Networks see new shows accounting for 40% of 1964-65 TV season ................................ 27

Piggybacks, cigarette ads geared to youth banned by TV code board .................. 34

New Roper study shows television is No. 1 medium for news ............................. 70

Pierson lashes out at NAB, FCC; charges Collins is ‘devout amateur’ .............. 62

COMPLETE INDEX PAGE 7

Today's important national advertisers face increasingly aggressive competition in constantly shifting markets. They must be flexible, yet able to saturate with impact. They turn to the modern medium of Spot Television. You'll find an impressive and growing number of them using Spot TV.
NEW TOWER . . . 529,300 TV HOMES
Greater WTRF-TV Wheeling/Steubenville Industrial Ohio Valley . . .
A lively buying audience spending $5.5 Billion Dollars Annually . . .
Merchandising . . Promotion . . Rated Favorite!
WTRF-TV Wheeling!

Represented Nationally by

(WRED EYED SET? Write for your frameable
WTReffigies, our ad-world close-up series!)
The measure of a station's height is the sight that the public takes upon the broadcaster's best efforts. Thus, the continuing height or stature of a station becomes the function of the frequency of its efforts toward excellence. In Houston, DIMENSION: HEIGHT is KTRK-TV.
Whatever your business language, WGAL-TV translates it into sales
Channel 8 speaks the language of the people in its widespread multi-city market. Viewers listen, understand, and respond. To prove it, Channel 8 telecasts sales messages for practically any product you can name.

WGAL-TV
Channel 8
Lancaster, Pa.
STEINMAN STATION  -  Clair McCollough, Pres.
Representative: The MEEKER Company, Inc.
New York / Chicago / Los Angeles / San Francisco

BROADCASTING, January 27, 1964
The Collins outlook

There's chance that LeRoy Collins may work out amicable settlement of his contract as president of National Association of Broadcasters at NAB board meetings in Florida this week. Former Florida governor feels strong sense of achievement in his three years at head of NAB, may be interested in turning to new challenges either in politics or practice of law, probably in his home state. Although there's been no external evidence that he's experienced recent change of attitude toward association representation in Washington, it's known he feels less close to Johnson administration than he did to Kennedy administration which took command of national government at same time Mr. Collins joined NAB.

Reactions of NAB members would be mixed if Governor Collins were to agree to settlement. NAB boards themselves reflect deep division of opinion about him. If he stays on, as he can (his contract has two years to go at $75,000 a year plus allowances), there's little likelihood that opinion will crystallize in his support. If he were to leave, chances are that Vincent Wasilewski, now executive vice president, would be made acting chief of NAB while search was made for permanent president. If Mr. Collins has notions of making any race in Florida, he must make decision soon. Candidates in that state's primaries must file by March 3.

Force-feeding for UHF

FCC Commissioners Robert E. Lee and Kenneth A. Cox have joined hands in proposal designed to force TV networks to provide programs to UHF outlets in intermixed markets during prime time. Proposal, likely to be considered by FCC this week, would amount of primetime programming networks could supply to VHF outlets, thus leaving networks no alternative but to feed UHF outlets in market. Memorandum, which was not reached on agenda at last meeting, marks first time Republican Lee and Democrat Cox have joined hands in important regulatory venture.

Last VHF set spree

UHF television may not get all the help some have predicted when receiver manufacturers convert all production for interstate commerce to full-range UHF-VHF sets April 30, as required by law. Word is that some assembly lines are pouring out VHF-only receivers in response to big orders from retailers who are stockpiling for Christmas market, with orders possibly running into hundreds of thousands. But some old-line manufacturers are resisting pressure, feeling it will boomerang and seriously undermine post-holiday business.

White House access

Television networks have made strong pitch for installation of permanent television pickup point in office wing of White House—and it's just possible their case got boost during President Johnson's short news conference last Thursday on Panama and Bobby Baker case (story page 54). Newsmen and TV film crews had been summoned to White House Fish Room, near President's office, to cover President's reading of statement on Panama. So thick a collection of men and equipment appeared that Fish Room turned into sardine can. Although President, after reading statement submitted briefly to questioning on Baker case, newsmen agreed that extensive interviewing was impossible in jammed conditions.

Earlier in week President Johnson and his news secretary, Pierre Salinger, spent 90 minutes with James C. Hagerty, ABC; Frank Stanton, CBS, and Robert E. Kintner, NBC, in discussion of networks' proposal to equip and maintain White House TV facilities at networks' expense. After Thursday experience in Fish Room, Mr. Salinger said: "We are impressed with the networks' proposal and are studying it."

Tax bite

Liberal senator with strong views on tax abuses has asked Internal Revenue Service to bring him up to date on foundations that accept contributions under guise of religious or educational cause then "propagandize in violently political way" through broadcast and print media. IRS has had subject under review for more than a year, but senator says situation is becoming ironic: "There are millionaires paying no taxes whatsoever who are making so-called charitable contributions to their personal and private foundations" to complain about high tax rates.

Stalled

Don't look for swift action on waiver of political section of Communications Act (Section 315) to exempt presidential and vice presidential candidates from equal time provisions in 1964 campaign. Reason isn't, as had been reported, that President Johnson has asked that action be deferred but that there's no current pressure from any political quarter. Apparently both Republicans and Democrats are content to await outcome of political conventions so that views of nominees may be considered.

This is unlike condition that prevailed before President Kennedy's assassination last November. Mr. Kennedy had suggested to both Senate and House leadership that legislation be passed, particularly since he had committed himself to debate his Republican adversary. Lyndon B. Johnson made no commitment while Vice President. Neither candidate in 1960 was chief executive so identical situation doesn't prevail. One thought has been advanced: Let vice presidential nominees, whoever they may be, debate issues so that incumbent President wouldn't be in position commenting on critical issues that could provoke international involvements.

Riding the piggyback

Members of NAB TV code board heard brief, forceful and unexpected plea for no code restrictions on piggyback commercials from broadcaster during Miami Beach meeting last Thursday (Jan. 23) (see story page 34) after board had tentatively approved code additions setting down strict rules for multi-product spots to qualify as one commercial. Stanley E. Hubbard, president of KSTP-TV Minneapolis-St. Paul and KOB-TV Albuquerque, N. M., walked into board meeting and asked if he could express opinion as independent broadcaster. He said he is "adamantly opposed" to elimination of piggybacks and that he will continue to carry them regardless of board action. Hubbard TV stations are members of NAB code.

New tax pitch

FCC will make second attempt this week to win Treasury Department support for legislation that would help equalize cost between all-channel sets and VHF-only receivers. Treasury is opposed to outright repeal of 10% tax on all-channel sets, as urged by manufacturers, on ground tax saving in many cases would exceed cost of UHF tuner, estimated at $30. Commissioner Robert E. Lee, who will represent commission at Treasury Department meeting, has various alternative plans to propose. He discussed matter Friday with members of Electronics Industries Association. Commission intends to ask Congress for tax-cutting legislation, but wants to know what, if anything, Treasury will support before sending request to Hill.
Have you heard the latest...
Toledo is now the 44th metropolitan market!

Donna Reed

Represented by Storer Television Sales, Inc.
WEEK IN BRIEF

Television networks are sketching-in 1964-65 season and it looks as if 40% of prime-time programs are going to be new, mainly comedy and light adventure. New shows to represent $3.7 million. See...

1964-65 WILL SEE NEW SHOWS ... 27

TV code board approves major changes for cigarette advertising and piggybacks. Unanimous nine-member unit moves to counter health hazard and clutter charges. Must be okayed by TV board. See...

ACTION ON TOBACCO AND CLUTTER ... 34

Supporters are backing NAB president on eve of meeting in Florida. Collins is "constructive" says McGannon; "statesman" says Spencer, as they make views known to industry leaders. See...

TWO TESTIFY FOR COLLINS ... 48

FCC backs diversity and controversy in programing as it renews Pacifica licenses. Licensee's judgment will be given weight, agency says in significant policy statement. Also clears group of Red tinge. See...

PACIFICA WINS RENEWALS ... 66

NAB is as much at fault as FCC in trying to foist regulation on broadcasting, Pierson says at Georgia meeting. He urges basic research to establish professional code of ethics for broadcasters. See...

FINDS NAB, FCC EQUAL ENEMIES ... 62

President explains insurance transaction disclosed in Baker testimony. Says it was for protection of wife and daughters and was not expense of broadcasting company. Says nothing on time purchases. See...

LBJ DEFENDS INSURANCE ... 54

TV antenna manufacturers battling CATV establish southeastern beachhead in Atlanta. Committee of six and $3,000 war chest set to win adherents to TAME view that CATV should be regulated. See...

CATV FACES NEW FOE ... 52

Radio program reporting form will be issued soon by FCC as basis for comments. It's simpler than one for TV, is focused on news and public affairs programs and commercial practices. See...

NOW IT'S RADIO'S TURN ... 76

TV is now the number one medium for news as well as for entertainment, Roper study concludes. TIO's Danish releases summary showing video gains and newspaper losses. TV is most believable, too. See...

MOST NEWS FROM TV ... 70

FCC activities have been well publicized and as consequence more people are writing to agency. Annual report says mail call has doubled; received more than 20,000 missives in last fiscal year. See...

FCC GETTING MORE MAIL ... 55

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BROADCASTING, January 27, 1964
CBS-TV buys NFL rights for $28.2 million

TWO-YEAR CONTRACT IS SIGNED, BUT SPONSORS AREN'T

CBS-TV, which said it has no spon- sors for games lined up, filled coffers of National Football League with $28.2 million Friday (Jan. 24) in two-year purchase of NFL rights to regular sea- son games. Network's winning bid was more than triple $9.3 million it paid for two-year rights in 1962-63.

While admitting no sponsors were signed, network said Marlboro cigarettes and Ford Motor Co., which na- tionally sponsored portions of games last season, have option to sponsor games in '64. Regional advertisers who had previously sponsored portions of games also would be given first refusal this year.

On prospects for recouping invest- ment, James T. Aubrey Jr., network president, said, "We will stand on our record, which indicates we are not in business to lose money or to let the big ones get away."

Largest single television sports pack- age in history, contract took CBS-TV executives three to four weeks to work out, according to William C. MacPhail, vice president, sports, and Sal Iannucci, vice president, business affairs, who pre- sented bid to NFL Commissioner Pete Rozelle. CBS-TV's bid far outdistanced ABC-TV and NBC-TV, who reportedly submitted offers of about $26 million and $22 million, respectively. Thus, NBC-TV, which recently had taken National Collegiate Athletic Association football games away from CBS- TV (BROADCASTING, Dec. 23, 1963), and Orange Bowl game from ABC-TV (see page 32), did not even come close to grabbing NFL sports package that is regarded as richest sports prize.

Aside from money, perhaps most sig- nificant feature of new contract is that will allow individual teams to enter separate contracts with closed-circuit television promoters to telescast home games sold out at stadium. Com- missioner Rozelle said rules for such contracts will be drawn up at league winter meeting beginning in Miami Tuesday (Jan. 28). He said that while teams would be free to negotiate for closed-circuit telescasts of home games, he doubted if many would do so. Messrs. Iannucci and MacPhail said CBS-TV would collect straight fee for providing video for any closed-circuit telescasts, with local promoter obligated to provide audio.

Even Spread • Mr. Rozelle said that $14.1 million yearly payment would be divided evenly among 14 clubs in league. NFL itself does not share in TV receipts. Broken down further, CBS-TV, in effect, is paying NFL about $143,000 for right to telescast each of 98 games on regular season schedule. These all are regional telescasts, with exception of two Saturday contests and annual Thanksgiving Day game be- tween Green Bay and Detroit that is telescast nationally.

Other provisions in contract stipulate CBS-TV must pay additional $200,000 to telescast any playoff games needed to produce a divisional winner. CBS- TV also won option to telescast Playoff Bowl between second place teams in each division. It paid reported $125,000 for game last season.

NBC-TV has rights to Pro Bowl game from previous contract that still has time to run at $75,000 per year. Rights to league championship game, held this season by NBC-TV for $926,- 000, will be bid on in spring.

Speculation about size of new NFL contract had been widespread since NBC-TV paid record $13 million last month for TV rights for NCAA foot- ball. But even Commissioner Rozelle said Friday he was surprised at bidding level. CBS-TV, however, may not have been that surprised—it was only network that sent cameras to NFL offices in New York to record events.

Two new satellites should be in orbit

Two more communications satellites are expected to be orbiting earth today both capable of relaying radio, Teletype and facsimile signals, and one capable also of relaying TV.

Already in orbit is Relay II, active repeater which handles TV, radio, Tele- type and facsimile and which was put into 4,606-1,298 mile orbit Jan. 21. Although it has not yet been used for TV transmissions, TV test patterns have been relayed.

Scheduled to be lofted into 800-mile orbit Saturday morning is Echo II, 800- pound, 135-foot Mylar plastic-alu- minum sphere. This is passive reflector and can handle radio, Teletype and facsimile.

Still active are Relay I, operating for over year, and Echo I, which was put into space over three years ago. Echo I, although badly misshapen, is still used to bounce radio signals over oceans.

Sometime this week sixth Ranger shoot to moon is expected; project car- ries six TV cameras to relay back first pictures of moon just before crashing on lunar surface.

FC&B dropped from Lever lineup

Lever Bros. on Friday (Jan. 24) re- duced its consumer advertising agency lineup from five to four agencies by ending its relationship with Foote, Cone & Belding (Pepsodent toothbrushes, toothpaste and fluoride toothpaste, Im- perial margarine). FC&B loses accounts worth estimated $6 million annually. Lever said change will be made because of conflict over new Lever products with those FC&B handles for other clients.

Account transfers give Pepsodent toothbrushes and Imperial to Ogilvy, Benson & Mather; Pepsodent toothpaste, fluoride toothpaste and unidentified product to Sullivan, Stauffer, Col- well & Bayles. Lifebuoy account, bill- ing estimated $2.5 million yearly, moves from SSS&B to BBDO. All changes are effective on May 1. (Other Lever agencies, J. Walter Thompson Co. and Reach, McLintock, are unaffected.)

Television Bureau of Advertising

Program pundits proved perspicacious

Advertising agency buyers called this network TV season's strengths and weaknesses nearly on button more than three months ago. In Broadcasting's tabulation Oct. 14, 1963, program buying executives rated these shows unlikely to suc- ceed: Redigo on NBC, Jamie Mc- Pheeeters, The Jimmy Dean Show, The Jerry Lewis Show and Channing all on ABC, and Glynnis on CBS. All except Jimmy Dean are either off or not returning in fall—Dean show stands only 50% chance to survive.

Same buyers also placed on top of list of probable successes: My Favorite Martian, The Danny Kaye Show and Petticoat Junction, all CBS; Outer Limits and Burke's Law on ABC, and Bob Hope's Chrysler Theater on NBC. They'll all return next season.

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expressed "deep concern" Friday (Jan. 24) at comment in news release issued by U. S. attorney’s office. Agency noted it had not received copy of charges filed by government and therefore could not discuss them in detail.

Agency said: "We take a very serious view of the action of the government in attempting to impose a new idea—a new concept of an insurer’s responsibility of an advertising agency for a client’s product and business which has never been considered nor required by the Congress of the U. S. nor any other legislative body in our country. . . ."

Justice officials expressed belief this is first time advertising agency has been indicted in connection with advertising campaign.

