and for an Austin automobile agency running a three-week saturation spot campaign.

Each of the disc jockeys was up on an Austin 850 filled with just two gallons of gasoline on successive days. The one who coasted the most miles from the vehicle on that supply won. Listeners got into the act by submitting letters predicting which motorist would be successful and why. Entries were accepted until the day before the trials. After the five runs the winning d.j. went through the unopened mail. The first letter naming him won an Austin 850 for its author.

Each jockey assumed a nom de course—"Insurance Risika Boliska," "J.J. Joggin-Roadhoggin Richards," "Wrong-Lane Laine," etc. Each bolstered his chances to win by psychological warfare on his show. The boys gave listeners reasons why their opponents were unfit; (example—"J.J. Richards is an Arab . . . more used to driving camels . . . "). The eventual winner broadcast appeals for motorists to clear the roads so he could coast on hills. He suffled when rush-hour traffic failed to respond, but still managed to go 134 miles on the two gallons. The d.j.'s fans often lined the Dream Drive route, waving banners to encourage their favorites.

The station reports tremendous interest engendered by the promotion as well as a happy Austin agency. After the success of the CHUM promotion it was adopted by CHML Hamilton and CKGM Montreal.

Alcoa sponsors
WADO beauty contest

Aluminum Co. of America is throwing its support and protection behind a WADO New York contest to select its first Miss Latin America. The heavy broadcast advertiser of Alcoa Aluminum Wrap is using the contest to make its first specialized entry into the Spanish-speaking market. In addition to paying all contest costs, Alcoa is also buying a spot schedule on the Spanish station. More than 500 girls responded to WADO's on-air announcements of the contest. Eliminations began Aug. 13 and will continue on Aug. 20 and 27, with the grand final to be held Sept. 18—all at Palisades Amusement Park in New Jersey.

A fashion show of dresses and swim suits made entirely of Alcoa aluminum will be a feature of the final event; while Miss Latin America herself will be wrapped in the foil for better protection until next year when she must relinquish her crown. Presumably, the winner can unwrap herself long enough to enjoy a vacation in Puerto Rico, and try for a screen test.

KOLO features candidates

KOLO-AM-TV Reno, Nev., is featuring a series of half-hour programs in prime evening time over a five-day period introducing all candidates running for office in Washoe County. Invitations were sent to 102 candidates inviting them to appear free on the Of Primary Interest series. Programs are broken down by office. The series began on KOLO-TV Saturday (Aug. 20) and concludes Wednesday (Aug. 24). The programs will be taped and rebroadcast later by KOLO Radio in order to give the candidates the widest exposure possible.

Wetter bettors

Stamp giveaway

Drumbeats

Colorful Vikings

Stamp giveaway

In association with the Grand Union supermarket chain, WGLI-AM-FM Babylon, N.Y., awarded listeners one million "Triple S Blue Stamps" during a 13-week promotion, which concluded Aug. 6 with a jackpot award of 250,000 stamps. Names of more than 4,000 listeners had been collected by the stations through a radio contest in which listeners called WGLI whenever a number was announced that was the sum of all the numbers in the listener's telephone number. Some 750,000 stamps were distributed in this manner. The jackpot prize winner was determined by drawing one name from all those who had called during the run of the contest. The drawing was broadcast as part of the WGLI Open House show at a Babylon shopping center.

To introduce the syndicated series Tales of the Vikings, WROC-TV Rochester sent a copy of a Viking coloring book to each of the hundreds of entrants who sent in a drawing of a Viking or Viking ship. A boy and a girl were selected as first-prize winners and awarded English bicycles. Second-prize winners earned dinner for themselves and their parents in the "Viking Room" of the Trenholm Motor Lodge.

Wetter bettors

In betting off a bet hinging on the popularity of two pop ballads, three disc jockeys of KFWB Los Angeles cavort with a finny friend at Pacific Ocean Park. The bet was originally to be paid by cleaning the aquarium at Marineland amidst "sharks and whales." (Broadcasting, Aug. 8). However officials there deemed the stunt too dangerous and refused permission. In the water (front to rear): Bill Ballance; white whale; Ted Quillin and Gene Weed.
FATES & FORTUNES

Broadcast Advertising

Martin Koehring, formerly creative director of west coast operations for Foote, Cone & Belding, to Chicago office of McCann-Erickson as vp, creative director and member of plans board.

Phelps Johnston, formerly vp and director at Campbell-Mithun, Chicago, to Don Kemper Co., that city, as vp in charge of Chicago office and member of plans board. Robert Hilton, executive vp, will continue to headquarter there but devote more time to agency's New York and Dayton offices.

Robert Leehard, account executive and manager of agency's Detroit office, and Robert Noel, tv copy supervisor, Chicago, elected vps at Leo Burnett Co. Mr. Noel also appointed tv copy director.

John A. DeBenham, radio-tv producer at Doherty, Clifford, Steers & Shenfield, N.Y., named assistant to Russell Ford, vp in charge of radio-tv commercial production.

Thomas J. Pritchard becomes administrative manager of Dayton office of Dancer-Fitzgerald-Sample.

George O. Cutter, director of manufacturing at Gillette Safety Razor Co., N.Y., named vp. Stephen J. Griffin, assistant to president, and William G. Salatich, general sales manager, also become vps.

Lloyd Burlingham joins Western Adv., Chicago, as director of radio and tv.

Earl R. Minser, formerly senior copywriter and creative assistant in Chicago office of Western Adv., joins Allen & Reynolds, Omaha, Neb., as copy chief.

George Rike, formerly senior copywriter at Mergenthaler Linotype Co., N.Y., joins Doyle Dane Bernbach, that city, on copy staff.

George R. Windsor, formerly with General Foods Corp., Los Angeles, to merchandising department of Erwin Wasey, Ruthrauff & Ryan, that city.

Michael Fabian, formerly with The Zakin Co., N.Y., to W.B. Doner & Co., Philadelphia, as director of media and marketing. Manny Klein and Kenneth Ferguson join Doner's Baltimore office as media director and copywriter, respectively.

Brian Johnston joins Pat McDer- mott Co., Los Angeles pr-personal management firm, as head of feature writing department.

Larry Lowenstein has resigned as head of N.Y. office of Rogers & Cowan, pr firm. Announcement of future plans will be made shortly.

Harry David joins Lawrence Jepp- son & Assoc., Washington pr firm, as director of editorial services.


The Media

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Charles W. Brunt and Ben McKin- non, general managers of WTOP Winston-Salem, N.C., and WSGN Birmingham, Ala., respectively, elected vps of Winston-Salem Broadcasting Co. (WTOB Winston-Salem, WSGN Bir- mingham. WAPA-TV San Juan, P.R., one third owner of WOLE Aquadilla-Mayaguez, P.R. and applicant for new ch. 8 tv facility assigned by com- mission to Winston-Salem-Greensboro- High Point, N.C., area).

Norman Dorer, formerly senior analyst at CBS Radio budget depart- ment, appointed manager of sales opera- tions at WCBS New York.

Jacques Biraben, member of WOR New York sales staff, named director of sales.

Carlo Anneke, account executive at KT LA (TV) Los Angeles, promoted to local sales manager, succeeding Bob Jones who resigned.

Frank Gervin, on sales staff of WGR-TV Buffalo, promoted to local sales manager. He has been with station since 1956.

Herbert Hahn, account executive at

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In the Radio-TV Publishing Field only BROADCASTING qualifies for membership in Audit Bureau of Circulations and Associated Business Publications

BROADCASTING, August 22, 1960

77
Forjoe & Co., N.Y., named assistant sales manager.

Irrving Steinbock, account executive at KEX Portland, named assistant sales manager.

Dick Morrison, formerly vp and general manager of Commercial Recording Corp., Dallas, appointed general manager of KICN Denver. Previously, he was general sales manager of KBOX Dallas, and WNOE New Orleans.

Robert Conrad, formerly operations manager at WFTM (FM) Chicago, to WDTM-FM Detroit as director of programming and operations.

Roy E. Nilson, operations manager of WLCY Tampa-St. Petersburg, assumes similar duties at WQTY (formerly WTTT) Jacksonville, both Florida. Murph McHenry named program coordinator of WQTY.

Al Bowen, production manager of KTTV (TV) Los Angeles, assumes additional duties as studio manager.


Charles M. Pickering, formerly salesman at WBZ-TV Boston, named account executive in Chicago office of TV Advertising Representatives.

Arch Robb, manager of special programs for NBC, promoted to director of special programs.

Claire Hughes, assistant manager of KWKW Pasadena, Calif., reelected president of Radio & TV Women of Southern California. Regina Linderbaum, president of Filmcraft Productions; Helen M. Hall, with NBC; and Dona Clark production supervisor with J. Walter Thompson Co., all elected vps.

Marshall H. Karp, formerly account executive at WPIX (TV) New York, joins ABC-TV as assistant daytime sales manager. Before joining WPIX in May, 1939, Mr. Karp had been account executive with WNTA-TV New York.

Frances L. Pierce, promotion supervisor of KIRQ-AM-FM-TV Seattle, Wash., appointed acting promotion director of KIRO-TV.

Patricia Danneman promoted from film manager to operations manager; Paula Schwarz from commercial manager to film manager, and Arlene Kochan from staff to traffic manager, all at WBBM-TV Chicago.

Mark Ritter, supervisor of copy and traffic at WGLI Babylon, N.Y., named program director; Dot Schroeder becomes head of copy desk.

Devere Logan, formerly program and promotion manager at WBCM Bay City, to WJRT Flint, both Michigan, as promotion manager.

William T. (Tom) Hamilton, acting general manager of WNDU - AM - TV South Bend, Ind., since death of Bernard C. Barth last September, appointed general manager. Previously, he had been with WOR and WHEW, both N.Y.

Robert J. Rentschler, manager of Musicast (background music division of WSWM [FM] Lansing, Mich.) promoted to vp of Mid-State Broadcasting Corp., owner of WSWM. James Mahon, office manager of WSWM, promoted to comptroller of Mid-State Broadcasting Corp.

Jerry Jewler joins WWDC Washington as member of pr staff.

Ray VanderSlic, in promotion department of WIBG Philadelphia, named assistant promotion manager.

Martin Plissner, formerly news bureau chief at MBS, joins WMCA New York, as news chief.

Carl Imlay joins Washington law firm of Loucks & Jansky. He formerly was principal legal assistant to assistant director of administrative office of U.S. Courts. He is graduate of George Washington U. Law School in Washington.

Donley F. Feddersen, formerly director of program development at WTTW Chicago, joins National Educational Television & Radio Center, N.Y., as director of tv programming.

William A. Warren appointed director of news and special events for KDES Palm Springs, Calif.

Bill Reed appointed news director of WWL-TV New Orleans. He had been on station's news staff.

Robert Ritzert appointed sports director for WSTC-AM-TV Stamford, Conn. He succeeds Bud VanDerheyden who joins promotion department of Remington Rand.

Joe Patrick, sportscaster for KMTV (TV) Omaha, Neb., promoted to sports director.

Eric Mart, senior analyst in ABC-TV research department, promoted to presentations writer in sales development.

Howard E. Reiquam joins KOMO-TV Seattle, Wash., as staff meteorologist, succeeding late Bruce Caldwell who died in plane crash May 30.

Dale Weber, formerly with KLOH Pipestone, Minn., to WNAX Yankton-Siouk City, S.D., as member of sales staff. Terrence J. Lalley, in sales service department, becomes account executive.

James J. Wychor, formerly general manager of WKKE-AM-FM Huntington, W. Va., to sales staff of KSTP Minneapolis.

Joseph P. Foley, formerly of Avery-Knodel, N.Y., joins Windy City, that city, as salesman. Jack Hetherington named salesman in St. Louis and John A. Carrigan joins Chicago tv sales force. Mr. Hetherington comes to Weed from Gardner Adv., St. Louis, where he was media department head. Mr. Carrigan has operated his own business in Chicago for two years.

Charles Warner, formerly of WTOP-TV Washington, D.C., joins Avery-Knodel, N. Y., as salesman.
Ralph L. Walker, Washington communications attorney, is on extended leave of absence from Pierson, Ball & Dowd, looking toward retirement. It was announced last week. Mr. Walker, formerly attorney and examiner with FCC from 1928-42, is 1926 law graduate of George Washington U., Washington, D.C.

Fred Stanton, in continuity department of WLOS-TV Asheville, N.C., appointed producer-director.

Suzanne Salter, formerly NBC talent coordinator, joins CBS Radio as producer of “Dimension,” new program service.

Al McCoy joins KRUX Phoenix, Ariz., as air personality. He formerly was with KOOL-AM-TV, there.

George Myska, formerly producer for Radio Free Europe, joins WNEW New York in similar capacity.

Gary Shute, formerly program director at WKJY Farmington, to WLAM Lewiston-Auburn, both Maine, as announcer-air personality.

Dr. John T. Dempsey appointed director of news and community projects for WJKB-AM-TV Detroit. Dr. Dempsey formerly was news commentator for WJBK. Bob Larimer named production assistant for WJBK Radio.

Harold Alexander, in production department of WFGA-TV Jacksonville, Fla., promoted to director. He formerly was with WTJY (TV) Miami.

Mel Gunder, announcer-account executive for KOOL-AM-TV Phoenix, Ariz., promoted to program director. He formerly was with KWWN Wenatchee, and KING Seattle, both Washington.

Frank O’Farrell Jr., named program production and merchandising manager for KNX and CBC Radio Pacific Network, Los Angeles. He previously was sales promotion assistant at KNX-CRPN.

Dave Schiefer, formerly personality at WOVO Dover, Del., to KAIR Tucker, Ariz., in similar capacity.

Bill Comer joins KEX Portland, Ore., as air personality. He formerly was owner of KBCH Oceanlake, Ore.

Mrs. Evelyn Elmen joins KPLR-TV St. Louis as director of women’s affairs.

John Henry and Thompson R. Watt named sports director and news director, respectively, for KOA-AM-TV Denver.

Charles White, formerly program and sports director for WABZ-Albemarle, joins WNCN Siler City, both North Carolina. Mr. White previously was program director of WCOS Columbia, S.C.

Tom Griffiths, formerly with WNOB-FM Cleveland, to KYW, that city, as air personality.

Robert F. Hurleigh, president of MBS, named recipient of Veterans of Foreign Wars Gold Medal of Merit and Citation for “energies devoted toward saving network radio for the American public.”

Julian Haas, KAGO Crockett, elected president of Arkansas Broadcasters Assn., succeeding Kermit L. Richardson, KBOK Malvern, who becomes vp. J. C. Willis, KVOM Morrilton, elected secretary-treasurer.

La Von C. Yaney, program director of WABX-FM Detroit, assumes additional duties as member of sales department.

James P. O’Leary, formerly with KFSD Los Angeles, to KBIG Catalina, both California, as air personality.

Jay Smith, formerly announcer with WJIM Lansing, Mich., to WYKR Keyser, W.Va.

Skip Bell, formerly air personality at WPEO Peoria, Ill., to WOKY Milwaukee in similar capacity.

Ed Auxer, formerly staff announcer at WLP Kenosha, Wis., to WSBT-AM-TV South Bend, Ind., in similar capacity.

Bud Dancy, formerly news editor of KTHV (TV) Little Rock, Ark., to WWL-TV New Orleans as member of news staff.

Bob Mills joins KFMB-TV San Diego as air personality. He formerly was at KOTV (TV) Tulsa, Okla.

Programming

Eddie Albert, motion picture, stage and tv actor, joins Kaiser Industries, Honolulu, as vp for special projects. His responsibilities will include tv planning for all Kaiser facilities and will serve in advisory capacity for Maverick and Hong Kong (picture scheduled for this fall), firm’s two tv shows.

Elliot Krane, regional sales executive of Romper Room Inc. (international tv kindergarten show) appointed managing director of firm’s new Canadian division and Claster Enterprises Inc. (producers of Strikes ‘n’ Spares, Duckpins ‘n’ Dollars, Spare Time and Pinbusters and It’s in the Name). Harold Brown becomes director of sales for Claster’s bowling division.

Philip R. Rosenberg, supervising film editor of Wolper-Sterling Productions, Los Angeles, promoted to vp. He will be in charge of firm’s four new telefilms, all in production.

Glen Heisch, vp in charge of tv production for TV Personalities Inc., named producer in charge of Mr. Magoo series for UPA Pictures. Other UPA changes: Carl Brandt becomes musical director; Sam Weiss to layout department; and Gordon Ipsen, Gloria Wood and Thelma Witmer, all to background department.

Michael Nebbie joins Elliot, Unger...
Bond Geddes, radio pioneer, dies

Bond P. Geddes, 78, radio industry pioneer who successfully fought early attempts to ban radios in automobiles, died Aug. 16 in Washington following a brief illness. He also was a veteran newspaper man. Mr. Geddes was executive vp and secretary of the Radio Manufacturers Assn. (now Electronic Industries Assn.) from 1927 to 1950 when he retired, although remaining on a consulting basis. Before joining RMA, Mr. Geddes was manager of the Washington Bureau of the United Press, and chief of the Capitol staff of the Associated Press. He covered the 1912, 1916 and 1920 national political conventions and traveled extensively as a correspondent with Presidents Wilson, Harding and Hoover. He participated in the legal trial of oil magnate Harry F. Sinclair in Wyoming during the Teapot Dome scandal as a member of the personal legal staff of Mr. Sinclair. Mr. Geddes held a law degree from Columbia Law College (now George Washington U.). He is survived by his widow, the former Edith C. Gray, a sister, Mrs. Margaret R. Johnson, and four granddaughters. Interment was held at Rock Creek Cemetery, Washington.

& Elliot, commercial production division of Screen Gems, N.Y., as director of photography. W.P. Laffey joins Tele- screen Adv. Div. of Screen Gems, as account executive in charge of service and control. He had been account executive for WOR-TV, that city.

Equipment & Eng’ring

W. Walter Watts elected chairman of board and president of RCA Sales Corp., in addition to responsibilities as RCA group executive vp. Mr. Watts joined RCA 14 years ago, serving firm in many capacities.

Abraham Bluestone, market planning manager for Semiconductor Div. of Raytheon Co., Needham, Mass., named projects control manager.

John Spitzer joins Semiconductor Div. of Sylvania Electric Products, Woburn, Mass., as supervisor of advertising and sales promotion.

William A. Simons promoted from senior buyer to manager of purchasing department at Shure Bros. (microphones, high-fidelity equipment, electronic components), Evanston, Ill.

Donald L. Ganson appointed head of transistor sales for Pacific Semiconductors, Los Angeles.

International

Leo Benoit, program director of CHLN Three Rivers, appointed general manager of CFDA Victoriaville, both Quebec.

Pierre Brisson, chief engineer of CFDA Victoriaville, Que., has bought shares of original members of owning company and is now majority stockholder of CFDA.

William Miller, formerly of Ford Motor Co. International, joins Kenyon & Eckhardt De Mexico, as associate director.

Howie Meeker, Toronto Maple Leaf hockey star, to CJON-AM-TV St. John’s, Nfld., for daily sports roundup.


Perry Moss, coach of Montreal Alouette’s pro football team, signs with CKGM, that city, for daily sport programs.

Deaths


Paul Cunningham, 70, director of public affairs for ASCAP, died Aug. 14. He was president of organization from 1956-1959 and has been member since 1921.

Ted Pope, 38, tv producer for Canadian Broadcasting Corp. Toronto, was killed on Aug. 13 in racing car collision at Jarvis, Ont.

Leon Giroux, newsreel cameraman for KRON-TV San Francisco died of heart attack Aug. 9 on way to cover story.

Jesse Sabin, 53, NBC news cameraman for past 12 years, died Aug. 18 at his Brooklyn, N.Y., home. Mr. Sabin, who had been ill since May, was most recently assigned to Kicksville, U.S.A., NBC-TV study of narcotics.
August 11 through August 17. Includes data on new stations, changes in existing stations, ownership changes, hearing cases, rules & standards changes and routine roundup.

Abbreviations:
DA—directional antenna cp—construction permit
ERP—effective radiated power
uhf—very high frequency
VHF—ultra high frequency
km—kilometers
watts—watts
megacycles
D—day
N—night
LS—local sanction
arring
TC—time contract
unl—unlimited hours
kc—kilocycles
SSA—special temporary authorization
mod—moderator
SBA—special permanent authorization
STA—special temporary authorization
SH—special frequency assignment
educational
Ann. Announced

New TV Stations
San Bernardino, Calif.—Cal.—San Bernardino Valley Joint Unio. Junior College Dist., UHF ch. 2G (445 mc); ERP 5,446 kw vis., 2.68 kw aur.; ant. height above average terrain 130 ft; estimated construction cost $70,000, first year operating cost $11,900. Post Office Bldg., 501 S. M. Vernon Ave, San Bernardino, Calif. Studio and Trans. location 501 S. M. Vernon Ave, San Bernardino, Calif. Central transmitter and reception equipment are to be installed at a later date. Transmitter is truck type. Ant. is high power, parabolic type. Owner. Vic. Wells.