Hyde says radio form asks for too much data

FCC Commissioner Rosel H. Hyde has expressed reservations about revised program reporting form for radio that commission voted to put out for industry comments (story page 76).

Commissioner Hyde, in concurring statement issued in connection with form, said he thinks document calls for mass of program data not necessary to commission’s job.

He said emphasis in form should be on obtaining information on ability and responsibilities of licensee rather than on details of programming.

Commission’s vote on form as basis for rulemaking was unanimous. Commissioner Hyde said he had concurred to help bring issue to head. He noted program form revision has been pending before commission for three years.

Anello, lawyers to meet on TV program form

Broadcast lawyers have been called to meeting Feb. 5 by National Association of Broadcasters General Counsel Douglas Anello to analyze TV program form. Group, expected to number 20 Washington lawyers, aims to find common approach to proposed new reporting form issued by FCC in mid-December (BROADCASTING, Dec. 23, 1963), and also to coordinate attack on certain features.

Commission has scheduled oral argument on proposal March 12, although written comments will be accepted.

CATV systems merge, plan expansion program

Two owners of community antenna systems, one based in Texas and other Pennsylvania, have consolidated interests and announced broad expansion program riding on $5.5 million capitalization organized by Chase Manhattan Bank of New York.

Fred Lieberman, president of Telesystems Service Corp., Glenside, Pa., and Jack R. Crosby, secretary of National Community Television Association and CATV operator in Del Rio, Tex., will operate CATV systems in 11 states and 32 cities under Telesystems Corp., Glenside.

Company, presently serving about 25,000 subscribers, will build new systems and manage others. Backing expansion in addition to Chase: Texas Capital Corp. (small business investment corporation), Austin, and four Texas banks.

11 seek TIO membership

Roy Danish, chief of Television Information Office, New York, will submit 11 applications to National Association of Broadcasters TV board at meeting this week in Florida. Applicants include four Meredith stations plus KOLD-TV Tucson, Ariz.; WYHN-TV Springfield-Holyoke, Mass.; WOIT-AM Ames, Iowa; WSOC-TV Charlotte, N. C.; WFLA-TV Tampa, Fla.; KTVU-TV Oakland-San Francisco and KIRO-TV Seattle.

TIO, arm of NAB, has its membership applications approved by NAB TV board. TV board has TIO committee which acts as governing body of information group.

PKG gets third Schlitz beer

Jos. Schlitz Brewing Co., Milwaukee, assigns its newly acquired Primo beer of Hawaii to San Francisco office of Post-Keyes-Gardner. PKG already handles two other Schlitz regional brands, Old Milwaukee and Burgermeister. Leo Burnett Co., Chicago, handles Schlitz beer and last week got new Schlitz malt liquor.
Television is the only efficient way to reach the 49-county North Florida/South Georgia regional market, and WJXT, Jacksonville is the only television station to blanket the total area.
Once-a-week in San Francisco against News, Action and Variety

The No. 1 Program in 7:00 P.M. Time Slot

Nov. 1963 ARB

<table>
<thead>
<tr>
<th>Program</th>
<th>Rating</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>KPIX The Rifleman</td>
<td>13.0</td>
<td>29.0</td>
</tr>
<tr>
<td>You Asked for It</td>
<td>11.0</td>
<td>24.0</td>
</tr>
<tr>
<td>The Detectives</td>
<td>12.5</td>
<td>28.0</td>
</tr>
<tr>
<td>Grimsby/Cochran</td>
<td>4.5</td>
<td>10.0</td>
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Once-a-week in Norfolk, Va. against Action

Beats its direct competition, rates almost 50% higher than next show

Nov. 1963 ARB 7 P.M.

<table>
<thead>
<tr>
<th>Program</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
<th>Rating</th>
<th>Share</th>
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<tbody>
<tr>
<td>WAVY The Rifleman</td>
<td>17.0</td>
<td>40.5</td>
<td>HUNT/BRINK</td>
<td>16.5</td>
<td>37.0</td>
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<tr>
<td>The Saint</td>
<td>12.5</td>
<td>30.0</td>
<td>CBS News</td>
<td>16.0</td>
<td>36.0</td>
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<tr>
<td>Maverick</td>
<td>11.0</td>
<td>26.5</td>
<td>Maverick</td>
<td>12.0</td>
<td>27.0</td>
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</table>

Stripped in Kansas City against movies and kids

More than doubles rating and share of lead-in

Nov. 1963 ARB 5 P.M.

<table>
<thead>
<tr>
<th>Program</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
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<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>WDAF The Rifleman</td>
<td>8.0</td>
<td>32.5</td>
<td>HNDFUN/DRAW</td>
<td>3.5</td>
<td>15.0</td>
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<tr>
<td>Early Show</td>
<td>5.0</td>
<td>20.5</td>
<td>Early Show</td>
<td>5.5</td>
<td>23.5</td>
</tr>
<tr>
<td>Toren/Rock &amp; Fr</td>
<td>11.0</td>
<td>45.0</td>
<td>Mickey House</td>
<td>14.0</td>
<td>59.5</td>
</tr>
</tbody>
</table>

... Moves station from last to second place

Stripped in Scranton, Penn.

Dominates the 6:30 P.M. time period against Network News

Nov. 1963 ARB

<table>
<thead>
<tr>
<th>Program</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
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<tr>
<td>WNEP The Rifleman</td>
<td>19.0</td>
<td>42.5</td>
<td>NEWS</td>
<td>10.0</td>
<td>29.0</td>
</tr>
<tr>
<td>CBS News</td>
<td>11.0</td>
<td>24.5</td>
<td>MOVIE</td>
<td>12.0</td>
<td>34.0</td>
</tr>
<tr>
<td>Hunt/Brink</td>
<td>13.0</td>
<td>29.5</td>
<td>NEWS</td>
<td>12.0</td>
<td>34.0</td>
</tr>
</tbody>
</table>

... and moved station from last to first place

Once-a-week in Toledo against News

Top rated 7 P.M. show in market all week increases lead-in rating by 80%

Nov. 1963 ARB 7 P.M.

<table>
<thead>
<tr>
<th>Program</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
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<th>Share</th>
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<tbody>
<tr>
<td>WSPD The Rifleman</td>
<td>23.5</td>
<td>54.0</td>
<td>Deadline</td>
<td>13.0</td>
<td>34.0</td>
</tr>
<tr>
<td>John Saunders News/Watch</td>
<td>16.0</td>
<td>36.5</td>
<td>Editorial</td>
<td>18.0</td>
<td>48.0</td>
</tr>
</tbody>
</table>

... Moves station from last to first place

Once-a-week in New York City against News and Action

The highest rated 7 P.M. show all week on WABC-TV... almost doubles lead-in rating

Nov. 1963 ARB

<table>
<thead>
<tr>
<th>Program</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
<th>Rating</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>WABC The Rifleman</td>
<td>12.0</td>
<td>21.5</td>
<td>News/Cochran</td>
<td>6.5</td>
<td>13.0</td>
</tr>
<tr>
<td>Evening Report</td>
<td>13.5</td>
<td>24.5</td>
<td>CBS News</td>
<td>12.0</td>
<td>23.5</td>
</tr>
<tr>
<td>Hunt/Brink</td>
<td>12.0</td>
<td>21.5</td>
<td>Pressman Ryan</td>
<td>9.5</td>
<td>18.5</td>
</tr>
<tr>
<td>Bourbon St. Beat</td>
<td>9.5</td>
<td>17.5</td>
<td>Mickey Mouse</td>
<td>13.5</td>
<td>27.0</td>
</tr>
<tr>
<td>Trails West</td>
<td>3.5</td>
<td>6.5</td>
<td>Trails West</td>
<td>3.0</td>
<td>6.0</td>
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<tr>
<td>3-Star News</td>
<td>4.0</td>
<td>7.0</td>
<td>Brave Station</td>
<td>5.0</td>
<td>10.0</td>
</tr>
</tbody>
</table>

... Ties NBC News, almost ties CBS News. Soundly beats remaining three stations.

Rifleman rates great!

Rates great!

Rates great!

Once a week!

Rates great!

Against News!

Rates great!

Against movies!

Rates great!

Against action!

Rates great!

Against kids!

Note to Time Buyers, reps and stations: This random sampling of Rifleman ratings is typical of its success all over the country. We'll be happy to get the complete rating story to you upon request.
STRIPPED IN SAN ANTONIO AGAINST NEWS

VIRTUALLY DOUBLES THE RATING OF ONE STATION AND TRIPLES THE OTHER

NOV. 1963 ARB 6 P.M.

<table>
<thead>
<tr>
<th>Station</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
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<tbody>
<tr>
<td>KONO THE RIFLEMAN</td>
<td>22.5</td>
<td>53.5</td>
<td>LONE RANGER</td>
<td>16.0</td>
<td>47.0</td>
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<td>NEWS</td>
<td>11.5</td>
<td>27.5</td>
<td>HUNT/BRINK</td>
<td>11.0</td>
<td>32.5</td>
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<tr>
<td>NEWS</td>
<td>7.0</td>
<td>17.0</td>
<td>CBS NEWS</td>
<td>6.0</td>
<td>17.0</td>
</tr>
</tbody>
</table>

STRIPPED IN NASHVILLE AGAINST NEWS

INCREASES RATING 166% AND SHARE 135% OVER LEAD-IN

NOV. 1963 ARB 6 P.M.

<table>
<thead>
<tr>
<th>Station</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
<th>Rating</th>
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</tr>
</thead>
<tbody>
<tr>
<td>WSIX THE RIFLEMAN</td>
<td>16.0</td>
<td>33.0</td>
<td>COCH/NEWS/WEA</td>
<td>6.0</td>
<td>14.0</td>
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<tr>
<td>DATELINE TODAY</td>
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<td>HUNT/BRINK</td>
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<tr>
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<td>23.5</td>
<td>CBS NEWS</td>
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</tr>
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</table>

ONCE-A-WEEK IN PHILADELPHIA AGAINST NEWS AND ACTION

NO. 1 PROGRAM IN ITS TIME PERIOD. TOP RATED SHOW 7:00 P.M. ALL WEEK ON WFIL

NOV. 1963 ARB

<table>
<thead>
<tr>
<th>Station</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
<th>Rating</th>
<th>Share</th>
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<tbody>
<tr>
<td>WFIL THE RIFLEMAN</td>
<td>15.0</td>
<td>40.0</td>
<td>TRUE ADVEN.</td>
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<td>RESCUE 8</td>
<td>11.0</td>
<td>29.0</td>
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<tr>
<td>TV 10 NEWS</td>
<td>11.0</td>
<td>29.0</td>
<td>CBS NEWS</td>
<td>8.0</td>
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TIES FOR FIRST PLACE...INCREASES ITS OWN PREVIOUS RATING (7.0) BY 57.1%

NOV. 1963 5 P.M.

<table>
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<tr>
<th>Station</th>
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<tr>
<td>WGR THE RIFLEMAN</td>
<td>11.0</td>
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<td>EARLY SHOW</td>
<td>11.0</td>
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</table>

STRIPPED IN BUFFALO AGAINST MOVIES

TIES FOR FIRST PLACE...INCREASES ITS OWN RATING 75% AND OWN SHARE 38.9% IN JUST ONE MONTH

OCT. 1963 ARB 6 P.M.

<table>
<thead>
<tr>
<th>Station</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
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</thead>
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<tr>
<td>KPTV THE RIFLEMAN</td>
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<td>18.0</td>
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<td>24.0</td>
<td>25.0</td>
</tr>
<tr>
<td>ANN SOTHERN</td>
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<td>6.5</td>
<td>ANN SOTHERN</td>
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<tr>
<td>NEWS SCENE</td>
<td>16.5</td>
<td>37.0</td>
<td>NEWS SCENE</td>
<td>19.0</td>
<td>34.0</td>
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<td>17.0</td>
<td>38.0</td>
<td>HUNT/BRINK</td>
<td>18.0</td>
<td>32.0</td>
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ONCE-A-WEEK IN CHARLOTTE, N. C. AGAINST ACTION

THE HIGHEST RATED 7 P.M. SHOW IN THE MARKET ALL WEEK

NOV. 1963 ARB

<table>
<thead>
<tr>
<th>Station</th>
<th>Rating</th>
<th>Share</th>
<th>Lead In</th>
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<td>DRAGNET</td>
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STRIPPED IN MADISON, WIS. AGAINST NETWORK NEWS

NO. 1 IN TIME PERIOD, MORE THAN DOUBLES RATING AND SHARE OF ITS LEAD-IN

NOV. 1963 ARB 5:30 P.M.

<table>
<thead>
<tr>
<th>Station</th>
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<th>Share</th>
<th>Lead In</th>
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<tr>
<td>WKOW THE RIFLEMAN</td>
<td>13.0</td>
<td>38.5</td>
<td>REB/ROCK &amp; FR</td>
<td>5.0</td>
<td>17.0</td>
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<tr>
<td>CBS NEWS VHF</td>
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<td>34.5</td>
<td>DRAW/RGNR/YOGI</td>
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<td>61.0</td>
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<td>HUNT/BRINK UHF</td>
<td>8.5</td>
<td>25.0</td>
<td>FEATURAMA</td>
<td>5.5</td>
<td>19.0</td>
</tr>
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</table>

... MOVES STATION FROM LAST PLACE TO FIRST AGAINST VHF COMPETITION

STRIPPED IN PORTLAND, ORE. AGAINST NEWS

INCREASES ITS OWN RATING 75% AND OWN SHARE 38.9% IN JUST ONE MONTH

OCT. 1963 ARB 6 P.M.

<table>
<thead>
<tr>
<th>Station</th>
<th>Rating</th>
<th>Share</th>
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<td>18.0</td>
<td>THE RIFLEMAN</td>
<td>24.0</td>
<td>25.0</td>
</tr>
<tr>
<td>ANN SOTHERN</td>
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<td>6.5</td>
<td>ANN SOTHERN</td>
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<td>7.0</td>
</tr>
<tr>
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<td>16.5</td>
<td>37.0</td>
<td>NEWS SCENE</td>
<td>19.0</td>
<td>34.0</td>
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<tr>
<td>HUNT/BRINK</td>
<td>17.0</td>
<td>38.0</td>
<td>HUNT/BRINK</td>
<td>18.0</td>
<td>32.0</td>
</tr>
</tbody>
</table>

OUTRATES THESE NET SHOWS WHICH ARE D.B'd. AT 7 P.M.: DR. KILDARE, OUTER LIMITS, OZZIE & HARRIET, LUCY, MR. ED, LASSIE, JAMIE McPHEETERS.

OUTRATES THESE NETWORK SHOWS ALL WEEK ON WBTV: The Defenders, Danny Thomas, Andy Griffith, Bob Hope, Candid Camera and What's My Line ... ON WSOC: My Three Sons, Donna Reed, Flintstones, Fugitive, Ben Casey, Hazel, and Breaking Point.
OPEN MIKE®

Different opinion

Editor: As one newspaperman who recently described Austin, Tex., as the largest single station television market, may I take exception to the observations contained in your Closed Circuit column of Jan. 20.

Any television viewer in cities you cite as larger would know your contentions to be erroneous. Hartford cannot be considered as a single channel VHF market merely because only one station is licensed to the market. New Haven VHF puts an excellent signal into Hartford. Utica is served not only by its own station, but receives signals from three Syracuse stations. Lancaster, in addition to its own two local stations, receives three Philadelphia stations and Harrisburg. Akron has a choice between Providence or Boston. Bridgeport, Conn., is covered by the three networks.

The only realistic criterion for a single channel market is this: can viewers in the area receive only one station? By that test Austin qualifies; none of your examples does. I am afraid that Closed Circuit suffered a lapse in its usual trade sophistication. Broadcasting should not rely on allocation tables, but on station coverage contours.—Jack Gould, The New York Times, New York.

Self-regulation works

Editor: Your report on the per inquiry offer of a religious program by the Lockland (Ohio) Baptist Church (Broadcasting, Jan. 6; Dec. 30, 1963) makes reference that affiliated agencies in the National Federation of Advertising Agencies were asked to solicit stations for the Lockland program.

As the immediate past president of the NFAA, I would like to assure the advertising fraternity that the NFAA officially, and the members generally, found the proposal repugnant and refused to participate in it. To the best of our knowledge only two of the NFAA member agencies felt any sense of obligation to contact any radio station on behalf of the originating agency, William F. Holland Agency, Cincinnati. Had these agencies carefully studied the proposal, I am sure they, too, would have refused to cooperate.

Members no sooner received the request from the Holland agency in late November than I started receiving indignant objections from members that this was a violation of our strong ethical standards and an abuse of our network mutual assistance plan. The result has been that the Holland agency has resigned from the NFAA.

Whether the NAB finds the Lockland proposal in violation of the radio code or not, it was in violation of the self-imposed standards set by NFAA membership and was dealt with accordingly, prior to any airing of the situation in public.

Perhaps the one bright spot is that prompt action by the NFAA in this instance can show how self-regulation from within the advertising industry can be more effective than government imposed controls.—Preston D. Huston, president, Associated Advertising Agency Inc., Wichita, Kan.

(The Holland agency offered the Lockland taped one-hour programs to stations on a 15-week "trial offer." The stations would keep 85% of all contributions and forward the agency its regular 15% commission. Agencies aiding Holland in lining up stations were offered a split of the commission.)

No more question mark

Editor: By writing in Monday Memo (Broadcasting, Dec. 23, 1963) Gene Duckwall removed a question mark for many of us. Until this article by Gene, we had seen no nationally published objection from Los Angeles regarding the separation of Orange county into its own standard metropolitan area.

Now that Gene has righted this uncharacteristic omission, it should be pointed out that the Bureau of the Budget did not set up a new set of rules for Orange county. They used the same rigid criteria... as on all other standard metropolitan areas.

The plain fact is that Orange county, now with more than 1 million population is a separate socio-economic unit. With more than 84% of its employed persons working within Orange county, it can no longer—even by the wildest stretch of Los Angeles imagination—be considered a Los Angeles bedroom...

Orange county is the 29th metro area in the U. S.—Alan L. Torbet, executive vice president, Venard, Torbet & McConnell Inc., New York 17.

'Do as you think best'

Editor: We are going through the interesting experience of analyzing a listener questionnaire... I'd like to share with you excerpts from a letter I received, because I feel it so well sums up the challenge to the responsible broadcaster.

"My opinion is, one could not ask for any changes with the variety we enjoy in the numerous programs. The few I dislike depends on the mood I am in. You cannot please everyone in Wabash county. Just do as you think best and who could ask for more..."

Would that the do-gooders and the too articulate minority who believe in thought control could adopt the philosophy of this listener.—John F. Hurlbut, president and general manager, WYMC Mt. Carmel, Ill.
Close by if you need her

No matter what the hour—through the day or the darkness of the night—there’s always an operator as close as your telephone. Just a single turn of the dial and she is there!

Helping people in emergencies. Working on calls that require special attention. Answering calls for information. Providing personal, individual service in so many, many ways.

And seeking to do it always in a friendly, courteous and competent manner.

BELL TELEPHONE SYSTEM
SERVING YOU
HOW TO IDENTIFY A NETWORK

One sure way to recognize a network is to watch for the station breaks. An equally sure way is to watch its programs. The millions who viewed last September’s "THE AMERICAN REVOLUTION OF '63," for example, could have had no doubt they were tuned to NBC.

First, this three-hour study of American civil rights replaced an entire evening’s prime-time schedule, the sort of unprecedented step that has become a trademark at this network. Then, the very thoroughness of the program bore a clear NBC stamp. It reviewed the history of civil rights for the past 350 years; stopped at some 68 towns and cities to weigh the problem today; carefully explored the possible course of events in the future; and listened to spokesmen for every opinion on this complex question.

That the program maintained full interest for all of its three hours also revealed the practiced hand of NBC News. Typical of reviewers' comments the next day were, "I doubt that anyone caught up in it could have turned it off..." (Los Angeles Times), and "...it accomplished virtually the impossible—it started strong, it ended strong, and it didn't bog down in the middle." (Chicago's American).

All in all, "THE AMERICAN REVOLUTION OF '63" was so unmistakably an NBC program, it hardly seemed necessary to identify the network during the station breaks. But we did. It's a matter of custom. The program itself, of course, was a matter of principle.
DATEBOOK

A calendar of important meetings and events in the field of communications.

### JANUARY

**Jan. 27-31—**Annual winter meetings of National Association of Broadcasters' radio, television, and combined boards, Far Horizons hotel, Sarasota, Fla.

**Jan. 28—**Annual business meeting of the Advertising Research Foundation at Hotel Gotham, New York.

**Jan. 29—**Radio Corporation of America holds special meeting at 3 p.m. of shareholders to vote on a proposed three-for-one split of common stock, RCA Building, 30 Rockefeller Plaza, New York City.

**Jan. 30—**International Radio & Television Society's noon workshop session, Johnny Victor Theater, New York City. Clay (Buck) Warnick, Young & Rubicam, and Phil Davis, president of his own firm, will discuss music in commercials.

**Jan. 30-Feb. 1—**Seventeenth annual convention of the South Carolina Broadcasters Association. Jack Tar Poinsett hotel, Greenville, S. C. Speakers include Will J. Leslie, Leslie Advertising; Judge Robert J. Burton, BMI; Dr. Thomas F. Jones, president of University of South Carolina; Ben McKinnon, WSGN Birmingham, Ala.; James Hubert, NAB; and Frank Blair of NBC-TV's Today show.

### FEBRUARY

**Feb. 1—**Deadline for entries for the Overseas Press Club of America annual awards for newspaper, wire service, radio, television, magazine, book and photographic reporting for 1964—printed or broadcast in the U. S.

**Feb. 2—**Thirteenth annual Communion Breakfast for Catholics in Television and Motion Pictures, 11 a.m., at the Beverly Hilton hotel, following 9 a.m. high mass at the Church of the Blessed Sacrament in Hollywood.

**Feb. 3—**Deadline for comments on rule-making to authorize six UHF channels for airborne ETV in six Midwestern states.

**Feb. 3—**Deadline for comments on UHF allocations tables proposed by FCC and National Association of Educational Broadcasters.

**Feb. 3-5—**Second annual Electronic Marketing Conference of the Electronic Sales Marketing Association (ESMA), Baraboo Plaza hotel, New York.

**Feb. 4—**Annual stockholders meeting of Walt Disney Productions, Burbank, Calif., to elect board of directors and to consider and take action on other matters.

**Feb. 4-5—**Sixth annual Conference on Advertising/Government Relations, co-sponsored by the Advertising Federation of America and the Advertising Association of the West. Statler Hilton hotel, Washington, D.C. Highlight will be a breakfast session during which top industry officials will present advertising's side to congressmen. U. S. Chamber of Commerce will be host Feb. 5-6 at public affairs conference.

**Feb. 5—**Television Bureau of Advertising's presentation—"Your Association: Secret Society or Pipeline to the Public?" breakfast meeting, 8 a.m., Cotillion room, Sheraton-Park hotel, Washington, D. C. Invitations available on request. FWB, One Rockefeller Plaza, New York 20.

**Feb. 5—**Annual stockholders meeting of Warner Brothers Pictures Inc., Wilmington, Del., to elect board of directors, to consider and vote on restricted stock option incentive plan and other business.
Fast sales mark approval by stations of latest MGM post '48 films 40/64


BROADCASTING, January 27, 1964
How to tell all sides of this story in '64...

News frequently has a way of happening when and where you least expect it. The question is, how to be everywhere at once. The answer is AP.

No matter what it is or where it breaks, you know you'll get it fast, accurate and with complete objectivity when you take it from AP.
From Muleshoe to Moscow—from local weather to world news—every AP member boasts the world's biggest, best qualified news staff.

Since 1848, this AP quality story has never changed. It just keeps growing stronger and stronger with every new AP member—including over 2500 radio and television stations who won't settle for less than best.
Television sells the product and company

Television is a medium that is nearly ideal for the accomplishment of two goals for Xerox Corp.

Judicious use since 1962 has enabled the company to sell itself and its products effectively. Simultaneously, according to a substantial volume of corresponding viewers, Xerox seems to be making a real contribution to contemporary American thought with the type of programming it sponsors.

Several advantages over other media are offered by television. Product demonstration is a mighty aid to sales. Only on television can mass demonstration to a selected audience be achieved economically. This selected audience feature is a powerful factor in pinpointing the type of programming to which Xerox has committed itself.

Expenditures for television advertising since Xerox first began sponsorship through the end of the current year will have totaled some $4.06 million. In 1962 the outlay was $500,000. Last year $1.5 million was invested. The projected budget for 1964 is substantially increased.

Proven Vehicle • I believe that these steady increases evidence the faith of Xerox in television as a proven advertising vehicle. I might say that this faith has been amply justified to date.

Xerography (from two Greek words meaning "dry writing") has enabled Xerox to make, sell and rent rather sophisticated electro-mechanical and electronic products and services.

Pioneered and developed by Xerox, xerography combines light and static electricity to reproduce almost anything the eye can see on ordinary, dry, untreated paper or other recording surfaces in seconds.

From xerography has stemmed our two office machines, the desk-size 914 and the desk-top 813 copiers.

We stand at the threshold of mass marketing of electronic long-distance xerographic facsimile devices (LDX) faster and more flexible than similar equipment now available. We are extremely proud, too, of the high-quality print-out provided by LDX.

Reach Needed • Given products and services of this nature, our most pressing problem was to reach an audience likely to respond to our advertising.

Television provided the answer.

Sophisticated products and services require sponsorship of sophisticated programing. Xerox seeks to capture viewers who are corporate decision makers. Managerial and executive personnel and department heads fall in this category. We also seek to attract direct users of our machines. Programs radiating mass appeal, some described aptly by the phrase, "great television wasteland," would neither attract nor hold this kind of audience.

After exhaustive consultation with our agency, Papert, Koenig, Lois, New York, we decided to get behind what are generally called "documentaries." Program content might best be described as news and feature specials on subjects of national interest.

Some of the Xerox-sponsored specials included a tour of the Kremlin, David Brinkley's interview with Jimmy Hoffa and the recent *Making of a President* —1960. We have not attempted to avoid controversial subjects, as was evidenced by our sponsorship of *Thunder on the Right* and *Birth Control and the Law*.

The NBC program that took viewers on a guided tour through the Kremlin has been repeated twice so far. The comprehensive documentary marked the first time American television cameras were permitted inside the building regarded as the heart and symbol of the Soviet Union. Portions of *The Kremlin* appeared before the viewer in full color, accompanied by a skillful running narrative rich in Russian history and folklore. The original telecast of the Kremlin tour was on May 21, 1963. Popular demand sparked a repeat almost immediately on June 4. A third rerun was scheduled for Sunday (Jan. 26).

Public Service Job • Despite occasional criticism received because of program content, we feel that we are providing a valuable public service through television documentaries of the major issues of the day. We are certain, too, that we reach the audience we must. Xerox will continue to support this kind of programing in the future.

When we first went into television, Xerox sponsored shows on stations in 35 cities, where the company had sales and service branch offices. This was steadily expanded to 74 outlets in mid-1963 in an all-out effort to exploit more and more key markets. Our last few programs have gone out over nationwide facilities. We use the three TV networks.

At the risk of oversimplification, I believe that television exposure sells Xerox Corp. itself as well as its products and services.

Early in our marketing effort for the 914 office copier, our first mass offering to American business, the product was used to sell the company. I think that during the last two years a subtle transition has taken place. The company name now helps sell the product.

Image Factor • We believe we are creating that kind of image for Xerox Corp. where the business public has come to feel that Xerox is pre-eminent in the field of documentary reproduction and that goods and services are the very best available in this area.

What kind of advertising has the staff of Papert, Koenig, Lois brought to the viewing audience to accompany quality programing? Xerox television commercials are simple and straightforward. Screaming broad claims would be as distasteful to us as I am sure they would be to our viewers.

In one particular 90-second commercial, there are only 10 spoken words. We have even done one commercial entirely in French. Yet I am absolutely certain that the sales appeal came through very clearly.

We hope that imaginative advertising such as this will suggest that the company behind it is equally imaginative. And from imaginative companies come new-and exciting products and services.

This best summarizes the corporate television advertising aim of Xerox.

John W. Rutledge, vice president, marketing, at the Xerox Corp., Rochester, N. Y., was appointed to his present post last year after serving as sales and service manager since 1961. Mr. Rutledge joined Xerox in 1954 as director of market research. Then he was: western zone manager in 1956; branch sales manager 1958; and field service manager 1959. Before joining Xerox, he was assistant controller and manager of industrial sales for Lehigh Coal and Navigation Co., Bethlehem, Pa.
IT'S MAGIC!

WELI'S RPM* RADIO MOVES THE GOODS!

* RATINGS . . .
PROGRAMMING . . .
MERCHANDISING . . .

. . . the RPM that sells products; the quality broadcasting that people trust. Insist on the station that makes New Haven a better buy . . . WELI.

WELI 5000 WATTS
THE SOUND OF NEW HAVEN
960 KC


BROADCASTING, January 27, 1964
Here are the latest results, straight from the horse’s mouth. Our Nielsen average audience rating for the season to date is 19.9. The second network is two lengths back at 17.9. The third network comes in at 15.5. Needless to say the smart money is on the winner. CBS Television Network®

Based on Nielsen Television Index estimates subject to qualifications which the CBS Television Network will supply on request. (NTI Average Audience, 6-11pm, seven nights, October-December 1963)
We’re all set with the ladies—attracting 57% bigger daytime audiences than the next network, 106% more than the third—and leading for the sixth straight year. The beauty part is that it may be permanent.

CBS Television Network®

Based on Nielsen Television Index estimates subject to qualifications which the CBS Television Network will supply on request. (NTI Average Audience, 7am-6pm, Monday-Friday, October-December 1963)
CG brings home the groceries in Indiana. If you want it to bag more customers for your food products, send your grocery list to ATS.

IN TV: WSJV-TV (28), South Bend-Elkhart; WKJG-TV (33), Ft. Wayne
RADIO: WTRC-AM and FM, Elkhart; WKJG-AM, Ft. Wayne
NEWSPAPERS: The Elkhart Truth (Eve.); The Mishawaka Times (Morn.)

John F. Dille, Jr., President

CALL ATS TODAY!
1964-65 WILL SEE 40% NEW SHOWS

- Comedy and light adventure will get bigger roles next season
- 30 hours weekly, worth $3.7 million, open for fresh talent
- Programs singled out for axe hoping for last-minute stay

The three television networks were buckling down last week to the creation of 1964-65 schedules in which new programing is apt to represent 40% or more of combined prime-time output.

Their tentative choices for new shows totaling about 30 hours and representing more than $3.7 million a week indicated that the season opening nine months from now will see more emphasis on comedy and light adventure, probably at the expense of heavy action-adventure and drama, musical variety and westerns.