WESG Greenville, S.C.—Mod. of cp (to increase power in ground system and transmitting equipment) to change from employing DA&D to employing DA&D during critical hours (DA&CH) and install new trans. Engineering incomplete. 660°cc. Ann. Aug. 12.

New FM Stations

WQDV Calais, Me.—Cp to increase daytime power from 250 w to 1 kw and to install new trans. 1250kc. Ann. Aug. 12.

WESC Greenville, S.C.—Mod. of cp (to increase power, install DA&D) to change from employing DA&D to employing DA&D (DA&CH) and install new trans. Engineering incomplete. (660°cc). Ann. Aug. 12.

Applications
BUFFALO, N.Y.—Talesisin Bestg. Corp. 100.7 mc, 20.8 kw. P. O. address 2688 W. 64th St., Indianapolis, Ind. Estimated construction cost $24,817, first year operating cost $23,750, revenue $36,000. Principals include equal partners Merle and Ophelia Miller, owners of WGMF (FM) Pittsburgh, Pa., and WDDT (FM) Detroit, Mich.


Eugene O.—Willamette Family Stations Inc. 96.1 mc, 70.1 kw. P. O. address Box 1128, Eugene, Ore. Estimated construction cost $75,570, first year operating cost $60,421, revenue $90,520 (all for am-fm combination). Principals include Marlin R. Steffins, 24%, Marvin R. Steffins Jr., 25%, Ray G. Barnes, 12%, and others. Mr. Barnes is in insurance. Mr. Steffins Jr. was formerly majority stockholder in KGEI Detroit. Mr. Steffins Jr. is with furniture company. Ann. Aug. 10.

Abilene, Tex.—Fine Music Enterprises. 89.1 mc. 384 kw. P. O. address Alexander Bldg., Abilene, Tex. Estimated construction cost $14,000, first year operating cost $8,000, revenue $8,000. Principals include Lowell G. Perry and Chapin Ross, 45% each, and Earl G. Madge. Messrs. Perry and Ross are associated with Abilene Christian College. Mr. Perry is with Gulf Oil. Ann. Aug. 12.

Ownership Changes
KTVF (TV) Fairbanks, Ark.—Seeks transfer of control of KTVF Bestg., Co., from William H. Simons, 51.1%, and Veterans Bestg., Co., 18.5%, to Veterans Bestg., Co., 80.5%, for $282,000 plus compensation agreement with Mr. Simons for 1 year period to operate. Veterans Bestg. purchased 49.9% of Home National for $439,000 during 1959. Veterans Bestg. is licensee of WVET-AM-TV Rochester, N.Y., and KPFW-FM Pikesville, N.Y. F. Lyke, president. Ann. Aug. 11.

KX25 Flagstaff, Ariz.—Seeks assignment of license from Eldred O. Smith to CLEL Bestg. Inc. In interested parties are Claude M. Pettit, Lee H. Walker, Margaret E. Pettit, and Edythe G. Walker, 25% each. Mr. Walker has operated KAK Lakewood, Colo. Mr. Walker is film librarian at Ft. Carson, Colo. Mr. Pettit is in insurance. Ann. Aug. 12.


WNTA-AM-FM Tuckahoe, N.Y.—Seeks relinquishment of control of National Telefilm Assoc. Inc., 100% owner of NTA Radio Bestg. Co. and NTA TV Bestg. Corp., (licenses of WNTA-AM-FM-TV), by National Theatres & TV Inc., 87.3% owner of NTA. Retention of operating control by NTA will result from distribution by National Theatres of 17.3% ownership to shareholders of NTA. NTA owns 67.8% common stock of NTA. Ann. Aug. 17.

WJZD (FM) Chicago—Seeks transfer of control of Mount Hood Radio & Television Co., Ltd. to Mr. Ted R. Gamble. Mr. Tonkon is trustee for Mr. Tonkon as trustee, with Harvey S. Benson, of voting trust for 60% of licensee's common stock. Mr. Tonkon is a partner with Ted R. Gamble. Ann. Aug. 12.

KSLR Lubbock, Tex.—Seeks assignment of license of Lubbock Bests., Ltd, from David R. Worley, 50%, George N. Bush, 25%, and Mr. Worley, 25%. Mr. Worley is buying 50% interest from Mr. Bush and others for a total of $41,500. Ann. Aug. 12.

KCOJ Introductory
KCOJ Bestg., Inc.—Seeks assignment of license from KCOJ Inc. to Inter-American Radio Inc. for $400,000 plus $120,000 for agreement not to compete. Purchase is group headed by Ralph N. Well, president and 19% owner. Group includes Joseph S. Turnier, Joseph N. Stiles, Joseph M. Collins, Joseph Savall, Edna M. Hartley, Georgia L. Weil and Hall Syndicate Inc. all 13.515%. Purchasers are owners of Inter-American Radio Inc. 49.41%. Mr. Well is owner of KCOJ Inc. and Mr. Hartley is owner of KCOJ Inc. Ann. Aug. 18.

Hearing Cases
INITIAL DECISIONS
Hearing Examiner Charles J. Frederick issued initial decision looking toward disallowing without prejudice application of Sanford L. Hirschberg and Gerald R. Me-G wpływ for new station to operate on 1300 kc, 1 kw, D in Cohoes-Watervliet, N.Y., and granting application of Fairview Bests.
**PROMINENT BROADCASTERS Choose Stainless TOWERS**

William Grant  
President and General Manager  
KOA RADIO AND TV  
DENVER, COLO.

**Sid Davidson**  
Chief Engineer

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**SUMMARY OF COMMERCIAL BROADCASTING**

Compiled by BROADCASTING August 17

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**OPERATING TELEVISION STATIONS**

Compiled by BROADCASTING August 17

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**COMMERCIAL STATION BOXSCORE**

As reported by FCC through June 30, 1960

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- Hearing Examiner H. Gifford Irion issued initial decision looking toward denying applications of Old Belt Bestg. Corp. (WJWS), South Hill, Va. and Patrick Henry Bestg. Corp. (WHEE), Martinsville, Va., to increase power of their stations from 1 kw. to 5 kw. continuing operation on 1370 kc. D, DA, on. Aug. 15.


- **OTHER ACTIONS**

  - By memorandum opinion and order, commission denied petition by city of Fresno, county of Fresno, and Fresno City Unified School District for stay of July 7 report and order which made Fresno, Calif. an all-uhf commercial tv market, pending resolution of rulemaking dealing with tv assignments in Bakersfield, Calif. Petition for reconsideration of report and order is pending. Ann. Aug. 11.


  - By order, by board composed of Comm. Lee, on Aug. 12 granted request of Assoc. of Maximum Service Telecasters Inc., for waiver of sec. 1.215 and 1.52 of procedural rules to permit filing of comments and pleadings in printed form by any person if they so wish in lieu of type-written comments or those prepared by mechanical processings, proceeding on interim policy on uhf tv channel assignment, part of 3 rules concerning tv engineering standards. Ann. Aug. 15.

- **Routine Roundup**

  - **ACtions on Motions**

    - By Commissioner Robert E. Lee

      - Granted petition by the Broadcast Bureau to extend to Aug. 7 time to reply to petition by Norfolk Bestg. Corp. (WNOI), Norfolk, Va., for severance and grant of its am application which is consolidated for hearing. Action Aug. 9.

      - Granted petition by Broadcast Bureau and extended to Sept. 7 time to reply to petition by Long Island’s First Station Inc. (WGBB), Freeport, N.Y. for reconsideration in proceeding involving application of Petersburg Bestg. Co. (WSSV), Petersburg, Va., which is consolidated for hearing. Action Aug. 9.

      - Granted joint petition by applicants and extended to Sept. 1 time to reply to Broadcast Bureau’s petition to set aside initial decision and to consolidate in hearing application of Cak chilly Bestg Co., Elinville Bestg. Co., for am facilities in Elinville, N.Y. Action Aug. 10.

      - Granted request by Cosmopolitan Bestg. Co. and extended to Aug. 30 time to file oppositions to petitions by Springhill Bestg. Co., and Northwest Mississippi Bestg Co., to enlarge issues in proceeding on Cosmopolitan’s applications for am facilities in New Orleans, La., and Memphis, Tenn., which are consolidated for hearing. Action Aug. 10.

      - Granted petition by Broadcast Bureau and extended to Aug. 23 time to reply to petition by Edwin R. Fisher for severance and grant of his application for am facilities in Winchester, Va., which is consolidated for hearing with am application of Shenandoah Life Stations Inc. (WSLS), Roanoke, Va. Action Aug. 10.

      - Granted petition by Charles J. Langhier, Golden Valley, Minn., and extended to Aug. 22 time to reply to petition by Eider L. Stangland, Shelbyville, Ind., for severance and for making effective immediately initial decision in proceeding on their am applications, et al. Action Aug. 11.
Granting petition by Charles J. Lander, Golden Valley, Minn., and extended to Aug. 28, time to reply to the exceptions to initial decision filed by Minnesota Radio Co., Hopkins-Edina, Minn., in am proceeding, Action Aug. 11.

Granted petition by Broadcast Bureau and extended to Aug. 18 time to file petition for review of hearing examiner's July 28 memorandum opinion and order in proceeding on am applications of Robert L. Lippert, Fresno, and Mid-America Bebex, Inc. (Koby), San Francisco, Calif. Action Aug. 15.

Granted petition by John K. Rogers, Bristol, Tenn., and extended to Aug. 19 time to file exceptions to initial decision in proceeding on his am application and that of Kingsport Bebex Co. (WKPT), Kingsport, Tenn. Action Aug. 15.

By Chief Hearing Examiner James D. Canningham


Denied petitions by Robert A. Riesman and WCLF Co. for leave to intervene in New Bedford Mass., tv ch. 6 proceeding, Action Aug. 10.

Granted petition by WSTP Inc. (WSTP), Salisbury, N.C., to extend that it seeks dismissal of its application, denied application with prejudice, and retained in hearing status remaining applications in proceeding. Action Aug. 10.