These estimates were drawn from network and advertising agency sources. It was emphasized that, as always at this early stage of schedule construction, practically all decisions are subject to change on a day-to-day and in some cases an hour-to-hour basis.

Even the total amount of time to be reprogrammed was still not sure and could vary widely from the prevailing estimate of about 30 hours.

At least five programs that were believed due to be dropped, existing programs destined not to return to prime time next fall were as follows, according to the best available agency and network estimates last week:

- **ABC**—*The Travels of Jaimie McPheeters*, Sunday, 7:30-8:30; *Breaking Point* Monday, 10-11; *The Greatest Show on Earth*, Tuesday, 9-10; *Channing*, Wednesday, 10-11; *Caesar-Adams*, Thursday, 10-10:30; *77 Sunset Strip*, Friday, 7:30-8:30; *Fight of the Week* and *Make That Spare on Friday*, 10-11.

- **CBS**—*The Judy Garland Show*, Sunday, 9-10; *Danny Thomas Show*, Monday, 9-9:30; *Marshall Dillon (co-op)*, Tuesday, 7:30-8; *Tell It to the Camera*, Wednesday, 8:30-9; *Rawhide*, Thursday, 8-9; *The Great Adventure*, Friday, 7:30-8:30; *Route 66*, Friday, 9-10; *The New Phil Silvers Show*, Saturday, 9:30-10 (Jack Benny Show moves from CBS-TV to NBC-TV).

- **NBC**—*Grindl* at Sunday, 8:30-9; *DuPont Show of the Week*, Sunday, 10-11; *Hollywood and the Stars*, Monday, 9:30-10; *Sing Along with Mitch*, Monday, 10-11; *You Don't Say*, Tuesday, 8:30-9; *Richard Boone Show*, Tuesday, 9-10; *Bell Telephone Hour* (now alternating with *Andy Williams Show*), Tuesday, 10-11; *Espionage*, Wednesday, 9-10; *Tempie Houston*, Thursday, 7:30-8:30; *That Was the Week That Was*, Friday, 9:30-10; *The Lieutenant*, Saturday, 7:30-8:30, and *Joey Bishop Show*, Saturday, 8:30-9 (Mr. Bishop may participate in another format on another night).

**How It Works** It is current thinking of ABC-TV to return half hour periods to stations for a weekly total of 1 1/2 hours. They are expected to fall in the 10:30-11 p.m. periods on three out of the following four nights: Monday, Wednesday, Thursday and Saturday. But ABC may also begin programing the Sunday 10-11 period, which is now station time. CBS-TV will no longer feed *Marshall Dillon* (reruns of the former half-hour version of *Gunsmoke*) in the Tuesday, 7:30-8 period but will lead off with an hour show.

Though there are a few exceptions—*Danny Thomas Show* on CBS-TV for instance, is going off because of Mr. Thomas's wishes—in nearly every case the programs which will be dropped from the current lineup on each of the networks can be traced to either poor
showings in the ratings generally or specifically against its competition in the time period.

It's quite certain ABC-TV will program Sunday night entirely. The speculation last week was that Voyage to the Bottom of the Sea, science fiction drama, would go in at 7:30-8:30, followed by three situation comedies up to 10 and that then 12 O'Clock High, an hour drama, would complete the evening.

Among the new programs ABC-TV will select from are the following one-hour shows: McCaffrey, spy drama; Night Cry, a "real life" drama and Alexander the Great, an epic adventure. These programs and several other possible shows are detailed below.

Comedies For ABC-TV • New half-hour shows judged most likely to gain entry on ABC-TV are all comedies and include Broadsides, Tycoon, Mickey, Wendy and Me, Peyton Place—I and II, Valentine Farrow, Three Men on an Island, Pioneer Go Home, and No Time for Sergeants. Johnny Quest is a cartoon action-adventure half hour and Jody is a Lassie type half hour.

ABC reportedly is considering changing Arrest and Trial from its current 90-minute length on Sundays to 60 minutes on another night. There was also talk last week that Wagon Train may be shortened from 90 minutes to 60 and moved out of the Monday-night lineup, possibly to Saturday.

NBC already has set The Rogues in the Sunday 10-11 p.m. period and is certain that Flipper and Magoo will fill half-hour periods between 7:30 and 8:30 on Saturday.

Among the programs from which NBC is expected to select its new entries: The 90-minute 90 Bristol Court (made up of three 30-minute situation comedies with a story link); a half-hour comedy, Paul Lynde Show; a two-hour motion picture-length Project 120 (the first story is "Johnny North"); a combination of Joey Bishop and Andy Williams specials alternating in an hour series; The one-hour Mr. Solo, spy drama; the one-hour Grand Hotel, drama series, and the half-hour Kentucky's Kid, a comedy.

Please Don't Eat the Daisies, comedy half-hour, is scheduled for 1965-66—a year from next fall—on NBC.

The Jack Benny Show, moving from CBS to NBC next season and already sold to two advertisers (State Farm Mutual Automobile Insurance Co. and Miles Laboratories), has been earmarked for Friday at 9:30-10. NBC has also scheduled Profiles in Courage, an hour documentary based on the John F. Kennedy book, for a pre-7:30 period on Sundays.

CBS About Ready • CBS officials said last week they were "six days behind" their target for firming up their schedule. The new target is this week.

(NBC and ABC were expected to complete most of their schedules within a few weeks after CBS is all set.)

CBS will draw its replacement shows from a list that includes the following one-hour possibilities: The Reporter, Mr. Broadway, Mark Dolphin, The House, John Stryker, Calhoun and Tarzan. From these seven, CBS was expected to draw five.

The network planned to fill four half-hour periods and probably will also extend the The Lucy Show, now a half-hour, to an hour. For the new half-hours CBS can draw from these, among others: Goggle, The Nuthouse, Alan King Show, The Jones Boys, Gilligan, and Klibbie Hates Fitch.

General Foods, whose network business is entirely on CBS, also has written a few comedy prospects, all half hours. Among them are Many Happy Returns, The Ford and Hines Show and Gomer Pyle Show (a spin-off from Andy Griffith Show). It has "passed" on a show that would have been built around George Gobel.

Heavy Schedule • General Foods' basic commitment on CBS comes to 2 ½ hours weekly and probably will include additional time. In addition to its usual positions on Monday nights, GF also may be in a half hour on Saturday where it now has Phil Silvers, and possibly in another half hour on Friday.

If it stays with I've Got a Secret, which is expected to move from Monday to Thursday, General Foods also will be in Thursday night (it currently has a half of Secret.)

Several advertisers, through their agencies, had indicated last week that they were ready to commit on shows, but few had actually signed. Among these, Alberto-Culver and American Tobacco were said to be prepared to buy in The Rogues on NBC.

Most advertisers, it was indicated, will quickly sign for the new season once CBS makes its schedule known and General Foods and Procter & Gamble decide on their main buys. The kickoff to this procedure could come this week.

As of last Thursday, most pilots had been screened and presentations were being made to the major agencies. The following capsules describe those considered front-runners for final selection:

**ABC-TV**

**Alexander the Great:** Selmur Productions. 60 minutes, color. Pilot completed. Epic adventure based on history with William Shatner, Adam West, John Doucette, Robert Fortier and Peter Hansen starring. Producer: Albert McCleery.

**Brideside:** Revue Productions. 30 minutes. Pilot completed. A comedy about Waves in the South Pacific during World War II with Kathy Nolan in lead. Director-producer: Edward Montagne.

**Cap'n Ahab:** 20th Century-Fox TV. 30 minutes. Pilot completed. A comedy starring Judy Canova and Jaye P. Morgan. Plot involves two girls, who come into a small inheritance. Left with money by their late uncle, they must also care for his parrot. Producer: Hal Kanter; director: Richard Crenna.

**Forms of Things Unknown:** United Artists TV (via Daystar). 60 minutes. In production as episode in ABC-TV's Outer Limits. An anthology of ghost stories. Writer-producer: Joe Stefano; director: Gerd Oswald.

**Great Bible Adventures:** MGM TV. 60 minutes. Pilot completed. Drama taken from the Old and New Testament. Stars will vary, but the pilot features Hugh O'Brian as Joseph. Would be shown as specials, not as weekly series. Producer: Stanley Niss; director: Boris Sagal.

**Hercules:** Embassy Pictures. 60 minutes. Adventure-spectacle series to be

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**Thomas hour specials all sponsored**

Danny Thomas, who has decided to make this his last year on CBS-TV as a weekly television performer (BROADCASTING, Nov. 4, 1963) has already gained complete sponsorship for the five-one-hour specials he plans to do next—1964-65—season for NBC-TV.

Advertisers are Timex watches, through Warwick & Legler, and Consolidated Cigar Corp., through Papert, Koenig, Lois and Lennen & Neel.
Garland quits to care for kiddies, Gleason sees big contract

Two of television's highest paid stars moved in opposite directions last week.

As Judy Garland was telling CBS-TV that she would not pick up her option to continue her weekly show, Jackie Gleason was announcing that he had signed with the same network for 1964-65 for a price the comic said was $6 million.

In a letter to CBS-TV President James T. Aubrey Jr., Miss Garland said she would quit the 26-week series after the March 29 telecast because she had been unable to "give my children the time and attention that they need." She added that her exposure on television was a "most gratifying" experience and "a part of my career that I will always remember as exciting and fulfilling, as well as challenging." She added that she expected to continue appearing on television in the future, though perhaps not on a regular basis.

Record Contract = Mr. Gleason, who has been in the Saturday, 7:30-8:30 p.m. period on CBS-TV, said his was the biggest one-year contract in the history of TV. The contract, he said, is being worked out by his talent representative, General Artists Corp., and the network. According to Mr. Gleason, it will provide for 30 weekly hour shows and eight repeat programs and the development by his company, in association with CBS, of three new shows.

CBS had no comment on Mr. Gleason's statements, though the network has indicated the show is expected to be maintained on the schedule next season, probably in its present time.

In her letter Miss Garland referred to critics of her show, who consistently have predicted an early demise because it was not able to dent the popularity of NBC-TV's Bonanza, which runs opposite it Sundays, 9-10 p.m. EST: "Let's be happy about all the bets we've won from all the wise guys who said we'd never get our first show on the air," she said.

According to national Nielsen's early in the season, Garland had a 13.9 rating and Bonanza a 30.9 (Broadcasting, Nov. 4, 1963). In the latest ratings report for the two weeks ended last Dec. 22, Garland scored 14.9 which represents an estimated 7.6 million TV homes, and Bonanza a 38.8, or 19.9 million TV homes.

filmed on various locations around the world. Will be produced in association with the network. Star to be announced.


McCaffrey: Bing Crosby Productions. 60 minutes. Pilot completed. Daren McGavin plays an espionage agent who travels all over the world. Pilot was filmed in Mexico City. Producer: Collier Young; director: Robert E. Miller.


Mickey Rooney Show: Selmur Productions. 30 minutes. Pilot completed. A family comedy set in a home at Newport Beach, Calif., yacht harbor. Mickey Rooney is lead in show created, written and produced by Bob Fisher and Arthur Marx.


Three on an Island: 20th Century-Fox TV. 30 minutes. Pilot completed. A comedy created by Hal Kanter, star-
1964-65 WILL SEE 40% NEW SHOWS continued


The Jones Boys: Sultan and Worth Productions. 30 minutes. Pilot completed. A comedy created by Arne Sloan and Marvin Worth with a fix-it shop as the backdrop.

Kibbie Hates Fitch: UA-TV with

This year's top 25

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<thead>
<tr>
<th>Rank</th>
<th>Program</th>
<th>Estimated homes reached (in millions)</th>
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<tbody>
<tr>
<td>1</td>
<td>Beverly Hillbillies (CBS)</td>
<td>20.339</td>
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<tr>
<td>2</td>
<td>Bonanza (NBC)</td>
<td>18.753</td>
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<td>3</td>
<td>Dick Van Dyke (CBS)</td>
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<td>4</td>
<td>Andy Griffith (CBS)</td>
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<td>5</td>
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<td>Bing Crosby (Special) (CBS)</td>
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<td>Calamity Jane (Special) (CBS)</td>
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<td>Perry Mason (CBS)</td>
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<td>Donna Reed (ABC)</td>
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<td>Petticoat Junction (CBS)</td>
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<td>Lassie (CBS)</td>
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<td>Bob Hope (NBC)</td>
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<td>Bea Casey (ABC)</td>
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<td>24</td>
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<td>25</td>
<td>Gunsmoke (CBS)</td>
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Copyright American Research Bureau for period of Nov. 6-19, 1963.

CBS. 30 minutes. Situation comedy about two firemen who live in same house.

Alan King Show: CBS-Nat Hiken. 30 minutes. Pilot completed. Comedy with Alan King in monologues and conversations with "people in all walks." Writer: Nat Hiken.


The Nut House: Jay Ward Productions. 60 minutes. Pilot completed. A comedy-revue with live performances by young off-Broadway actors and comics and animation and film clips which will be satirized. Producer-director: Charles Dubin.

The Reporter: Richlieu Productions with CBS. Harry Guardino stars in hour drama as newspaper man. Jerome Weidman is the writer.

Tartan: CBS-Sy Weintraub. 60 minutes. A series to be based on the Tartan stories of Edgar Rice Burroughs. Casting and production plans to be announced. Producer: Sy Weintraub.

NBC-TV

Eleventh Gate: NBC Productions. 60 minutes. Pilot completed. A science fiction drama with its concept created by Robert Barbash. The show is to be filmed at Paramount Studios.


Grand Hotel: MGM TV. 60 minutes. Pilot completed. Drama about a managing director of a swank hotel (Barry Sullivan) who's teaching his son and heir (Chad Everett) the business. Pilot shot at Fairmont hotel in San Francisco which would be setting for most of series. Writer-producer: Leonard Freeman.

Karen: Revue Production. 30 minutes. Pilot completed. Situation comedy about a 14-year-old girl who tries to avenge her wronged parents and her sister. It stars Debbie Watson and Harvey Korman. Writer-director-producer: Joe Connelly and Bob Mosher.

Paul Lynde Show: Screen Gems. 30 minutes. Pilot completed. A comedy in which Paul Lynde takes the part of a toy manufacturer, a widower too engrossed in his business to understand his two children. Bibi Osterwald, the lady next door, helps him out. Producer: Robert Finkel; director: Bill Asher.

90 Bristol Court: Revue Productions. Three 30-minute comedies with the same locale, a Southern California apartment motel built around a swimming pool. Guy Raymond play Cliff, a janitor who appears in all three series. The three segments are: Old Gang of Mine: the story of a husband and his wife who gets involved with a phony French painter. It stars Arthur O'Connell and Kay Medford. Director: Joe Pevney. Tom, Dick and Mary: Newlyweds (Stephen Franken and Joyce Bulfani) bring in a friend to help pay the rent. Director: Egbert Seackhammer. Harris Versus the World: Jack Lingman plays Harris who is in a constant state
If plenty of spending money sends you, Charlotte's WSOC-TV is a hot spot for your spot buying. Charlotte's Consumer Spendable Income per Household highest of any metro area in the South. Tops cities like Dallas, Miami, Nashville, Houston. Nearly three million consumers are served by WSOC-TV. Ask us or H-R to tell you more—show you how you can get more for your spot dollar on Charlotte's WSOC-TV
1964-65 WILL SEE 40% NEW SHOWS continued

of harassment from taxes, charge accounts, bosses, parking-lot attendants, golf, wife and children. Director: Dave Alexander.