Granted petition by Mid-America Bebex Co. (WCGM), Greenville, Miss., and extended from Aug. 18 to Aug. 28 time to exchange final engineering exhibits from proceeding on its am application and that of Voice of New South Inc. (WNSL), Laurel, Miss. Action Aug. 10.

Dismissed as moot following pleadings in New Bedford Mass., tv ch. 6 proceeding, request of applicant to intervene by Robert A. Riesman; application is dismissed in its entirety. Action Aug. 10.

Granted petition by Broadcast Bureau and extended to Oct. 6 in proceeding on am applications of eleven Ten Bebex Co., for renewal of license of its stations in Pasadena, Calif., and for license to cover cp. Action Aug. 15.

By Hearing Examiner Basil P. Cooper


By Hearing Examiner Thomas H. Donahue

On motion of Peoples Bebex Corp., and with consent of interested parties, granted motion for continuance of order in proceeding on application of Inter-Cities Bebex Co., for new am station in Livonia, Mich., extended from Aug. 19 to Aug. 28 date for submission of additional engineering exhibits by Peoples Bebex Corp. in proceeding. Action Aug. 12.

By Hearing Examiner Millard F. French


Granted petition by Ponce De Leon Bebex Co. (WFOY), St. Augustine, Fla., and Indian River Radio Co. (WMBR), Melbourne, Fla., and extended from Aug. 15 to Aug. 31, time for change of preliminary engineering exhibits in proceeding on their am application and that of Indian River Radio Co. Action Aug. 10.

Granted petition by Broadcast Bureau and extended to Aug. 22 time to respond to joint petition for leave to grant their application by Ponce De Leon Bebex Co. (WFOY), St. Augustine, Fla., and Indian River Radio Co. (WMBR), Melbourne, Fla., in am proceeding.

By Hearing Examiner Annie Neal Hunting

Scheduled hearing hereofontime without date for Sept. 12 at 9 a.m., in proceeding on application of Camden County Bebex Co., Inc., for new am station in Camden, N.Y. Action Aug. 8.

Rescheduled hearing for Sept. 2, which was continued without date by order of July 12, in proceeding on applications of United Electronics Laboratories Inc. and Kentuckiana Bebex Inc., new tv station to operate on ch. 21 in Louisville, Ky., Action Aug. 9.

Rescheduled hearing for Sept. 16, which was continued without date by order of July 12, in proceeding on am application of Babylon Bay Shore Bebex Corp. (WBAB), Babylon, N.Y. Action Aug. 9.


Granted petition by Service Bebex Co. and extended from Aug. 12 to Aug. 19 time to file stipulations and supplemental engineering exhibits in proceeding on its application for new am station in Concord, Calif. Action Aug. 12.

By Hearing Examiner H. Gifford Irion

Granted request by Clearwater Radio Inc. (WTAN), Clearwater, Fla., to extend time for filing of supplemental material in proceeding on its application for new am station in Clearwater, Fla., Action Aug. 12.

Denied petition by Buffalo Bebex Co., Inc. (WNYR), Buffalo, N.Y. Action Aug. 15.

By Hearing Examiner N. Gifford Irion

Granted request by Clearwater Radio Inc. (WTAN), Clearwater, Fla., to extend time for filing of supplemental material in proceeding on its application for new am station in Clearwater, Fla., Action Aug. 15.

By Hearing Examiner James D. Canningham


By Hearing Examiner David L. kraushaar


By Hearing Examiner Herbert Sharman

 Scheduled prehearing conference for Sept. 18 in proceeding on application of Mountain Empire Radio Co. for new am station in Clinton, Tenn. Action Aug. 12.

Granted petition by Lake Erie Bebex Co. (WEMY), Sandusky, Ohio, for leave to amend its application to reflect transfer of control of Court to Cleveland Bebex Inc. Lake Erie stockholders have sold their shares to Cleveland Bebex which now owns all stock of petitioning company. Action Aug. 12.

By Hearing Examiner Elizabeth C. Smith

Granted a petition for new am station 9 a.m., Sept. 12 in San Angelo, Tex., tv ch. 3 proceeding.

Scheduled hearing conference for 9 a.m., Sept. 1, in proceeding on applications of WPET Co. (WPET), and WPET Co. et al. to discuss procedure to be followed in taking depositions in certain consolidated proceeding by a court. Action to be followed in consolidated proceeding of July 27.

Action Aug. 9.


Denied motion by SanVal Broadcasters, applicant for am facilities in Orleans Parish, La., to quash notice of taking of deposition by James E. Walley, commencing Aug. 18, in Orleans, in consolidated proceeding of action Aug. 10.


By Broadcast Bureau

Scheduled hearing for Sept. 14 in proceeding on applications of WMAR- TV, Baltimore, Md., and WJHL Radio, Johnson City, Tenn., for new tv station to be followed in consolidated proceeding of action Aug. 10.

BROADCAST ACTIONS

Broadcast Bureau

Approved specifications submitted by Triangle Publications Inc., for operation of AM station in Los Angeles, Calif. on ch. 30 pursuant to report and order, effective Aug. 12: std. int. 650 kw., std. power 2,050 kw.; without prejudice to what action commission may deem appropriate rights of applicants held pending inquiry concerning compliance with §317 of Commission report.

KANS Independence, Mo.—Granted mod. of license of WFXD, Grant City, Wis., to increase std. int. 650 kw., std. power 2,050 kw., after notice and hearing, Aug. 12.


Pending filed by licensee against control permit. Granted relief to control permit. granted. Action Aug. 12.

Actions of August 11

WMAR-TV, Baltimore, Md.—Granted license covering changes in tv station: ant. height 780 ft. (main trans. & ant.); and for location, Balt.

WTEL Birmingham, Ala.—Granted license covering decrease in ERP to 96 kw., increase std. int. 650 kw., std. power 2,050 kw., changes in ant. system and change ant. location.

WHJL-TV Johnson City, Tenn.—Granted extended auxiliary ant. facilities at main trans. site.

84 (FOR THE RECORD)
KPGM (FM) Los Altos, Calif.—Granted mod. of cp to change studio location and make changes in ant. and make changes in ant. system.

KQRO (FM) Barstow, Calif.—Revised July 20 action granting licenses covering installation of new trans. and change type ant. and make changes in ant. system.

KGJL San Fernando, Calif.—Granted extension of commission date to Dec. 31, 1961.

KROQ (FM) San Pedro, Calif.—Rescinded July 30 action granting license covering change in type ant. and make changes in ant. system.

KEAP Fresno, Calif.—Remote control permitted.

KGLL San Francisco, Calif.—Granted extension of commission date to Dec. 31, 1961.

KWFF (FM) Stockton, Calif.—Granted license of right to change name to Metropolis Dance, Corp. of Calif.

KRRH-FM Lubbock, Tex.—Granted cp to install new type ant. and make changes in ant. system.

KWST-FM Wooster, Ohio—Granted cp to increase ERP to 25 kw and install new type trans.; condition.

WCBS New York, N.Y.—Granted cp to change type ant.-trans. location; make changes in ant. and ground system; install new trans. and change studio location; conditions and without prejudice to such action as commission may deem warranted as result of its final determination with respect to 1) conclusions and recommendations set forth in report of network study staff; (2) related studies and inquiries now being considered or conducted by commission; and (3) pending applications, granted in part or denied; subject to whatever action commission may deem appropriate in light of any information developed in pending inquiry concerning operation and coordination of sec. 317 of Communications Act.

WBMP-FM Boise, Idaho—Granted mod. of cp to change type ant. and make changes in trans. equipment (modular trans.); condition.

WQEN (FM) New Bedford, Mass.—Granted license covering changes in tv station.

WFSB-FM Lumberton, N.C.— Granted mod. of cp to change type trans.; condition.

WDBN (FM) Barberton, Ohio—Granted license covering changes in tv station.

WIFI Detroit, Mich.—Granted license of secondary control authority (second remote control point).

WJCN-FM Johnson City, Tenn.— Granted license and cancelled cp dated April 1, 1960, authorizing station to operate at reduced power.


WPBC-FM Minneapolis, Minn.—Remote control permitted.

PETITION FOR RULEMAKING

KKLX-TV Buffalo, Mont.; KXLJ Helena, Mont.—Requests (1) amendment of subsection 21.11 which generally restricts granting of licenses by adding new subsection (b), to read as follows (retaining all existing matter as subsection [a]); (b)—Restrictions on duplication of programming —Station license may not be granted for use of microwave frequency or frequencies for purpose of transmitting tv programs to any catv systems if, within period of 36 days program or programs so transmitted would duplicate one or more programs broadcast or scheduled to be broadcast by tv station which is providing only available locally originated tv broadcast service in same area.

(2) Amendment of sec. 21.26 to read as follows (new matter underscored): sec. 21.26—Grants without hearing.—(a) Where applicant for tv station frequency is proper on its face and where it appears from examination of application and supporting data that (1) applicant is legally, technically, financially and commercially qualified to operate such application would not cause harmful interference to existing station or stations for which cp is outstanding within its service area; (2) grant of application would not preclude granting of any future applications; (3) grant of application would not adversely affect continued operation or establishment of only available tv station which provides locally originated programs in applicant's service area; and (5) grant of application would serve public interest, convenience or necessity, commission will grant application without hearing.


The Collins Announcer provides complete console-amplifier facilities away from the studio. The three-channel Announcer is ideal for remote broadcast promotions because it is compact, completely transistorized and easily carried in the car.

COLLINS RADIO COMPANY • CEDAR RAPIDS, IOWA • DALLAS, TEXAS • BURLINGTON, CALIFORNIA

65 pounds • cabinet is 44" long, 17" wide, 10" deep and stands 31" high • two Collins 12", 4-pole motor tuning • 14 transistors • two low level mike inputs and one high level nemo input • within ±2 db frequency response on mike channel at 70-15,000 cps • 117 v, 60 cps power requirement. For more information contact your Collins sales engineer or write direct.

BROADCASTING, August 22, 1960

85
CLASSIFIED ADVERTISEMENTS

(Payable in advance. Checks and money orders only.) (FINAL DEADLINE—Monday preceding publication date.)