All segments of 90 Bristol Court have completed pilots. The package could become a four-part two-hour show with inclusion of Conway and Company, projected as a comedy about a gregarious grandfather, his pretty daughter and her seven-year-old son. It stars Charlie Ruggles, Joanna Moore and Jimmy Matthers.


The Rogues: Four Star TV. 60 minutes. Pilot completed. A comedy adventure about three glib con men who stay within the law, but just within it. They're rogues, but not reprehensible. It stars David Niven, Charles Boyer and Gig Young. Producer: Collier Young.


Network not designated


The Donald O'Connor Show: Desilu Productions. 30 minutes. Pilot completed. Donald O'Connor and Soupy Sales in a comedy about two hoofers on the road in the heyday of vaudeville. Creator-producer-director: Jack Donahue.

NBC strengthens its football lineup

NETWORK TIGHTENS HOLD ON COLLEGE BALL

NBC picked off another sports plum last week when it captured the television and radio rights to the Orange Bowl football game at Miami, and broke a 30-year precedent in doing so.

The extraordinary provision in the three-year contract signed with the Orange Bowl committee stipulates that the New Year's Day game for the first time will be played at night, probably beginning about 8 p.m. EST, and thus giving viewers about nine consecutive hours of football on NBC during the holiday. The network also holds the rights to the Sugar Bowl, which normally begins at 2 p.m., and the Rose Bowl, which starts at Pasadena, Calif. at 5 p.m.

NBC reportedly paid about $225,000 a year for the rights to the football game, as well as $75,000 a year for the rights to the 10 days of festivities leading up to the game, including parades and sports events.

By taking the Orange Bowl game away from ABC, which held the rights for three years at a reported $257,000 a year, NBC strengthened its hold on network rights to collegiate football games. Last month, it paid the National Collegiate Athletic Association a record $13 million and won a two-year contract for rights to collegiate games through 1965 (Broadcasting, Dec. 23, 1963). The previous two-year contract had been held by CBS-TV for $10.2 million.

Of the old-line major collegiate bowl games, NBC does not have three: the Cotton Bowl and Gator Bowl, both on CBS, and the Bluebonnet Bowl which ABC just won from CBS.
Why WHNT-TV bought Volumes 1, 2, 3, 4, 5 & 7 of Seven Arts' "Films of the 50's"

Says Charles F. Grisham:
President and General Manager of WHNT, Huntsville, Alabama

"Our philosophy has been and will continue to be, to provide the viewing public of this vigorous and booming market with nothing but the very best. Therefore to achieve this goal we decided we would acquire for our viewers the very best of programming including, of course, feature films. The best features available were Seven Arts' 'Films of the 50's' and we wouldn't go on the air until we could get them for our audience.

I'm happy to say that we have acquired telecasting rights to Seven Arts' Volumes 1, 2, 3, 4, 5 and 7, thus assuring our audience of many, many hours of the best entertainment available on television today."
Code action on clutter and tobacco
OUT GO PIGGYBACKS AND CIGARETTE ADS APPEALING TO YOUTH

The National Association of Broadcasters' television code board voted last week to impose new restrictions on cigarette advertising and on piggyback commercials that contain messages for more than one product.

The board, with all nine of its members present, met last Wednesday and Thursday in Miami Beach. It approved the following changes in the television code:

- A prohibition against cigarette advertising that may encourage youngsters to believe that smoking is a desirable habit "worthy of imitation."
- A prohibition against cigarette commercials that imply that smoking promotes health or personal development.
- The insertion in the code of definitions of piggyback announcements and a requirement that all elements within a piggyback be counted as separate commercials under the time standards and regular advertising.

The code board's actions must be approved by the NAB television board which meets Wednesday (Jan. 29) in Sarasota, Fla., in conjunction with week-long sessions of the NAB radio, TV and combined boards and various committees. The recommendations by the code board, in all cases announced as unanimous, will share the Sarasota spotlight with a review of the overall performance of NAB President LeRoy Collins (see page 48).

Government Watching • The TV code board's recommendations were made with one eye on two recent actions of the federal government: the report of a special advisory committee to the U. S. surgeon general concluding that cigarette smoking causes cancer and contributes to other diseases (BROADCASTING, Jan. 20) and a Federal Trade Commission rulemaking that would require all cigarette commercials to include a warning that smoking is dangerous to health (see page 40 B).

Some of the language adopted by the code board was similar to that of some parts of the FTC proposal.

In a statement late Thursday before TV cameras, Howard Bell, director of the NAB code authority, said the board realizes there must be a reappraisal of cigarette advertising standards "on the overall fabric of television."

Delivering a joint statement for the board members, he said the major responsibility for self-regulation lies with the cigarette manufacturers.

The FTC rulemaking has made it impractical for the code board to attempt to develop detailed standards at this time, Mr. Bell said.

Collins Wanted More • President Collins, who 14 months ago proposed an amendment to the code restricting cigarette commercials directed to children, attended last week's meeting of the code board. He reportedly made no proposals for the board's consideration and did not participate in the drafting of the amendment. Since he first broached the subject the former Florida governor has often spoken out against cigarette advertising.

"I think the amendment is a very constructive position and one that I can support very heartily," Governor Collins said after the code board took action last week. It is understood, however, that he expressed a personal feeling that the code board's action was not as strong as he would have preferred.

George V. Allen, president of the Tobacco Institute, and representatives of the six largest cigarette advertisers who spend over $112 million annually for television, were invited to the code meeting. All declined on the grounds they should not interfere in self-regulatory measures promulgated by the broadcasting industry. Also, they said in declining, the meeting followed too closely the issuance of the surgeon general's report for them to participate constructively.

Endorsements Questioned • The code board considered, but rejected, another amendment that would have prohibited testimonials from public figures endorsers.
Mr. Kenneth Burcham  
Vice President and General Manager  
Royal Crown Bottling Co., Baltimore  

“We use WFBR to advertise and promote Royal Crown Cola and Diet-Rite Cola, because we feel it is the station that appeals to the young, growing families of the market who make up the public we are trying to reach.”

Mr. Burcham is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the first nine months of 1963 than during any corresponding period in the station’s 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.

---

Mr. Charles F. Schmitt  
Vice President  
First National Bank of Maryland  

“On WFBR, we have found we can effectively reach the young, growing middle and upper-middle income families of the market that are so important to our business.”

The First National Bank of Maryland sponsors “Steadman and Sports” daily on WFBR, Baltimore, which carried more local advertising volume during the first nine months of 1963 than during any corresponding period in the station’s 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.
Mr. James Ward  
*Executive Vice President*  
Green Spring Dairy, Inc.

"A testimonial for WFBR? What can I say other than, Green Spring Dairy sponsors 20 newscasts per week on WFBR."

Green Spring Dairy is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the first ten months of 1963 than during any corresponding period in the station’s 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.

Mr. A. Carroll Jones  
*Advertising Manager*  
Koester Baking Company

"We advertise on WFBR extensively to promote our new Ring ‘a Round Bread, and our radio campaign is most successful. We look forward to many more successful campaigns on WFBR."

Koester Baking Company is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the first eleven months of 1963 than during any corresponding period in the station’s 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.
Mrs. Ramona Endicter, Advertising Manager, Chesapeake Furniture Company, Baltimore.

"When we want to fill our stores with floor traffic, we can use any Baltimore station; but when we want to move merchandise, we use WFBR. We have been using Baltimore radio for over five years and can attribute much of our sales success to WFBR."

Mrs. Endicter is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the first seven months of 1963 than during any corresponding period in the station's 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.

---

Mr. Roland V. Rill, President and Owner, Sarril Gardens.

"As owner and developer of Sarril Garden Apartments, my advertising dollars must produce direct results. Over 50% of my tenant occupancy is an immediate result of my saturation schedule on WFBR, Baltimore."

Mr. Rill, Maryland's largest developer of garden apartments, is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the first seven months of 1963 than during any corresponding period in the station's 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man.

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RADIO WITH REASON

WFBR

Baltimore
Mr. Lester Burnham  
*Executive Vice President*  
Albert F. Goetze, Inc.

“For years our advertising theme has been, ‘Don’t Guess . . . Get Goetze’s’, and when we buy radio time in Baltimore, we don’t guess . . . we buy WFBR.”

Albert F. Goetze, Inc., one of the largest meat packing firms on the east coast, is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the first eleven months of 1963 than during any corresponding period in the station’s 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.

---

Mr. Harold R. Albright  
*Executive Vice President*  
Fidelity Storage Company

“Baltimore’s leading Allied Van Line Agent has been a 52-week advertiser on WFBR for over 9 years. We definitely credit a great deal of our success to a final local image created by WFBR.”

Fidelity Storage Company is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the entire twelve months of 1963 than during any corresponding period in the station’s 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.
A True Measure of a Radio Station

THE CONTINUING LOYALTY OF KNOWLEDGEABLE LOCAL ADVERTISERS

WFBR

Represented Nationally by John Blair and Company

Mr. Bernard Rubin, President, BERNIES Belair Road Chevrolet, Baltimore

"BERNIES Belair Road Chevrolet uses WFBR to bring in new prospects who are able to buy; to help us surpass our quotas. We have learned we can depend on WFBR for profitable results."

Mr. Rubin is a regular and longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the first six months of 1963 than during any corresponding period in the station's 41 year history.

You too can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man.
Mr. Albert H. Klair
Manager
Sherwin Williams Company

“Sherwin Williams uses WFBR to advertise and promote its highest quality paint line, because WFBR is high quality radio with a high quality audience.”

Sherwin Williams is a longtime advertiser on WFBR, Baltimore, which carried more local advertising volume during the entire twelve months of 1963 than during any corresponding period in the station’s 41 year history.

You, too, can sell an important segment of the Maryland market on WFBR. So join our host of friendly and happy local advertisers. Call your Blair man today.

RADIO WITH REASON

WFBR
BALTIMORE
ing specific cigarette brands. The consensus was that the proposed changes would cover most situations which develop.

A special three-man subcommittee appointed earlier by the radio code board (BROADCASTING, Jan. 13) met with the TV code board in Miami Beach on the cigarette issue but took no action themselves. The TV amendments were sent to the other six radio code board members, and an anticigarette change to the radio code may also be proposed this week in Sarasota. The TV board appointed a similar three-man committee to meet with the radio group in an effort to develop further changes to the codes "as may be indicated in light of further information in subsequent federal regulations.

Members of the TV code board subcommittee are Douglas Manship, WABR (TV) Baton Rouge, La.; Roger Clipp, Triangle Stations, Lawrence H. Rogers II, Taft Broadcasting Co.

Members of the radio tobacco subcommittee in Miami last week were Robert B. Jones Jr., WFBR Baltimore, Richard Fairbanks, WIBC Indianapolis, and Richard Mason, WPTF Raleigh, N. C.

Cigarette Problem = Text of the TV code board's statement on cigarettes and the proposed amendment:

"The TV code review board has given serious study to the public health problems set forth on the report of the advisory committee to the surgeon general on smoking and health. The board recognizes the burden of responsibility the report imposes on all television licensees in the area of cigarette advertising. Specifically the board is concerned with the potential of cigarette advertising to give the false impression that cigarette smoking promotes health or physical well being."

"It is apparent that there must be re-appraisal of cigarette smoking and cigarette advertising standards in the overall fabric of television. The code review board is particularly concerned with the extent to which television might promote the smoking habit among the nation's youth."

"At the same time advertising is only one facet of the cigarette smoking controversy, and television advertising is but one part of that facet. It is evident that the major responsibility lies with the cigarette manufacturers and that theirs is the first duty in self-regulation.

"Another new element has been introduced into an already complicated situation by proposed regulations for cigarette advertising by the Federal Trade Commission. These proposals have made it impractical for the code review board to attempt to develop detailed standards of cigarette advertising practice at this time. All persons will, of course, be bound by any Federal Trade Commission regulations that may ultimately be adopted."

"Any new federal regulation pertaining to cigarette advertising should be impartially administered with respect to all advertising media."

"Pending results of the Federal Trade proceedings the code review board takes the following action:

1. Recommends that the TV code be amended in Sections IV and IX as follows:

"A. Section IV: Care should be exercised so that cigarette smoking will not be depicted in a manner to impress the youth of our country as a desirable habit worthy of imitation."

"B. Section IX: The advertising of cigarettes should not be presented in a manner to convey the impression that cigarette smoking promotes health or is

section on multiple product announcements is the first direct action in the code on the subject. Heretofore there has been an "interpretation" to the code covering integrated and piggyback commercials, but liberal rulings have resulted in increased use of the practice by advertisers. If approved by the TV board, the change becomes effective July 1. This will give advertisers time to adjust their own commercial practices, a code board member said."

The changes that the parent TV board will be asked to approve this week in Sarasota follow closely the recommendations made by Mr. Bell (BROADCASTING, Jan. 6) with one exception.

The code director proposed that commercials advertising two or more products produced by different companies be counted as two commercials under the time standards, even though

A futile defense of unchecked piggybacks

The National Association of Broadcasters' television code board ruled against piggyback announcements last week despite a personal appeal from a major television advertiser. Leonard H. Lavin, president of Alberto-Culver, which has been buying television advertising at the rate of $30 million a year, appeared personally before the code board during its Miami meeting to argue against any action that would prohibit multiple-product spots.

Mr. Lavin said that if multi-product commercials were outlawed or discouraged by regulation, all but the big advertisers would have to drop out of all but the biggest television markets. As a consequence advertisers would lose competitive position and stations in medium and small markets.

Back-to-back commercials do not contribute to overcommercialization, Mr. Lavin contended. Their use "does not add to the amount of time actually devoted to commercials. Sixty seconds of commercial time is sixty seconds no matter how it is used."

Any serious TV advertiser, he said, is a "dedicated enemy" of overcommercialized television "because it dissipates the impact of his commercials."

"The public actually prefers to view a fast paced, well developed back-to-back commercial rather than an ordinary 60-second announcement . . . We do not have time to be dull and repetitious. We do not have time to play games with the viewers."

important to personal development of the youth of our country.

1. Requests NAB to urge all its member licensees, networks and program production associates to take such steps in the presentation of cigarette advertising and portrayal of cigarette smoking as each deems appropriate in the public interest.

2. Appoints a special committee on cigarette advertising standards to develop, in cooperation with the similar committee of the radio code review board, recommendations for inclusion in the TV code of such provisions concerning cigarette advertising as may be indicated in light of further information and subsequent federal regulations.

"IV. Recommends that NAB participate in the forthcoming Federal Trade Commission proceedings."

First Time = The proposed new code the spots meet other requirements for an integrated rating. At the time he first proposed a tightening of the multi-product spot restrictions. However, Mr. Bell had said that the properly integrated two-company announcements created a special problem, and the board decided to make no distinction.

Mr. Bell called the board's action "very important step" in helping to remove the appearance of overcommercialization in the eyes of the viewer. The amendment will "greatly strengthen" the code's ability to cut down clutter and the appearance of too many commercials, he said. The overriding factor in applying the integrated rating to a spot will be whether it appears to the viewer to be one or two announcements, individual code board members stressed.

"If a single commercial can be cut in half and presented as two 30-second

(BROADCAST ADVERTISING) 40-A
Henry’s ‘new’ target: those overaudible audio portions

The FCC, which two weeks ago abandoned its proposal to limit, by rule, the number of commercials broadcast by stations, will soon switch its attention to the loudness of those advertising messages. This is the forecast of FCC Chairman E. William Henry.

The commission staff has been looking into this matter since December 1962, when the FCC issued a notice of inquiry into the prevalence of “annoyingly loud” commercials (Broadcasting, Dec. 24, 1962). And last week, Chairman Henry said he would ask the staff to submit a report on its investigation. He said he expects the issue to be brought up before the commission “real soon.”

He also expressed the hope the commission would issue a notice of proposed rulemaking to deal with “loud” commercials.

But the question of when is a commercial too loud has been a tough one, technically, for the commission for decades. And in issuing its notice of inquiry, the FCC acknowledged that loudness is easier to complain about than to measure. “Loudness, a subjective quality,” the notice said, “varies in some as yet unknown way with numerous transmission parameters. Its subjective quality makes its measurement elusive.”

A principal difficulty is that no device has been developed to measure loudness, as such. Commission engineers reviewed a number of gauges used to measure modulation to determine whether they might be applicable to the problem. But this search proved fruitless, according to one official. He said if loudness is to be measured, industry will have to develop the necessary instrument.

However, a number of those filing comments offered some suggestions. A commission source said these are being studied, but that no decision has been reached yet on whether the problem of measuring loudness can be solved.

The inquiry was instituted largely as a result of prodding by former Chairman Newton N. Minow. He said that despite engineers’ contention that measuring loudness was difficult if not impossible, his ears told him some commercials were annoyingly loud. The commission also received—at the time of the notice—some 450 letters from the public and Congress complaining about loud commercials.

Many industry comments insisted that the problem was not a serious one. Networks and station group owners said they received few complaints about loud commercials. Another major argument was that the problem involves subjective and psychological factors that are not a proper area for government regulation.

Henry is one of the several hundred government officials at a Jan. 17 Washington reception for NBC foreign correspondents on a 16-city speaking tour. With him: NBC President Robert E. Kintner (l) and William (Fishbait) Miller, doorkeeper of the House of Representatives.
If you'd like fan mail like this...

"I'd like to report that your FM transmission is far superior to previous broadcast. In fact, WGMS-FM is the strongest station on my auto FM radio." Mr. DW, Rockville, Md.

"I have long advocated the use of circular polarization... The improvement is more striking than I had expected. Auto-FM reception at a distance... has a substantial advantage." Mr. RJC, Bethesda, Md.

"Terrific! Reception: very good. Improved." DCF, Timonium, Md.

"I find it excellent and much improved, and reception ever so much better than it used to be before you installed your new antennas." Mrs. WE, Fairfax, Va.

"We were not able to get your station before. We receive your music, etc. perfectly clear." Mr. ALC, Spotsylvania, Va.

"WGMS-FM in Washington, D.C. comes in clearly even in very poor locations. A check with a portable FM receiver indicates that you have a strong vertical component in your signal and this is apparently the answer. You can't imagine the difference between your signal and virtually all others — regardless of distance or strength, in the car... much better reception... I can only guess that you are intentionally radiating both a horizontal signal — like the one all along — and a vertically polarized component as well. Believe me, I couldn't have asked for more." Mr. EDH, Frostburg, Md.

...Add Collins' vertically polarized antenna

The above is only a small part of the mail received by WGMS-FM in Washington, D.C. after they updated with Collins Type 300 vertically polarized antenna.

You too can take advantage of this "circular polarization" technique. Here is what the Type 300 can do for you:

- Fills in shadow areas
- Reduces null effects
- Improves fringe area reception
- Vastly improves car radio reception
- Provides redundancy when used with two power amplifiers
- Maintains FM stereo quality
- Improves SCA operation

The Type 300, which costs no more than your present horizontal bays, is easily installed on your existing tower and is compatible with your transmitter. Delivery within 45 days of receipt of order. Contact your Collins Sales Engineer today.

COLLINS RADIO COMPANY • Dallas • Cedar Rapids • Los Angeles • New York • International, Dallas

Actual installation, WGMS-FM
A week to the day after the U. S. surgeon general had condemned cigarettes as a menace to the nation's health, the Federal Trade Commission proposed stiff rules to circumscribe cigarette advertising.

One rule would require all cigarette advertising to include warnings that smoking may cause death.

The FTC adopted the proposal unanimously at a meeting Saturday, Jan. 18. It was on the previous Saturday that the surgeon general had presented the findings of his special advisory committee on smoking and health (BROADCASTING, Jan. 20).

The FTC acted after a week of intense study of the surgeon general’s report. In its announcement of rulemaking the commission quoted liberally from the work of the surgeon general’s committee and added some tough comments of its own.

Advertising Impact * "Massive advertising, depicting and constantly reitering the pleasures and desirability of cigarette smoking but failing to disclose the risks to health," said the FTC, "appears to be a potent force in increasing sales of cigarettes, despite increasing scientific and governmental recognition of the existence and seriousness of such perils."

The FTC said that many of the cigarette advertisements now in use "falsely state, or give the false impression, that cigarette smoking promotes health or physical well-being or is not a health hazard, or that smoking the advertised brand is less of a health hazard than smoking other brands."

The commission also criticized current advertising that suggests that cigarette smoking is pleasurable and "indispensable to full personal development and social success." Unless such claims are tempered with warnings of the health hazards smokers face, the FTC said, "they may create a psychological and social barrier to the consuming public’s understanding and appreciation of the gravity of the risks to life and health involved in cigarette smoking."

Appeal To Youth * "The trade commission also served notice that it was considering adopting a code of fair cigarette advertising to "protect the youth of the nation against unfair or deceptive acts or practices in cigarette advertising."

The FTC said: "The extensive advertising on television for cigarettes, on programs widely watched by young people, continuously projecting an image of cigarette smoking as a socially desirable and accepted activity, consistent with good health and physical well-being, may have a great impact on impressionable young minds, and may block appreciation of the serious health hazards of smoking cigarettes."

Comments on the FTC’s proposed rules are due March 2, and public hearings will begin March 16 in Washington. The text of the proposed rules "for the advertising and labeling of cigarettes" appears below:

**Text of FTC proposal**

**Rule 1.** Either one of the following statements shall appear, clearly and prominently, in every cigarette advertisement and on every pack, box, carton and other container in which cigarettes are sold to the public: (a) "CAUTION—CIGARETTE SMOKING IS A HEALTH HAZARD: The surgeon general’s advisory committee on smoking and health has found that cigarette smoking contributes substantially to mortality from certain specific diseases and to the over-all death rate"; or (b) "CAUTION: Cigarette smoking is dangerous to health. It may cause death from cancer and other diseases."

**Comments on Rule 1:** The requirement of disclosure imposed by Rule 1 on cigarette labeling and advertising is based on the principle, established in the interpretation and application of the Federal Trade Commission Act, that it is an unfair and deceptive trade practice to fail to disclose material facts concerning a product which may influence many consumers in their decision whether to purchase the product, particularly where use of the product might endanger health or safety. The ultimate finding made by the surgeon general’s advisory committee on smoking and health, which is embodied in the caution specified in Rule 1 (a), is such a fact.

An alternative, short-form cautionary statement is provided in Rule 1 (b) for those advertisers who prefer to use it in, for example, a short “spot” television commercial.

The commission believes that a uniform form of cautionary statement is necessary to protect the consuming public. If each advertiser were free to formulate a different cautionary statement, the result would be that many consumers would be confused and might fail to appreciate its significance.

**Rule 2.** No cigarette advertisement*

**Notes:**

1. For purposes of Rules 2 and 3, "advertisement" includes labeling.

2. "In all other time, individual station breaks shall consist of not more than two commercial announcements plus the conventional sponsored 10-second ID. Total station break time in any 30-minute period may not exceed 2 minutes and 10 seconds.

3. Station breaks are those periods of time between programs, or within a program as designated by the program originator, which are set aside for local station identification and spot announcements.

4. Multiple product announcements. "A multiple product announcement is one in which two or more products or services are presented within the
shall state or imply, by words, pictures, symbols, sounds, devices or demonstrations, or any combination thereof, that smoking the advertised cigarettes (a) promotes good health or physical well-being, (b) is not a hazard to health, or (c) is less of a hazard to health than smoking other brands, except that a specific and factual claim respecting the health consequences of smoking the advertised cigarettes may be advertised if (1) the advertiser, before making the claim, has substantial and reliable evidence to prove the accuracy and significance of the claim, and (2) all facts material to the health consequences of smoking the advertised cigarettes are clearly, prominently, and intelligibly disclosed in close conjunction with the claim.

Comments on Rule 2: Rule 2 is intended to prevent the confusion and misunderstanding on the part of the public that would be created if cigarette advertisers were free to contradict, in their advertising, the cautionary statement required by Rule 1. In addition, the rule embodies the established principle that deception unlawful under the Federal Trade Commission Act may be the result of half-truths, misleading suggestions or innuendo, as well as explicit false statements or the concealment of material facts.

However, claims concerning the health or safety of particular cigarette brands, where they are truthful and substantiated, are not forbidden. Indeed, it is the Federal Trade Commission's policy to encourage the development of less hazardous cigarettes. Rule 2 accordingly permits the making of substantiated factual claims respecting the health consequences of cigarette smoking, but only under certain conditions which are necessary to protect the consumer from being misled. First, the claim must be accompanied by such explanatory or qualifying language as is necessary to make it fully clear to, and readily understandable by, the consuming public. Second, the advertiser is required, before he advertises such a claim, to have substantiating evidence of its truthfulness and significance to health. To make a claim of the kind embraced by this rule, without such substantiation, demonstrates reckless disregard for human health and safety, and is clearly an unfair and deceptive practice.

Examples:
(1) An advertisement states, "Buy Brand X, the Cigarette That Gives You Extra Protection." Such an advertisement would be unlawful even if the caution requirement of Rule 1 had been fully complied with.
(2) An advertisement states, "Brand Y Contains the New Improved Kryptonite Filter." Such an advertisement would be unlawful even if the caution requirement of Rule 1 had been fully complied with, since the advertisement would give many the impression that Brand Y's filter makes smoking Brand Y safe or comparatively safe.
(3) An advertisement states, "Brand Z Filters Out All of the Argon From Cigarette Smoke." If the advertiser, before publishing this advertisement, has substantiated the accuracy of the claim that his filter eliminates all of the argon from cigarette smoke, he would be permitted to advertise it. If, however, it is not scientifically established that the elimination of argon significantly lessens the health hazards of cigarette smoking, the advertiser would be required so to state in close conjunction with the claim.

Rule 3. No cigarette advertisement shall contain any statement as to the quantity of any cigarette-smoke ingredients which has not been verified in accordance with a uniform and reliable testing procedure approved by the Federal Trade Commission.

Comments on Rule 3: This rule concerns a specific aspect of the problem dealt with in Rule 2. A quantitative disclosure of cigarette-smoke ingredients is a claim concerning the health consequences of smoking the advertised brand. It is essential, therefore, that such disclosure be meaningful to the consuming public, and not a source of confusion. Confusion can be obviated, and the ability of consumers to make an intelligent choice among competing brands protected, only if the measurement of cigarette-smoke ingredients accords with a uniform, fully reliable and approved testing procedure. (The commission is considering approval under this rule of the so-called "Cambridge filter method," presented at the 77th Annual Meeting of the Association of Official Agricultural Chemists, October 16, 1963, at Washington, D. C. (see footnote))

Any advertising claim as to the quantity of any cigarette-smoke ingredients must conform with Rule 2 as well as with this rule.

Example: It is established under the testing procedure provided for in this rule that the smoke of Brand X cigarettes contains 2 milligrams of tars. Brand X advertisements may therefore lawfully state that the smoke of Brand X cigarettes contains 2 milligrams of tars. However, if it is not scientifically established that a reduction of the tars content to 2 milligrams significantly lessens the health hazards of cigarette smoking, that fact, and all other material facts bearing on the health consequences of smoking Brand X, must also be disclosed in the advertisements.

(Editor's note—The Cambridge filter method, devised with the cooperation of leading tobacco manufacturers, offers proposed criteria in determining amounts of particulate matter and alkaloids in cigarette smoke. Involving the Cambridge CM115A filter, it sets uniform standards for the selection, preparation and testing of cigarettes so as to determine total condensables in cigarette smoke.)
had affirmative purposes too. "In everything we do with respect to the code, our criteria must be: What effect will it have on the public? This represents the heart of my philosophy with respect to the code in general," he told the board members.

Code Objective. He outlined as general goals a campaign to make the public more aware of the code and what it means and represents, greater financing by producer enforcement and a more adequate monitoring program and greater support among stations.

I think there is a weakness of the code, particularly with the general public, to a lesser extent in government circles, and, frankly, it's a weakness to a considerable extent within our own industry," Mr. Bell said. "I intend to give priority attention to doing something concrete about it."

Still More Work. In other actions, the code board reaffirmed its refusal last fall to approve a program by Showbiz Inc. entitled Your Daily Horoscope.

Ed Bronson, TV code manager, reported that all but five of the 19 subscribers cited last fall for violations of time standards now are in compliance. The other five stations, he said, have resigned from the code. Melvin Goldberg, NAB vice president for research, detailed plans for an extensive study into television commercials. He also reported on the activities of the NAB research committee and the Broadcast Ratings Council in efforts to develop reliable ratings.

The board met at the Ivanhoe hotel in Miami Beach from 9 a.m. to 6 p.m. both days, leaving little time to enjoy the hotel's private beach and swimming pool.

Hill not hurrying on tobacco hearings.

Advocates of federal curbs on smoking advertising continued to introduce restrictive legislation last week but there were no signs that committees in either the House or Senate were in a hurry to begin hearings.

A House agriculture subcommittee, however, scheduled hearings on means of "assuring maximum health for smokers" Wednesday and Thursday (Jan. 29-30) that seemed headed more toward research and development of new, pure tobaccos rather than advertising controls.

Senator Everett Jordan (D-N. C.) said Monday (Jan. 20) that it would be "extremely irresponsible" for the Federal Trade Commission to take any hasty action on cigarette labeling. Representative Harold D. Cooley (D-N. C.), chairman of the House Agriculture Committee, commented on the FTC's proposed rulemaking on tobacco advertising (story page 40-D) as absurd and said, "I think someone in the FTC must be emotionally disturbed."

Representative Richard E. Lankford (D-Md.), whose congressional district annually produces $20 million worth of tobacco, said he was sure the government would not move hastily and that he "will attempt to help in any way I can" to assist the government in fulfilling its responsibility of making all the facts known.

Senator Maurine B. Neuberger (D-Ore.), author of restrictive legislation, praised the FTC action.

Among bills introduced last week:

- HR 9565, Representative John Blatnik (D-Minn.), to confere upon the FTC the power and duty to regulate the advertising and labeling of cigarettes; also HR 9637, Representative John Dingell (D-Mich.).
- HR 9668, Representative Blatnik, a bill to establish government research on smoking and an informational program on how to control the smoking habit.

These bills are similar to Senate legislation introduced a week previous by Senator Neuberger (BROADCASTING, Jan. 20).

- HR 9693, Representative Paul A. Fino (R-N. Y.), to require cigarette packages to be labeled with health warnings and nicotine and tar content.

This week's hearing will include state and federal witnesses: the secretaries of Health, Education and Welfare, Agriculture and the Surgeon General of the U. S.; and the governors and heads of agriculture departments of seven tobacco states: North and South Carolina, Kentucky, Georgia, Virginia, Tennessee and Florida.