- SITUATIONS WANTED 20¢ per word; $2.00 minimum
- HELP WANTED 25¢ per word—$2.00 minimum.
- DISPLAY ads $30.00 per inch—STATIONS FOR SALE advertising require display space.
- All other classifications 30¢ per word—$4.00 minimum.
- No charge for blind box number. Send reply to Broadcasting, 1773 DeSales St., N.W., Washington 6, D.C.

APPLICANTS: If transcriptions or bulk packages submitted, $1.00 charge for mailing (Forward remittance separately, please). All transcriptions, photos, etc., sent to box numbers are sent at owner’s risk. Broadcasting expressly repudiates any liability or responsibility for their custody or return.

RADIO

Help Wanted—Management


California station with terrific advertiser acceptance needs sales manager to improve current $180,000 per year billing. Station is in medium market on low frequency covering vast 500 mile area. Man must have demonstrated potential. This sales manager must be experienced general sales manager. Must have proven record of success in southern California. Must be able to work with all different types of clients. Salary flexible. Immediate opening for the right man. Write Box 780B, BROADCASTING.

California 5,000 watt station in medium market needs aggressive sales minded manager. Take full charge of station. Must have proven record of producing and desire to grow. Salary competitive. Send resume, letter. Box 781B, BROADCASTING.

Wanted: Sales manager, $500 guaranty plus commission. Send resume, letter and proof of ability to handle sales. Salary plus percentage of profit. Ideal climate, ideal working conditions. Send resume and letter. Box 782B, BROADCASTING.

Help Wanted—(Cont’d)

Sales

Progressive station wants good salesman who has proven record, excellent opportunity. KWWT, Boonville, Missouri.

Steady, dependable announcer-salesman wanted. Good earnings for hard worker with references. Please forward qualifications and letter to Ed Damron, Manager, WSSC, Flemington, S.C.

Wanted, a young man with drive and ambition. Experienced in radio sales and programming. Robert G. Jennings & Assoc., 68 East 50th St., New York 22, N.Y.

Announcers

Negro announcer. Must be experienced and rockin’ personality for major market station. Room and experience. Box 651B, BROADCASTING.

We need a top man for a top station in a major Florida market, to do disc jockey show and handle all production. Must have excellent voice. Strong commercial potential. A top JSO specialist. This is a solid career opportunity for right man. Must have tape, tape, tape. Must have resume and tape and resume to Box 691B, BROADCASTING.

Experienced, stable, versatile announcer, with board showmanship. Weekly salary—$300. Illinois. Box 655B, BROADCASTING.

Negro announcer with 1st ticket and strong air personality for established major market station. Resume, letter and tape immediately. Box 660B, BROADCASTING.

Announcer-jockey for mid-day shift. Must have one or two years experience. Middle west NBC affiliate. Send tape, resume, and photo. Box 661B, BROADCASTING.

In central Florida—dj for modern pop music format—one of chain of stations. Excellent job with group of experienced producers. Top salary to right man. Sales experience of list phone helpful—not necessary! Must be top-notch production man. Send resume and air check. Box 741B, BROADCASTING.

Major Pittsburgh station has opening for exciting modern radio personality. Experience with Storz, McLendon, or Bartell type operation highly desirable. Rush your best tape. Box 749B, BROADCASTING.

Opportunity! Learn tv while you do radio on top-rated station and music and news station. Opportunity—fast track. Must be able to handle djs’ send tape, and picture to Box 758B, BROADCASTING.

Michigan fulltime station morning man $120.00 per week. Send tape and picture with first letter. Material will be returned. Box 761B, BROADCASTING.

Florida. Number one station in south Florida area has immediate opening with top income potential, $110.00 weekly salary for right man plus opportunity to handle “top fifty” morning show. Must have proven record, excellent opportunity in the creation in the production of tape commercials. Send resume and picture: P.O. Box 539, Hollywood, Florida.

Announcer for progressive station, experience necessary, top 40. Good pay. XKBZ, Freeport, Texas.

Opportunity for married staff announcer. KXFO, Longview, Texas.

Help Wanted—Announcers

Colorado daytimer will soon have staff opening for versatile announcer. Voice, desire to work and learn are important than experience. List ticket desirable not necessary. Send resume, tape to Bill Corrick, Manager. KLOV, Loveland, Colorado.

Announcer, preferably with first phone. Must be good announcer with right attitude and energy. Have top 60 operation. Send tape and picture to KTOC, P.O. Box 550, Gardena, California.

Experienced announcer with first phone license. Afternoon news and music program. WCMY, Ottawa, Illinois.

Announcer wanted for station located near great Smokey Mountains. Must be young, ambitious and determined to advance. Experience not necessary but will welcome your ideas. This is a chance for you to break into radio. Station WDF, Franklin, North Carolina.

Program director and top air personality for WGEE, Indianapolis. Send background and tape to Tim Crow, Rollins Broadcasting, P.O. Box 1389, Wilmington, Delaware.

$100 per week, at least 5 years experience. Send resume and employment record, WAPA, Charlottesville, Va.

First ticket announcers wanted, beginners considered, salaries possible. WIOS, Tawas, Michigan.

A-1 country-western 5 kw station will pay A-1 salary for A-1 engineer-announcer, resume, letter and picture. WQIK, Jack- sonville 6, Florida.

Steady, dependable announcer-salesman wanted. Good earnings for hard worker with references. Please forward qualifications and audition to Ed Damron, Manager, KIBQ, Lansing, S.C.

Have immediate opening for play-by-play man with sales experience. Excellent salary $300-350. Send resume and picture to Bob Morris, KDAM, Sherman, Tex.

Perspicaciously written comic and deelay comedy patter. For details write B.L. Enterprises, P.O. Box 1, Elkhart, Indiana.


Immediate opening—announcer, beginner with potential. Forward resume and picture to Ralph Hooks, Dixie Stations. P.O. Box 66, DeRidder, La.

Technical

Excellent opportunity for combination chief engineer-announcer. Michigan $11.00 weekly salary for right man plus opportunity to handle dj. $150.00 monthly. Opportunity to handle “top fifty” morning show. Must be aggressive with proven record of success and capacity with salary increase. Send tape, references and free cash letter to Ed Damron, Manager, KDAM, Sherman, Tex.

Engineer for eastern Ohio radio station. State experience and salary desired. Box 667B, BROADCASTING.

Virginia 1000 watt independent needs permanent, reliable engineer-announcer. Good salary, hours to right man. Send resume and tape to Box 977B, BROADCASTING.

Are you ready to step up in sales work? Here’s an opportunity. Texas. Box 708B, BROADCASTING.

Broadcasters are hiring! Station managers...is the way to go. Experience on top radio time salesmen in your territory who send you good leads, call us. We will furnish you with his name and address and tell us approximately how much money he makes, we will try to remove the irrita-

tion. Write Box 316, Frewsburg, New York.
Help Wanted—(Cont'd)

Technical

Excellent opportunity for combination chief engineer-announcer in Virginia area. $120.00 week start for right man. Engineering ability primary concern. Small, unhurried market. Top pay and living conditions. Send resume and picture to Box 683B, BROADCASTING. Very pleasant, men of good character needed apply.

Wanted, first phone engineer. Prefer younger man who can learn our operation. Steady station in East Atlantic area. Box 711B, BROADCASTING.

Chief engineer wanted. Must be experienced to maintain equipment. Give details, reference letter in first letter. Good pay, steady, west Texas. 1000 watt station. Box 736B, BROADCASTING.

Engineer-announcer. Experience necessary. Good salary. KBRZ, Freeport, Texas.

Top grade 1st engineer for complete charge, 1 kw station. Salary open. Must be good on equipment. Send resume to Jim Pryor, KCJB, Minot, N. Dak.

First class engineer wanted am and fm. WAFF, Atlanta, Ohio.

Engineer or combo engineer-announcer. Wanted immediately. WVOS, Liberty, New York.

Production-Programming, Others

Long established CBS affiliate leading southeastern market needs creative program director. outgoing, dynamic, experienced man for its trans- southern radio operation—have showmanship flair, and be able to handle promotion and publicity. Young man on way up. Prefer state and experience and salary desired first letter. Box 730B, BROADCASTING.

Local newsman-gather and announce 250 fulltime-southeast New York state. Box 782B, BROADCASTING.

Experienced farm director—to deliver agricultural news. Position in established memorial station. Contact Jim Pryor, KCJB, Minot, N. Dak.

Girl Friday as personal assistant to operations manager. Top rated 5 kw station 5 days 40 hour week. Full employee benefits. Box 731B, Madison, Wisconsin. Salary requirements to Jim Stanley, WGG Radio, Norfolk, Virginia.

Local news director. August opening at dayton. Excellent opportunity to establish a solid news department in suburban market. See requirements to William Holm, WLPO, LaSalle, Illinois.

Have an immediate opening for experienced radio program production man to build local and regional feature program concept. Write or phone Program Director, WOOD Broadcasting, Inc., Grand Rapids, Michigan.


Want to live and work in radio or Tele vision in northern California, southern Oregon? Sales, transmitter operator Newsroom. Good pay, benefits. Contact (Confidential) Box 732B, BROADCASTING.

RADIO

Situations Wanted—Management

Manager—5 in 1 (manager-comm-announcer-program director-sports director-general staff announcer). If you have thorough experience in radio-tv. Can run station economically. Experiences desired. Age 37, married, four children. Fine personality-amiable, good sense of humor. Prefer southeast. Top references. Box 756B, BROADCASTING.

Top man—top references. Excellent character. A.B. degree. Will invest 12 years solid radio experience. Guarantees to increase sales and build audience mid- west. Let's get together. Box 735B, BROADCASTING.

Operations manager—Over 20 years experience all phases except sales and sports. Sober, reliable, excellent personal and pro- fessional references including present, Eastern U.S. Must be permanent with station having excellent reputation. Box 736B, BROADCASTING.

Manager: Profitable operation record past two years present job. Owner will con- firm: facts to substantiate. Present position secure, but I'm prospecting for greater earning potential. Extensive 'pro sales and executive background, highly experienced, financially sound business man seeks your confidential inquiry. Box 785B, BROADCASTING.

Competition got you down? Thinking of selling? Stop! Let me develop it for you. I'm here to handle promotion and sales. Send resume, references. Box 786B, BROADCASTING.


Top many years (6) of California razzle-dazzle prompt to return "back- home" to midwest and at least a semblance of radio normalcy and sincerity. Must be a solid, smaller market with an understand- able potential. Age. 45. 28 dedicated years in radio; cares nothing for money, likes sound community, helper type. Fine sense of humor coupled with business acumen. No desk-jockey, proved by record of production. Wears well with staff, ownership, and the all important advertiser. This aggressive guy seeks no "part time" or "weekend" job. Excellent work. Prefer growing organization. Box 787B, BROADCASTING.

18 years' experience, two years sales experience in top 59 market. Prefer commercial management position. Will consider sales. The best of references. Available im- mediately. Box 745B, BROADCASTING.

Sales

Radio time salesmen presently located in New York suburban area seeks connection with radio or tv rep or a wide awake radio station. Experienced in sales, promotion and service of all types of accounts. Will re- locate for right opportunity. Salary or draw against commission plus expenses. Box 742B, BROADCASTING.

Commercial manager, desires change, copy- writing, sales, announcing, manager ex- perience. Will travel. Box 790B, BROADCASTING.

Announcers

Combo, 1st phone, 3½ years announcing, age 27, married, like country western, pre- fer midwest.Available now. Box 731B, BROADCASTING.

Talented dj, experienced, young, single, draft-free, college, wants swingin' small- market. Will travel. Box 682B, BROADCASTING.

Up and at 'em morning dj. Play-by-play. Some tv. Versatile. Excellent references. $150.00 minimum. Box 646B, BROADCASTING.

Situations Wanted—Announcers

Experienced announcer. Skilled enthusiastic dj-newscenter. Prompt tape. Box 688B, BROADCASTING.

Announcer, first phone, desires relocation near Albuquerque. Fifteen months experi- ence program director and engineer. Emphasis on announcing. Present- ly employed. Box 676B, BROADCASTING.

Announcer-accountant, experienced in both, 24 years broadcast experience. Radio-tv. Box 684B, BROADCASTING.


Wish to raise family in west. 10 years expe- rience as dj personality-sports play-sales. Available on notice. References. Box 724B, BROADCASTING.

After seven (7) years in radio and tele- vision, as an announcing radio announcer (both radio and television), director and newsman containing ... New York, Miami, San Francisco, Los Angeles, or Chi- cago. Picture, tape, references. Minimum $150.00 weekly. Box 755B, BROADCASTING.

Como, 1st phone 3½ years announcing, age 27, married, likes deals, results producing sales. Prefer midwest. Available now. Box 785B, BROADCASTING.

Do you like Cole Porter ... George Gersh- win ... Rodgers and Hart? So do I! Let's get together. Experienced, professional, sober, mature, married announcer seeking long-term employment. Box 749B, BROADCASTING.

Announcer-1st phone, top 40, family man desires North Carolina. Box 725B, BROADCASTING.

Announcer: mature, capable, dependable. Desires starting position on staff—news and commercial forte. Box 752B, BROADCASTING.

Announcer-continuity writer. 10 years expe- rience, desires permanency. Future. Box 746B, BROADCASTING.

Announcer—Over 15 years experience. Presently employed. No sports, no swingin' jock. Must be a good music (pop and/or classical). Eastern U.S. Must be permanent. Have personal and reference. Box 760B, BROADCASTING.

Bright personality available September 15. Ambitious, versatile talent, sense of humor but sincere. 26, 5 years experience, 1st phone, married, reliable, personable. Will become major talent in West coast. Prefer west coast. Box 763B, BROADCASTING.

Young, aggressive announcer, graduate broadcasting school—prefer central Penn- sylvania, but will consider all offers. Box 769B, BROADCASTING.

Young announcer, graduate broadcasting, 2 years college, will travel. Prefer Florida, but will consider all offers. Box 779B, BROADCASTING.

Announcer/chief engineer/production, program director. Directional, major market experience. Box 772B, BROADCASTING.

Top rated jock in major midwestern market. Can swing or swing, will do it your way. Famliy man, age 27. Experienced 24 years in radio-tv-programming. Experience qualifies for desired position. Jock in midwest and at least 4 years in major market. Box 733B, BROADCASTING.

Negro disc Jockey, looking for work, can do news. Prefer Florida type work on own board. Box 774B, BROADCASTING.

Negro dj, vet, married, experienced combo, tight format, not a drifter or prima donna. Will settle down. Box 778B, BROAD- CASTING.
Situations Wanted—(Cont'd)

## Production-Programming, Others

**Radio**

Radio salesman, ready for news directorship, 3 years college, grad, married, 2 children, desires major mid-west market. References. Box 746B, BROADCASTING.

Sports director at kiotlatt regional wants more sports oriented station. Reducing play-by-play. Will make your sports program sound positive and appealing. Can supplement sports with news and sales—strong on both, 17 yrs dj and run board. Hard worker who will take a genuine interest in your station. Graduate Brown University. Box 746B, BROADCASTING.

TV-radio sports director, 15 yrs experience, play-by-play, currently solo, solid background-news, sales, and executive experience. Must relocate for red$$$$ in larger market. College education, 33, family, taste and pictorial audition available. Interview upon request. Currently employed. Box 745B, BROADCASTING.

Newman-broadcaster. Journalism-radio announces sales degree in history; now employed as newscaster. Family man, wants metropolitan anywhere. Box 745B, BROADCASTING.


Newman, college graduate, three years commercial radio and television, three years educational radio and television, family, veteran. Desires relocation in northeast. Box 747B, BROADCASTING.

Newman to write-air local news, spot coverage, handle mobile unit, remotes. Production of greatest features. Box 748B, BROADCASTING.

Sparks gone from your news dept? Veteran radio and tv newscaster, editor, administrator. 15 years experience. Proven ability. Presently employed by... Box 749B, BROADCASTING.

**Nextel Wanted—Sage**

Northwest well-rated CBS vhf-tv affiliate in medium market with pleasant year round climate expanding local sales force. The salesman we want must be thoroughly experienced, traveling Salary and commission. Send experience resume to Box 751B, BROADCASTING.

Top salesman for top station in southeast. First 56 market, channel 2, CBS affiliate. Now in 11th year, covering 466,650 tv homes wants a challenge. Aggressive local-industry salesman. Background and character must with successful investigation. Immediate opening. Rush complete resume which must include picture, billing history and salary requirements to Dog Holloway, Sales Manager, WFMY-TV, Greensboro, N.C.

Have immediate openings for three experienced tv or radio salesman or salesmen. 8 years experience not necessary. Moderate draw against excellent compensation. Present openings include Virginia, South Carolina, Ohio. Write W. J. Fall, WJFD, 720 16th Street, Petersburg, Virginia. Regent 3-6384.

**Situations Wanted**—Announcers

**Announcers**

Staff announcer for southern market. Radio experience acceptable. Prefer southerner. Box 748B, BROADCASTING.

**Help Wanted—(Cont'd)**

**Television**

**Help Wanted—Sales**

Wanted: By September 1, 1960. Announcer for tv station. Experienced, with good voice and command of off-camera work. Some copy writing. Man with radio or tv equipment knowledge desired. Drifters and hot-shots need not apply. Employee insurance and vacation privileges. Write or call Wendell Elliot, General Manager, WTVT-TV, Dodge City, Kansas.

**Technical**

Technical supervisor—Experience working with maintenance GE transmitter and studio equipment. North Texas TV operation. Salary $6,900-$7,000 annually. Box 732B, BROADCASTING.

First class engineer for maintenance in combined tv-am operation. Experience with tv and studio equipment. Desirable to have experience of monitoring maintenance. "Contact Stan Sydneick, KMME-TV, Austin, Minn."

Experience tv broadcast engineer with tower power vhf station in Montana's largest metropolitan area close to excellent hunting and fishing. Position available for engineer who likes maintenance operation planning and exercising complete supervision over 74 hour week. Call collect Alphonse 2-5611, Grant, KOOK-TV, Box 733B, BROADCASTING.

First class engineer for tv master control operation. Experience preferred but will consider experienced tv engineer. Contact Charles Rogers, KSWB-TV, Roswell, New Mexico. Box 734B, BROADCASTING.

Vacancy for television engineer. Experience desirable, but not absolutely necessary if have radio background and willingness to cooperate and work as a team. Write Paul Gehrke, KVLI-TV, Waterloo, Iowa.

Chief engineer—under technical director for two tv stations. Wonderful climate, good salary and working conditions. Experience in high operating costs. Cleveland station to open in Fall. Write to John G. Johnson, P.O. Box 719, Ardmore Station, Winston-Salem, N.C.

**Production-Programming, Others**

Announcer for tv station. Experienced, with good voice and command of off-camera work. Some copy writing. Man with radio or tv equipment knowledge desired. Drifters and hot-shots need not apply. Employee insurance and vacation privileges. Write or call Wendell Elliot, General Manager, WTVT-TV, Dodge City, Kansas.

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FOR SALE

Equipment—(Cont'd)

Continental Towers, Inc. Tower erection and maintenance. 13 Beech Road, Glen Burnie, Maryland. 340 hour service—Southfield 8-6865.

Anything in broadcasting field from a tube to a tower sold or bought. Electroform, 550 Fifth Avenue, N.Y.C.


35 mm tv projectors for sale. Four used Stereo Acme projectors with 3-2 pulldown for tv, will be available in September. Contact Otis Freeman, Chief Engineer, 250 East 42nd Street, New York 17, New York—Telephone Murray Hill 5-8200.

Tv Video monitors. 8 Mcc. metal cabinets starting at $199.90, 30 different models $8 thru 24" Miratel, Inc. 1960 Dione St., St. Paul, Minn.

WANTED TO BUY

Stations

Construction permit wanted. Small investment group wishes partial interest in radio o.p. Can furnish capital and references. No brokers. Box 676B, Broadcast-

CASTING

Construction permit wanted. Small investment group wishes partial interest in radio o.p. Can furnish capital and references. No brokers. Box 676B, Broadcast-

CASTING.

FCC

Commercial monitor, capable person looking for top potential. Tell all 1st letter. Box 762B, BROADCASTING.

Equipment

FM: Cash for transmitter monitor, antenna, etc. Also interested in purchase of operating stations. Box 745B, BROADCASTING.

Microphones desperately needed by new etv station. Owner is 100% tax deductible. Box 766B, BROADCASTING.

Community ant. tv system in any sized market. Box 779B, BROADCASTING.

WANT 908 megacycle STL system, complete. Contact R.J Bitner, Chief Engineer, KRVN, Lexington, Nebraska.