Four senators added their names as co-sponsors to Senator Neuberger's legislation: Senators George McGovern (D-S. D.), Frank Church (D-Idaho), Gaylord Nelson (D-Wis.) and Lee Metcalf (D-Mont.).

Commercials in production...

Listings include new commercials being made for national or large regional radio or television campaigns. Appearances in sequence are names of advertiser, product, number, length and type of commercials, production manager, agency with its account executive and production manager. Approximate cost is listed, when given by producer.

Heller-Ferguson Inc., 1606 North Highland, Hollywood 28


Del Monte Beverage Co., San Francisco (soft drinks); three 20's for radio, two 20's for TV. Agency: Fletcher Richards, Calkins & Holden, San Francisco. Bob Prilten, agency producer.

Jury indicts Regimen for fraudulent ads.

The maker of Regimen, a reducing pill and once a national TV advertiser, was indicted last week by a federal grand jury in Brooklyn, N. Y., on charges of fraudulent and misleading statements in an extensive advertising campaign, using the mails and television. The jury handed down a 58-count indictment.

The defendants are Drug Research Corp., producer of Regimen; New Drug Institute, a drug products testing company; two executives of the manufacturing company, and the president and sole stockholder of the testing firm, and Kastor, Hilton, Chesley, Clifford & Atherton Inc., Regimen's advertising agency from 1957-60.

The agency is named in all but 12 points charging the introduction of misbranded drugs into interstate commerce.

The indictment came a week after agents of the Food & Drug Administration launched a multiple seizure campaign of the pills to remove them from the national market (BROADCASTING, Jan. 20). This followed a consent decree signed Dec. 30, 1963 by John Andreadis (also known as John Andre) forbidding the shipment of Regimen in interstate commerce and authorizing federal marshals to seize and destroy the pills.

The basic charge against Regimen is that it was advertised as a "no diet" reducing tablet without foundation. The grand jury said that persons were employed in advertisements to claim they lost substantial weight because of the tablets when in reality they had lost the weight by medication or by starvation diets. The grand jury also said that a doctor was induced to change a clinical test on the drug from "fair to poor"
Here's the last word in first run features for TV. 72 great motion pictures in all (Al Capone, Angel Baby, Friendly Persuasion, Pay or Die, Dondi, Big Circus, Hell to Eternity, Love In The Afternoon, Armored Command, King Of The Roaring 20's, The Bridge, and many more) — all jam-packed with big name stars (Gary Cooper, David Wayne, Audrey Hepburn, Vincent Edwards, Rod Steiger, Chuck Connors, David Janssen, Sal Mineo, Rita Moreno, Ernest Borgnine, Gina Lollobrigida, Tony Perkins, Maurice Chevalier, Vic Damone, Mickey Rooney and many more) —

We call it **CAVALCADE OF THE SIXTIES** — GROUPS 1 & 2.

You’ll call it the most exciting package in years.

For more information, rates and promotional material, contact your **AATV Sales Representative** at any one of these locations.

165 W. 46th Street, N. Y. C. PLaza 7-8530
1232 S. Michigan Ave., Chicago, Illinois WAbash 2-7937
4376 Sunset Drive, Hollywood, California NOrmandy 2-9181
2204 Commerce St., Dallas, Texas RIVERSide 7-1650
to favorable and this fraudulent test was used in advertising.

Regimen spent $10 million on advertising the drug between 1956 and 1963. In 1959, Regimen spent $1,971,729 in network TV and $1,773,400 in spot, according to the Television Bureau of Advertising. In 1960, its last year of TV advertising, the firm spent $418,360 on spot and none on network, TVB records indicate.

Counts one to forty-five of the indictment charge fraud through the mails or television with each count citing a separate letter or TV commercial. Maximum penalty on each would be five years in prison and a $1,000 fine. Count 46 charges a conspiracy to defraud which carries a maximum of five years and $10,000. Counts 47 to 58 relate to the introduction of misbranded drugs into interstate commerce, with a maximum penalty of three years and $10,000 for each count.

Toy firms deny FTC charges

Two toy firms accused of misrepresentation in TV commercials have denied the charges made by the Federal Trade Commission. Rainbow Crafts Inc., Cincinnati and American Doll & Toy Corp., Brooklyn have requested that the FTC complaints of Nov. 26, 1963, be dismissed.

Rainbow Crafts denies misrepresentation of Forge Press sets and Magna-jector, and American Doll denies complaints against advertising for its Dick Tracy 2-Way Wrist Radio.

Business briefly...

The Campbell Soup Co., Camden, N.J., through BBDO, New York, has launched a Lenten campaign that will feature a heavy schedule of network television. The new drive, aimed at meatless products bearing the Franco-American label, will include messages on Campbell's regularly sponsored nighttime shows, CBS-TV's Lassie and ABC-TV's Donna Reed Show. The campaign will also include commercials on a total of 15 daytime shows on the three TV networks and nighttime spots in selected markets.

Carter Products Inc., New York, through Sullivan, Stauffer, Colwell & Bayles, that city, has purchased sponsorship in 11 nighttime programs over NBC-TV. The sponsorships, which will run throughout the first three quarters of 1964, are in: Monday Night at the Movies, Sing Along with Mitch, The Richard Boone Show, Espionage, The Eleventh Hour, Temple Houston, Dr. Kildare, International Showtime, The Lieutenant, The Joey Bishop Show and Saturday Night at the Movies.

Helene Curtis Industries, Chicago, through Edward H. Weiss & Co., that city, has purchased sponsorship in 10 NBC-TV nighttime programs: Monday Night at the Movies, Sing Along with Mitch, Espionage, Eleventh Hour, Temple Houston, Dr. Kildare, International Showtime, The Lieutenant, Saturday Night at the Movies and The Jack Paar Program. The order spans the first three quarters of 1964.

Tar Gard, cigarette filter-holder manufacturer, has announced a $150,000 advertising and distribution campaign in 11 midwestern markets. The markets will be Indianapolis; Chicago; Cleveland, Akron, and Columbus, all Ohio; Detroit; Minneapolis-St. Paul; St. Louis; Kansas City, Mo.; Louisville, Ky., and Pittsburgh. The concentrated campaign will last 30 days. Tar Gard will open a similar effort in three eastern markets in March. The agency is Campbell-Ewald Co., San Francisco.

The Morton Manufacturing Corp., Lynchburg, Va., through Gumbinner-North Co., New York, has purchased sponsorship in NBC-TV's Today show as part of a winter campaign for Chap Stick lip balm and Chap-ans hand cream. The campaign, which will fea-

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**SNOW IN SUNNY SAN BERNARDINO?**

Could be. Right in the middle of your TV spots as a matter of fact—if you’re trying to reach this important market with Los Angeles stations. Until recently, big spenders here ($800,000,000 in annual retail sales!) hadn’t any TV watching choice. But now there’s a clear picture in this vital 5th Largest California Market. Already over 65,000 sets are equipped to receive KCHU-TV Channel 18. 65,000* sets. No other station anywhere adequately covers all of the areas where we come booming in with such sharp focus. And we’re on the air 16 hours a day, 7 days a week! Place your schedule on the bellwether channel that puts your spots before the customers’ eyes, not snow!

**CHANNEL 18**

**KCHU-TV**

*57,939 by Feb. 29, 1964

**REPRESENTED BY SAVALLI GATES, INC.**
NEW MOON over Kansas

The new, moon-shaped area on the map is plus-coverage from WIBW's new tall tower 1614 feet above downtown Topeka—an effective gain of 522 feet. We've moved west 18 miles into the Kansas Flint Hills to create a new moon of coverage, that provides you with 50,000 more TV homes at no extra cost. The new Topeka market reports will reflect this increased coverage.

The new tower and transmitter, with full power, (316,000 watts), is now in operation! Ask Avery-Knodel to show you the WIBW-TV bonus coverage today!
Messer hits out at brand name cynics

Albert H. Messer, president of the Brand Names Foundation, last week berated cynicism directed at brand manufacturers—their products and marketing methods—by legislators, businessmen and the public.

In an address to the Cincinnati Ad Club, Mr. Messer picked out the Federal Trade Commission's recent divestment ruling regarding Procter & Gamble and its Clorox subsidiary, and Mrs. Esther Peterson, President Johnson's appointee as special assistant for consumer affairs, as specific symbols of what he termed "the peril of cynicism."

Mr. Messer referred to the FTC in the Clorox case as "sucinct in its apparent indictment of advertising principles and in all probability its admonishment was a slap at brand product advertising and merchandising." He said broad interpretation of the "homogeneous" product criterion which the FTC invoked, could be damaging and onerous as long as the ruling is not contested.

Commenting on the appointment of Mrs. Peterson, Mr. Messer said that from her comments to date, "it seems apparent that [her] bent is cynically toward a headline hunting heyday—and in this year of a presidential election, her name could be front page news with an appalling degree of frequency. "A useful office," he said, "could be turned into a sermonizing and cynical tower of babble. . . . " He said he hoped Mrs. Peterson would not create a barrier between herself and the nation's consumer goods business.

Mr. Messer also spoke of "public confusion resulting from 'sensational' stories about investigations and 'false' advertising reports. . . . " Rebuttal reports to these, he noted, usually appear the following day, "perhaps prophetically, somewhere back among the obituaries."

2-agency merger produces WW&B

The merger of Donahue & Coe, and Ellington & Co., under discussion for several months (Broadcasting, Nov. 18, 1963), was consummated last week forming an agency to be known as West, Weir & Bartel. The new agency will have billings in the neighborhood of $45 million, about $33 million brought in by D&C and the $12 million balance by Ellington.

Donahue & Coe put approximately $11.5 million in broadcast media during 1963.

The new combine was forced to relinquish three accounts with aggregate billings of $2.5 million as a result of product conflicts arising from the merger. American Enka with billings of $1 million, is leaving the D&C shop since its competitor, the Clene Corp., has been handled by Ellington. The Stroehmann Bakeries account of about $350,000 will move from Ellington, because D&C has the Arnold Bakers account, and Publucker Industries ($650,000), in conflict with Schieffelin & Co. at D&C, will leave Ellington.

Officers of the new agency are William A. Bartel, chairman, Walter Weir, chairman of the executive committee and Don E. West, president and chief executive officer.

Agency appointments . . .

- Burgess Battery Co., Freeport, Ill., moves its national account Feb. 1 from Kane Advertising, Bloomington, Ill., to Wade Advertising, Chicago. Andy Quale of Wade will be account executive. Broadcast media will be considered.
- Alta Brazil coffee appoints Handman & Sklar Advertising Inc., New York, for its West Coast advertising program. Plans call for radio, TV and newspaper coverage.
- CAH Industries, Franklin Park, Ill., maker of flexible coatings for industrial and consumer uses, has named Sander Rodkin Advertising, Chicago, as agency. Consumer campaign will include broadcast media on market-by-market basis.
- A. E. Staley Manufacturing Co., Decatur, III., corn products manufacturer, assigns all of its grocery products account to Maxon Inc., whose Detroit office already has handled part of the over $2 million account. Erwin Wasey, Ruthrauff & Ryan, Chicago, loses its portion after handling it for 15 years. Change is to take place in several weeks. Staley uses some radio-TV.
- Fairmont Foods Co., Omaha, has ap-

ture spot announcements during the next 10 weeks, will focus on cold weather application of Chap-ans and the use of Chap Stick by the U. S. team at the forthcoming Olympic Games in Innsbruck, Austria.

Reorganization at Gardner

Gardner Advertising Co., St. Louis, last week announced a reorganization of the agency's departments which will separate its media and research operations. The two functions had been placed under a single marketing division in 1961.

Earl B. Hotze, account executive for Pet Milk since 1959 has been named media director in the agency's St. Louis headquarters concurrent with the reorganization plan.

NBC-TV announces time buys

Green Giant Co., Le Sueur, Minn., through Leo Burnett Co., Chicago, has purchased sponsorship in NBC-TV's Espionage, The Lieutenant, Saturday Night at the Movies and International Showtime.

Other new sponsorships in NBC-TV shows: Plough Inc., Memphis, through Lake-Spiro-Shurman Inc., that city—The Bill Dana Show, Monday Night at the Movies, Sing Along with Mitch, Espionage, The Lieutenant, Saturday Night at the Movies and Dr. Kildare;


General Electric Co., New York, through Young & Rubicam, that city—Saturday Night at the Movies;

B. F. Goodrich, Akron, Ohio, through BBDO, New York—Sing Along with Mitch, International Showtime and Eleventh Hour;


Rep appointments . . .

- KIUL Kansas City, Mo.: Vic Piano Associates, New York, as national representative.
- WHYN Springfield, Mass.: Blair Radio, New York, as national representative.
- KPUG Bellingham, KSEM Moses Lake, KRSC Othello and KENE Toppenish, all Washington, and KOKH St. Helens, Ore.: Feldts/Dove/Cannon Inc., Seattle, as regional representative.
- KGAT-AM-TV Harlingen, Tex.: Hector Garcia Pereyra, Cadena Azul de Radio S. A., as Mexican representative.
- WKBV Richmond, WBAT Marion and WBNF Bedford, all Indiana (Lester G. Spencer stations): The Devney Organization Inc., New York, as national representative.
puzzle:

Yeast West & Yeast West, but Who's Parsons?

Our exemplary team of national reps, Harrington, Righter and Parsons, inspired by a reference to themselves in one of our puzzle ads, decided to leaven the atmosphere with a yeasty pinch of confusion for the benefit of WMAL-TV's Neal Edwards who was coming up to New York for a conference with Jim Parsons.

For purposes of the gag, it was decided that Turk Righter would abandon his usual standards and answer Edwards' questions with little white lies, that Jim Parsons would avoid his natural positiveness and vacillate between fact and fancy, and that Jack Harrington would maintain his usual undeviating truthfulness.

When Edwards arrived, he asked the receptionist for Parsons.

"He's in one of those offices, Mr. Edwards," she said, pointing to three closed doors, numbered 1, 2 and 3, "but you'll have to figure out which one for yourself." And she explained the bizarre behavior that had suddenly overcome her three bosses.

"OK," said Edwards, accepting the challenge, "I read our ads, too."

Walking up to door number 1, (the one on his left) he asked the unknown occupant: "Who's in the office next to you?" "Harrington," came the muffled reply.

At door 2 he asked: "Who's inside this office?" "Parsons," answered a disguised voice.

To the man behind the third door, he said: "Who's in office number 2?"

"That's Righter," came the response in a high stage whisper.

"OK, Parsons," said Edwards, knocking on one of the doors, "I know you're in there. Let's go to lunch."

Which door did he knock on and how did he know? Prize follows.

So what's new on WMAL-TV? The prime-time evening line-up: Popular "News 7," now on from 6 to 7 pm, Monday through Friday, followed by a half-hour of comedy from 7 to 7:30 pm—Monday "Guestward Ho," Tuesday "Fractured Flickers," Wednesday "Bachelor Father," Thursday "I'm Dickens, He's Fenster," Friday "Car 54." Failure to avail self and clients of prime one-minute spot opportunities is also classified as bizarre behavior. Avoid finger of scorn. Check Harrington, Righter & Parsons, Inc.

Puzzle adaptation courtesy Dover Publications, New York, N. Y. 10014
Address answers to: Puzzle #96, WMAL-TV, Washington, D. C. 20008
Group replaces Fairmont agency

Broadcasting.