INSTRUCTIONS

FCC first phone license preparation by correspondence or in resident classes. Grantham Schools are located in Hollywood, Seattle, Kansas City and Washington. Write for our free 48-page brochure. Grantham School of Electronics, 3123 Gilliam Road, Kansas City 9, Missouri.

Announcing, programming, etc. Twelve week intensive, practical training. Brand new console, turntables, and the works. Elkins School of Broadcasting, 2803 Inwood Road, Dallas 33, Texas.

Since 1946. The original course for FCC 1st phone license, 5 to 8 weeks. Reservations required. Enrolling now for classes starting August 31, October 26, 1960. January 4, 1961. For information, references and reservations write William B. Ogden, Radio Opera-

ATIONAL ENGINEERING SCHOOL, 1150 West Olive Avenue, Burbank, California.

Be prepared. First phone in 6 weeks. Guarantee instruction. Elkins Radio License School of Atlanta, 1130 Spring St., N.W., Atlanta, Georgia.


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Be prepared. First phone in 6 weeks. Guarantee instruction. Elkins Radio License School of Atlanta, 1130 Spring St., N.W., Atlanta, Georgia.


MISCELLANEOUS

Have new tapes: Will trade for time! Gospel Broadcasters Agency, Schell City, Missouri.

Comedy for deejays—Deejay Manual, a complete mail along with hits, adlib gimmicks, letters, doubles, etc. $5.00—Show- Biz Comedy Service (Dept DJ-2), 65 Park-

way Ct., Brooklyn 35, New York.

Help Wanted—Management

CALIFORNIA STATION

With terrific advertiser acceptance needs sales manager to improve current $185,000 per year billing. Station is in medium market on low frequency covering vast San Joaquin Valley with tremendous new potential. This sales manager must be experienced self-starter with good sales production and stable record. Must be creative sales manager able to work well with staff. Ideal working conditions and top salary to right man. Interview required. Give all details first letter.

Write Box 780B, BROADCASTING.

MANAGER

Northern Ohio medium market station seeks strong sales-management man looking for top potential. Tell all 1st letter. Box 628B, BROADCASTING.

CALIFORNIA

5,000 WATT STATION

In medium market needs capable and aggressive sales minded manager. Take full charge. Must have proven record of producing and desire stable situation where enlarged responsibilities provide larger income. Must be on the street salesman able to handle salesmen and staff. Salary plus percentage of profit. Ideal climate, ideal working conditions. Interview required.

Write Box 781B, BROADCASTING.

LIVELY DISK JOCKEYS

(NOT FRANTIC)

FOR PRESTIGE PERSONALITY STATION

MAJOR NORTHEAST MARKET TOP PAY

Send Audition Tape (7½ I.P.S.)

To Box 657B, BROADCASTING.

Help Wanted—(Cont’d)

ANNOUNCERS

Top station in Canada's biggest city has opening for one and possibly two top air personalities. Apply together with audition tape to:

Box 762B, BROADCASTING

RECORD EMECEE

Outstanding opportunity for creative and mature personality capable of handling both record show and announce staff assignments. Excellent salary and staff benefits, with one of nation's prestige stations.

Send tape, resume and photo to:

Program Manager

WWJ-Radio

Detroit 31, Michigan

STATION SIGNERS

AA1 Rated National Promotional Agency has several openings for Radio Station contact representatives for patented "Alka Radio" campaigns. Travel 3-state area. Drawing account against commission. Earnings $75,000 yearly up. Radio background and following necessary. Mail background information and qualifications.

John Burroughs, President

UNIVERSAL PUBLICIZERS, INC.

936 N. Michigan Avenue

Chicago 11, Illinois

CHIEF ENGINEER

Outstanding 50 kilowatt eastern clear channel needs qualified man to handle large plant and staff. Must be strong ad-

ministrator. Good pay and company bene-

fits. Send complete information on expe-

rience, salary required and recent photo.

Box 698B, BROADCASTING

EXPERIENCED RADIO NEWSMAN WANTED

With distinctive dramatic style to work fast-moving, independent station. Needs re-write, editorial and aggressive news-

gathering ability. Send prospectus and audition tape immediately to:

JACK LAWSON, P.D.

KXOA Radio

P.O. Box 3094, Sacramento 15, Calif.

or

Phone: WABash 5-2717

Production-Programming, Others

90
Help Wanted—(Cont’d)
Production—Programming, Others

RADIO WRITERS

Radio Station WERE in Cleveland is entering into a new concept of radio and is hiring a staff of creative, imaginative writers capable of writing satire, humor, etc., and flexible enough to adapt to a brand new kind of writing. Salary open. Contact Ed Stevens, Vice President, Programming and Promotion, Cleveland Broadcasting, Inc., 150 Euclid Ave., Cleveland 15, Ohio. Superior 1-9600.

NEWSMAN WANTED

Experienced, aggressive, newscaster, reporter and editor, for this top-rated, 24 hours station, in the 43rd market. All modern news-gathering aids, including AP, UPI, Radio Press Int’l, air and ground mobile units, etc. Better than average salary and working conditions, permanent position. Send complete information, including starting salary, photo, tape, etc., to BOB WYLIE, P.D., WAKR, Radio-TV Center, Akron 26, Ohio. PO 2-8811.

RADIO

Situations Wanted

DEAR SANTA
I’m writing early because you’ve been so kind to this DJ and TV Personality. Remembering past gifts: Major Metro top DJ with the big sell to housewives, Radio and TV sports. For 20 years, Santa, I, the wife and 4 kids enjoyed your presents. One more favor, while still in range, a Radio or TV manager to give him an early gift: ME.
Box 753B, BROADCASTING

TELEVISION

Help Wanted—Announcers

COMM’L ANNCR-SPORTS-NEWSCASTER WANTED SEPT. 1
Major market VHF has opening for a top man. High base, plus guaranteed talent. You may be short on experience, but long on versatility and ability.
Send resume and orf, or recent tape and pic. OR CALL TODAY.
WXEX-TV
Mr. Robert Grossman
Petersburg, Va.
RE 3-7876

MISCELLANEOUS

Specializing in Broadcast Telemetry
Radio Remote Control and Multiplex System
For
STUDIO TRANSMITTER LINKS
John A. Moseley Associates
Box 3192
Woodland 7-1469
Santa Barbara, California

FOR SALE

No. 1
In The Tape Cartridge Field
Instant Cuing
For descriptive material, write
BROADCAST ELECTRONICS, INC.
8800 Brookville Rd., Silver Spring, Md.

contact your VISUAL ELECTRONICS man

5,000 WATT
RADIO STATION

Large Florida Market grossing
$250,000 a year. Only $350,000
with 29 per cent down, balance
over 5 years. If you are financially
qualified and sincerely interested,
write:
Box 509B, BROADCASTING

PACIFIC NORTHWEST
Fulltime station grossing over $60,000
and showing good ownership earnings.
Absente owner’s other businss interests
forces quick sale. 13 acres of land
and fine building included in price of
$79,000, with $22,500 down and the
balance over 10 years.
Box 6848, BROADCASTING

STATIONS FOR SALE

ROCKY MOUNTAIN. Full time. Market of 30,000. Average annual gross has been $80,000 for past five years. Asking $80,000 with 29% down.
CALIFORNIA. Daytimer. Market of 50,000. Asking $50,000 with 29% down.
ROCKY MOUNTAIN. Exclusive. Full time. Doing $30,000. Asking $55,000.
SOUTHWEST. Full time. Network gross $175,000. 20% down.
ROCKY MOUNTAIN. Profitable. Full time. $300,000 with 29%.
NORTH WEST CENTRAL. Daytimer. Ab- senlee owner $100,000 with 29% down.

JACK L. STOLL & ASSOCs.
Suite 600-601
6381 Hollywood Blvd.
Los Angeles 28, Calif.
HO. 4-7279
WHAT HAPPENS WHEN A NATION SPENDS MORE ON GAMBLING THAN IT SPENDS FOR HIGHER EDUCATION?

If you can find any Romans around, ask them. They lived pretty high on the hog in their day. That is, until some serious-minded neighbors from up North moved in. The rest is ancient history.

You'd think their fate would have taught us a lesson. Yet today we Americans spend twenty billion dollars a year for legalized gambling, while we spend a niggardly four-and-a-half billion for higher education. Think of it! Over four times as much! We also spend six-and-a-half billion dollars a year for tobacco, nine billion dollars for alcoholic beverages, and billions more on other non-essentials.

Can't we read the handwriting on the wall? Our very survival depends on the ability of our colleges and universities to continue to turn out thinking men and women. Yet today many of these fine institutions are hard put to make ends meet. Faculty salaries, generally, are so low that qualified teachers are leaving the campus in alarming numbers for better-paying jobs elsewhere.

In the face of this frightening trend, experts estimate that by 1970 college applications will have doubled.

If we are to keep our place among the leading nations of the world, we must do something about this grim situation before it is too late. The tuition usually paid by a college student covers less than half the actual cost of his education. The balance must somehow be made up by the institution. To meet this deficit even the most heavily endowed colleges and universities have to depend upon the generosity of alumni and public spirited citizens. In other words, they depend upon you.

For the sake of our country and our children, won't you do your part? Support the college of your choice today. Help it to prepare to meet the challenge of tomorrow. The rewards will be greater than you think.

It's important for you to know what the impending college crisis means to you. Write for a free booklet to HIGHER EDUCATION, Box 36, Times Square Station, New York 36, New York.

Sponsored as a public service in co-operation with The Council for Financial Aid to Education
OUR RESPECTS TO . . .

Harrington, Righter & Parsons

More than 11 years ago, Jack Harrington, "Turk" Righter and Jim Parsons banded together to form their own business, motivated by a single idea: TV should have a national representation company to sell TV exclusively.

Curiously enough, many broadcasting executives scoffed at the notion of a TV-only representative company. But the partners of Harrington, Righter & Parsons Inc. stubbornly advanced such a concept and communicated their conviction in a full-page advertisement in the trade press headed: "Does Television Deserve Stepchild Representation?"

The soundness of their judgment is evident today. In February 1949 when the company was established, the staff consisted of the three partners and some secretarial help at New York headquarters. Today HR&P employs more than 70 people at offices in New York, Chicago, Boston, Detroit, Los Angeles, San Francisco and Atlanta.

Outsiders With benefit of hindsight, their thinking does not sound startling today. But in 1949, when radio was still riding the crest of popularity, Messrs. Harrington, Righter and Parsons were regarded as "mavericks." They insisted then that HR&P should serve solely as a TV representative, and its station list should be select. The partners have not deviated from this philosophy. They were not chagrined, even at the outset, when there were about 50 TV stations on the air and approximately 900,000 sets in homes throughout the country.

Messrs. Harrington, Righter & Parsons are "equal partners" in HR&P. They were salesmen together at Edward Petry & Co. and their affinity toward the idea of a TV-only representative company prompted them to form their own organization. They point out that they are "partners in all things and each of us has an equal voice." Two co-presidents make decisions on major policies.

Jack Harrington, listed as president for corporate purposes, claims: "We have no arguments here—only vibrant discussions."

The partners are dissimilar in appearance and personality but have established optimum business rapport. Jack Harrington, 49, is medium-sized and chubby, cheerily outspoken, with a merry sense of humor. "Turk" Righter, 57, is a man-of-distinction type—tall, well-preserved, dignified and polished. Jim Parsons, 42, is handsome, trim and youthful-looking, and radiates aggressiveness and energy.

Office Boy to Exec John Edward Harrington Jr. was born in Brooklyn and was graduated from Brooklyn Prep in 1927. He joined the Erickson Co. (now McCann-Erickson) as an office boy and a few years later was named an assistant account executive, then an account executive. In 1941 he left the agency to join Petry as a salesman and remained there until HR&P was organized.

In 1939 Mr. Harrington married the former Dorothy Harrison of Brooklyn. They have four children—John E. III 20; Ann 17; Meg 15; and Martha 14. The family makes its home in Garden City, L.I. Mr. Harrington belongs to the Radio & Television Executives Society. He is a weekend golfer with a 16 handicap.

Volney Foster Righter, called "Turk" by his friends, was born in Bryn Mawr, Pa., on May 2, 1903. He attended St. Paul's School in Concord, N.H., and was graduated from Harvard College in 1926 and the Harvard Graduate School of Business Administration in 1928. From 1928-39, Mr. Righter worked in turn at Erwin Wasey Co. (now Erwin Wasey, Ruthrauff & Ryan) and Young & Rubicam in media, research and account activities. In 1939 he joined Petry's sales staff.

Mr. Righter has been married since 1931 to the former Sarah Williams of Bedford Hills, N.Y., where the family still makes its home. His older son, James V., 25, was graduated from Harvard College last June. Another son, Robert McCormick, 21, is a student at the U. of Colorado. Mr. Righter has a golf handicap of 17.

Radio Background James Otis Parsons Jr. was born in New York City on May 27, 1918. He was graduated from the Kent School and from Yale where he received a B.A. degree in English in 1940. He worked as a reporter for the Watertown (N.Y.) Times and as a salesman for WWNY Watertown before joining the U.S. Army in 1941. He served briefly in the Army, was hospitalized for several months and received a medical discharge in 1942. Mr. Parsons worked in the radio department of McCann-Erickson, New York, for a year and another year with C.E. Hooper Inc. in New York as assistant manager of station reports. In 1944 he joined Petry and was the account executive assigned to TV when he left in 1949.

He married the former Elizabeth Patricia O'Brien of Albany in 1957. They have a daughter, Laurie Brown, 11 months old, and Mr. Parsons has a son, William 14, by a previous marriage. The Harrington family also lives in Bedford Hills. Mr. Parsons played golf at Yale and, unlike his partners, today has a metropolitan handicap of 4.

Persuader HR&P takes credit for bringing in or returning to TV such advertisers as Rambler, Lark, Philip Morris, American Sugar Corp. and certain brands of Vick Chemical Co. The partners point out that selling these companies on spot TV involved "complete industry stories" incorporated into presentations.

Another point of pride is the low staff turnover at HR&P. The trio claims there is less movement from its staff by sales and creative personnel than at any other representative company. One indication of employment stability is that nine long-term staffers, in addition to the partners, are stockholders in HR&P.

They agree they try to keep all their staffers happy by delegating authority and listening to their opinions. The trio then makes the final decision. Though two can outvote one, they've discovered through the years that they generally come to an unanimous decision.

Mr. Harrington Mr. Righter Mr. Parsons

They made a home for a bright stepchild
EDITORIALS

The good new days

Among veteran broadcasters the celebration of its 40th anniversary by WWJ Detroit last week undoubtedly evoked yearnings for the good old days.

In the present atmosphere the good old days are apt to be remembered as better than they really were. It is only natural to think nostalgically of a time when competition was defined as three or four stations in a major market, when there wasn't any television, when payola was a nonsense word, when Amos 'n' Andy riveted an entire population to their superhetodynes and when the government meant what it said when it vowed to keep out of program control.

We suggest, however, that the 40th anniversary of commercial radio is more reason to look ahead than behind. The growth of radio continues. Listening habits change and so do listeners' tastes, but change is no more than a challenge to resourceful broadcasters.

Radio isn't what it used to be, but neither is America what it was in 1920. At the end of another 40 years radio will no doubt be different from radio today, but there will be radio and it will be a vigorous force. Isn't 40 the birthday at which life begins?

False alarms

A significant event in radio history is about to take place. The last of the daytime serials are about to disappear.

This event has so far received scant attention. Yet it was not long ago that the serials were the prime target of the same sort of criticism that now is being aimed at some forms of television programming.

The serials were accused of pandering to low-brow tastes, of corrupting housewives with escapism instead of lifting their cultural standards to winged heights.

Well, the serials are almost gone. The last time we looked, there were still a lot of housewives around, and they were more active in intellectual, cultural and civic affairs than ever. When the westerns disappear from television, we'll bet their scars will be no deeper than those the radio soap operas left.

Prognosis of Echo I

Echo I, which heralds the imminent arrival of global communications, including international television, inevitably will trigger a new propaganda war.

This lamentable prospect is not difficult to discern. The Soviet Union now spends more than $100,000,000 a year—exceeding the entire budget for our international information program—to jam the Voice of America radio transmissions. Imagine the ends to which it would go to jam television transmissions via satellite.

Scientists say that world-wide tv transmission through use of reflecting satellites is about two years away. Technical feasibility of this project was proved by Echo I.

Immeasurable good could accrue through peaceful application of space communications satellites. Africa, now seething with internal unrest, presents a striking example of what might be accomplished. The dark continent has dozens of dialects and languages. Voice transmissions, on a continental scale, are all but futile. But the universal language of pictures, via television, could permeate the remotest areas with meaningful information which all peoples could understand. Community receivers in the hands of tribal leaders could perform miracles in imparting knowledge.

The imminence of space communications was recognized at the International Telecommunications Conferences in Geneva last fall. The United States wanted bands allocated internationally through ITU to make them free from harmful interference. The Russians, however, objected, on the ground that such allocations were premature. and not enough was known about propagation characteristics. The upshot was that no allocations were made. but it was agreed that a special international conference on space allocations should be held in 1963.

The Geneva conferences did not discuss Soviet jamming of Voice of America broadcasts, or those of other democratic nations, despite their violation of international understanding. The Russians insisted that these matters were "political" and had no place at a technical conference.

Now that the United States has shown the way, Russia certainly will press forward in satellite communications. The move now will be toward active satellites containing the transmitting and receiving gear necessary to enable people everywhere to view the same live program simultaneously.

It would all be so simple if only the technical problems were to be coped with. Any successful method of radio transmission can be successfully jammed. The Soviet has proved and practiced this as an international scofflaw since the end of World War II. Satellites can be jammed if the frequencies they use are known. And satellites, we presume, can be shot down too.

Special rates for charity

A GOOD MANY newspapers and magazines try occasionally to create the impression that the press alone is motivated by noble purposes and that broadcasting is dedicated to the pursuit of money.

We have come into possession of some information that provides a somewhat more objective comparison of the motives of the media. It is contained in a pamphlet put out by the Foster Parents' Plan which for 20-odd years has been sending money and supplies to needy children in foreign countries. The pamphlet explains the history, operation and purpose of the Plan, and in it are these two illuminating paragraphs:

"Do you know that magazines and newspapers, through which Plan finds many new foster parents, charge Plan only one-half of their regular space rates for our advertisements?"

"Do you know that radio, tv stations, newspapers and magazines gave Plan hundreds of thousands of dollars of free time and space during the past year? Plan has never paid one cent for radio or tv advertising."

"Let's bring it up here every weekend! What the boss doesn't know won't hurt him!"
IT'S HI-NOON IN KANSAS CITY!

When the little hand and big hand are straight up, this character takes over some 54% of the TV sets in Kansas City. That's been the story for “Hi Noon's Cartoons” for 4 years.

When the big hand moves straight down, Bette Hayes (now in her eighth successful year) appears and the channel 4 dominance continues.

This pair has the locks on Kansas City's noon-hour block. Both are typical of the something-better programming viewers get when WDAF-TV goes local.

REPRESENTED BY HARRINGTON, RIGHTER & PARSONS, INC.
ACCORDING TO THE DICTIONARY...

**CONSTANT** (kόñ-stánt) means
1. always the same. 2. never stopping. 3. happening often, again and again. 4. faithful, loyal, steadfast.

ACCORDING TO DENVER...

KIMN is constant... *always the same*... always the same top quality music and news, "alive" announcers, sparkling production. It all adds up to KIMN being constantly Denver's No. 1 station... proudly serving Denver!

KIMN is *never stopping*... music and news 24 hours daily, 7 days a week. And adding new listeners is also constant at KIMN, *it happens often, again and again* as more and more Denver area people tune to KIMN and stay there! What's more, these listeners are *faithful, loyal, steadfast*! They listen, they buy products and services advertised on KIMN!

ACCORDING TO THE RATINGS...

for the constant sale of your product or service in the Denver area... use Constant KIMN, consistently No. 1 in the Denver area!

JUST LOOK AT THIS!
KIMN IS DENVER'S NO. 1 STATION!

**PULSE 19**
SEVEN DAY AVERAGE
Latest Pulse, June, 1960.
50% more audience than Second Denver Station!

**HOOPER 29.6**
SIX DAY AVERAGE
Latest Hooper, June, July, 1960.
Over 2½ times the audience of Second Denver Station!

KIMN... DENVER'S INTEGRITY STATION!

950 ON YOUR DIAL

CECIL HEFTEL, PRESIDENT

5000 WATTS / REPRESENTED NATIONALLY BY AVERY-KNODEL, INC. / KEY STATION—INTERMOUNTAIN NETWORK