NAB boards.

whose Westinghouse Broadcasting, last week

in time written contracts for parent liability" the commission announced last

$1,000 million.

mailed by his views licly

the McGannon

1963

Broker agreement brings $1,000 fine to WNJR

Failure to inform the FCC of an agreement with a time broker may cost WNJR Newark, N. J., $1,000, the commission announced last week.

In notifying the station of its "apparent liability" the commission said that for several months prior to March 1963 WNJR carried a program entitled Celebrity Time according to "oral or written contracts for sale of broadcast time to Celebrity Consultants"—a New York advertising agency. The agency in turn sold the time, supplied talent and advertising continuity and gathered the profits from the time sales. WNJR was paid a flat weekly rate by Celebrity Consultants, the commission said.

The station, under FCC rules, is required to file copies of such brokerage agreements with the commission within 30 days of their execution.

The Newark station, owned by Continental Broadcasting Inc., was given 30 days to contest or pay the $1,000 fine.

Pulse to measure radio audience by age and sex

The Pulse Inc., New York-based research firm, last week announced a radio research service—"LQR-II (age & sex)"—which will include audience age and sex breakdowns for stations in the top 100 markets.

Last year Pulse syndicated "LQR-100" (local, qualitative radio) data to 200 stations. Dancer-Fitzgerald-Sample, New York, developed the new LQR-II concept.

Pulse said the project would be conducted according to a schedule that would include a single qualitative analysis of each of the 100 markets during a 12-month period. Pulse uses a personal interview, roster reconstruction method.

ABC-TV announces new business for 2d quarter

ABC-TV reported last week that eight advertisers have signed for sponsorship representing an estimated $3.5 million in new gross time billings at the network. The sponsorships, mostly second quarter participations, are in several nighttime shows, including Hollywood Palace, Deady, 77 Sunset Strip, Empire and Ensign O'Toole.

Sponsors and their agencies are: Brown & Williamson Tobacco Corp., Louisville, Ky., through Ted Bates & Co., New York; Carter Products, New York, through Sullivan, Stauffer, Colwell & Bayles, that city; Dodge Division of the Chrysler Corp., Detroit, through BBDO, that city; S. C. Johnson & Son, Racine, Wis., through Benton & Bowles, New York; Plough Inc., Memphis, through Lake-Spiro-Shurman, that city; Polaroid Corp., Cambridge, Mass., through Doyle Dane Bernbach, New York; and the Toni Co., Chicago, through North Advertising, that city.

ABC Radio near sell-out for Liston-Clay fight

ABC Radio said last week it has sold three-fourths of its exclusive coverage of the Sonny Liston-Cassius Clay heavyweight championship fight from Miami Beach on Feb. 25, and expects to sell the remaining quarter sponsorship shortly.

Sponsors listed now are Cities Service Co., through Lennen & Newell; Pepsi-Cola, through BBDO, and Schick Razor Co. through Compton Advertising.

Before and after fight programs have been purchased by the General Cigar Co. through Young & Rubicam.

ABC Radio said that Les Keiter will do the blow-by-blow commentary, while former heavyweight champion Rocky Marciano will be Howard Cosell's guest before, during and after the bout.

TWO TESTIFY FOR COLLINS

On eve of board meeting to settle his future

McGannon and Sanders rise to Collins's support

Donald H. McGannon, president of Westinghouse Broadcasting, last week went to the defense of LeRoy Collins whose administration as president of the National Association of Broadcasters will be reviewed this week by the NAB boards.

Mr. McGannon, who as chairman of the NAB research committee was publicly commended by Governor Collins as an outstanding broadcaster, stated his views in a letter to the editor of Broadcasting.

Another endorsement of the NAB president, written by a member of the NAB radio board but duplicated and mailed by the NAB staff at NAB expense to all small-market radio members of the association, also came to light last week. It was a letter dated Jan. 10 and written by Ben Sanders, of Kirksville, Iowa, after he had attended meetings of the NAB finance committee in Washington. Mr. Sanders, in the letter, solicited comments that could be considered at this week's board meetings. As for himself, Mr. Sanders said he was convinced that in Mr. Collins "we have a statesman at the helm."

Governor Collins's record as NAB president is expected to be a prime topic of discussion at the board meetings in Sarasota, Fla., this week. He has been criticized by a number of NAB members for taking positions publicly on controversial matters without first clearing his speeches with members of the NAB boards. The NAB executive committee, consisting of the chairman and vice chairmen of the radio and television boards, voted earlier this month to submit the Collins matter to the combined boards this week.

Defender • Mr. McGannon, in writing to Broadcasting last week, said that although he had disagreed with the NAB president on "various occasions," he believed that "his presidency has been a constructive one and broadcasting is now assuming a degree of definition and acceptance in various circles that it has not possessed in my limited memory. "Broadcasting, as an industry," said Mr. McGannon, "has had very few genuine leaders. ... I think it can be agreed that the limitation of leadership,
...23 of the top 25 national spot TV advertisers bought KTVU last year.* Here is evidence of advertisers' acceptance of the San Francisco Bay Area's independent television station. Programming which meets the varied tastes of the Bay Area TV audience is one reason for this acceptance. Clean commercial scheduling with no triple spotting and no product conflicts is another. For greater effectiveness, join the advertising leaders and buy KTVU.

*Based on TVB estimates of top 25 national spot advertisers in 1962.
Planet Patrol, already in the New York market, brings the world of the future, the year 2100 into lively focus. Offers a unique production of intriguing science fiction based on technically accurate material.

A Wonderama Production, produced by Roberta Leigh and Arthur Provis; created and written by Roberta Leigh with technical advice by Colin Ronan.

A National Interest Pictures Ltd. Production
PRESENTS TWO NEW FIRST-RUN HALF-HOUR SERIES OF DISTINCTIVE AUDIENCE APPEAL

A refreshing change of pace, these first-run releases lend variety to programming with two adventure themes of proven popularity with viewers of all ages—imaginative science fiction and the highly successful detective story.

THE PURSUERS

The Pursuers, starring Louis Hayward, put the famed actor in the thick of the action—in a tense fast-paced Scotland Yard adventure, spiced with realistic detail and played in authentic London settings. A Crestview Production, produced by Donald Hyde. Each series contains 39 half-hours, available for multiple runs. For details, contact M. & A. ALEXANDER PRODUCTIONS, INC. • 6040 SUNSET BLVD., HOLLYWOOD 28, CALIF. PHONE HO 4-3411 • HO 4-7671
at the industry as well as at the trade association level, has had an inhibiting effect.”

Speeches Applauded • Mr. McGannon said he approved of the NAB president's practice of making public speeches on significant non-broadcasting issues. “It would not only encourage Collins to do this but would encourage all broadcasters to do it,” Mr. McGannon said, “so that the cumulative effect over a period of time could be the assumption of a position on key questions and a significant enhancement of public attitude and image.”

As to Governor Collins's speeches on subjects related to broadcasting, Mr. McGannon said they had conformed to the policies of the NAB boards.

“Although Roy Collins has shortcomings, as we all do,” wrote Mr. McGannon, “they have been outweighed substantially by the positive good he has brought to his job.”

A "comparable successor is going to be extremely difficult to find,” said Mr. McGannon, “irrespective of what reason ultimately precipitates Collins's loss to broadcasting.”

Mr. McGannon said he would make copies of his letter available to members of the NAB boards. Mr. McGannon is now chairman of the Broadcast Ratings Council which he had a large hand in organizing while he was chairman of the NAB research committee.

The Sanders Letter • In writing the small-market radio members of the NAB, which he represents on the radio board, Mr. Sanders said he wanted their views on the Collins administration for presentation at the board meetings, which began today at the Far Horizon hotel in Sarasota, Fla., and continue all week.

Mr. Sanders said it was his personal view that Governor Collins's speeches were “increasing the stature of all of us as broadcasters” and that the NAB president was accepted by “Americans in high places.”

Mr. Sanders asked the members to answer this question: “Are Governor Collins and his methods guiding our industry to the plateau of respect and dignity we have sought so long?”

The NAB headquarters role in reproducing and mailing Mr. Sanders's letter was described by Everett Revercomb, NAB secretary-treasurer, as a normal service provided to all board members on request.

Community antenna systems face a new foe

ANTENNA MAKERS PLAN TO EDUCATE PUBLIC WITH ‘TAME’

A group of television antenna manufacturing firms trying to organize nationwide opposition to community antenna television set up shop in Atlanta last week in its first venture into the Southeast.

Television Accessory Manufacturers Institute (TAME) named a six-man committee to begin its Georgia campaign and raised about $3,000 from manufacturers representatives at a meeting in Atlanta Monday (Jan. 20).

The Atlanta meeting was the second step taken Monday by members of TAME in their campaign against CATV. Earlier that day five members met with Federal Communications Commissioners Kenneth A. Cox and Robert E. Lee and commission staff members.

Morion Leslie, sales manager of JFD Electronics Corp., Brooklyn, N. Y., and TAME acting chairman, announced the organization would incorporate in New York next month but urged Georgia sympathizers to keep TAME's "Yankee" name out of all publicity. Calling for a full-scale campaign to educate the public about the "evils" of CATV, Mr. Leslie distributed promotion kits entitled, "How to TAME CATV."

Tom Sheffer, regional sales manager, Finney Co., Bedford, Ohio, said "it's not our objective to knock cable TV," just to educate the public.

Mr. Leslie said TAME didn't oppose CATV where it was "really needed" and state regulated, but would fight it where it was not needed throughout the country.

TAME was organized by nine equipment companies last year and has been fighting CATV in communities where firms have sought franchises.

Jack Williams, executive secretary of the Georgia Association of Broadcasters, told the Atlanta meeting that he favors TAME's goals but that the GAB does not—"yet." Messrs. Williams and Leslie said CATV is the first phase of a pay TV plan. CATV systems can be fought in two ways, Mr. Leslie continued: "by kicking up dust in Washington" to get support for federal regulation of CATV and by local field campaigns with equipment distributors.

TAME is preparing material for use on local radio and TV stations, Mr. Leslie said. Recorded spots and TV slides should be available soon, and a TV film strip should be ready for distribution this spring, he said. He warned that CATV proponents may request equal time and if they did, TAME would be wise to abandon broadcasting for this purpose.

He said a CATV proposal in Brunswick, Ga., was defeated by representatives of Channel Master, JFD Electronics, Specialty Distributing Co. and Winegard Co., and that this achievement can be done against CATV in Georgia.

Mr. Leslie headed the delegation that met with the FCC officials. Others in the group were Samuel Schussel, Channel Master, Ellenville, N. Y.; John Winegard and Robert Fleming, Winegard Antennas, Burlington, Iowa, and Morris Finney, Finney Co.

The group reportedly made a number of allegations about CATV. One was that the signal carried on a CATV cable is degraded—an assertion commission officials said they never heard before. The group also said that radiation from some CATV cables exceed the limits set by FCC rules.

Mr. Leslie told his colleagues in Atlanta that Commissioner Cox told him that "for the last three or four years" he had heard "nothing but the good side of CATV."

Commissioner Cox along with commissioners Robert T. Bartley and Frederick W. Ford will meet today (Jan. 27) with representatives of the National Community Television Association. The meeting was scheduled as another in a series of efforts to reach agreement on legislation that would authorize the commission to regulate CATV's.

However, the talks have been at a dead center for months, and there wasn't much hope last week that a formula could be devised for achieving agreement.

CATV operators, who are becoming increasingly uneasy about regulatory action by individual states, would like to have the federal government preempt the field with legislation. But they are not willing to submit to the extent of regulation the FCC feels is necessary to protect television stations.

It was understood that some CATV interests have prepared a draft bill which they have asked Chairman Oren Harris (D-Ark.) of the House Commerce Committee to introduce in Congress. The draft was given to the chairman in December, but he has done nothing with it, apparently in the hope some agreement can still be reached with the FCC.

It was not clear whether the bill represented the official NCTA position. NCTA officials denied knowledge of the proposal. However, FCC members who knew of its existence took it for granted it was an NCTA measure.
He's an examiner . . . a consultant . . . an expert on injuries . . . a trouble-shooter wherever employe physical welfare is concerned. He's a dedicated man with a vital, demanding job . . . the General Motors doctor. Here he's checking an employe's blood pressure—part of a complete examination to determine this man's fitness for his job—and to evaluate his future work capability.

The prevention and control of on-the-job injuries are this doctor's prime concern. He deals mostly in remedial medicine rather than reparative medicine. Because injuries away from work are 12 times as numerous as those on the job, more than three out of four visits to the Medical Department are for non-occupational consultation and examination, but no attempt is made to take the place of the family doctor.

This doctor is one of 146 physicians and 638 nurses who make up the GM Medical Staff in plants throughout the United States and Canada. The GM Medical Department was established in 1915 as one of the pioneer programs of its kind. GM doctors and nurses work with the same ultra-modern equipment you'll find in the finest clinics and hospitals. As part of their accident-prevention work, they tie in closely with plant safety departments.

The people in the Medical Departments—doctors and nurses—provide a very important service to General Motors. They're working to improve the physical welfare of people. And people, of course, are the number-one asset of General Motors.

GENERAL MOTORS IS PEOPLE . . .
Making Better Things For You
LBJ DEFENDS INSURANCE

GOP still wondering about unanswered question of pots and pans spots that were run on KTBC-TV

President Lyndon B. Johnson last week used his first recorded news conference as a vehicle for his first public comments on information turned up by a Senate committee investigating the outside business activities of Robert G. (Bobby) Baker, a former Senate employee associated with Mr. Johnson when he was Senate Democratic majority leader.

But Representative H. R. Gross (R-Iowa), critical of the President's previous silence on his relations with Mr. Baker (Broadcasting, Dec. 16, 1963), said afterward he is "surprised the President didn't have something to say" about $1,208 in advertising time that a Maryland insurance agent testified he was urged to buy on a Johnson station in Austin, Tex., after selling the then-senator $100,000 in life insurance.

Without comment on that advertising transaction, the President said insurance was purchased by the LBJ Co. (now Texas Broadcasting Corp.), broadcast licensee in which his wife and daughters hold majority interest (now in trust), after Mr. Johnson suffered a heart attack in 1955. His family was named beneficiary "so Mrs. Johnson and the children wouldn't have to sell their stock on the open market and lose control of the company."

Pick Your Story • Another version of the Johnson insurance situation was made public earlier in the week by the Senate Rules and Administration Committee, a panel that has been investigating some of Mr. Baker's business activities and associates. Don B. Reynolds, Silver Spring, Md., insurance agent, testified that he had been "persuaded" by Walter W. Jenkins, then and now Mr. Johnson's top personal aide, to buy advertising on KTBC-TV Austin after he sold the then-senator a $100,000 policy through the Manhattan Life Insurance Co. in 1957. He had been "soliciting agent," Mr. Reynolds said, and George P. Sampson was "general agent."

Mr. Jenkins, in a statement prepared by Senate investigators in December and released last week, denied any knowledge "of any arrangements by which Reynolds purchased advertising time on the TV station." He said he "isn't sure," but that sometime early in 1957 Mr. Reynolds called him and inquired whether Senator Johnson needed insurance. "If this occurred," Mr. Jenkins told the investigators, he "would have replied affirmatively."

Mr. Jenkins is a 3.93% stockholder in the Johnson holdings, but his stock, like that of Mrs. Claudia Johnson, has been placed in trust. Their trust agreements differ, FCC records show, last week, in that Mr. Jenkins, whose trustee is the Capital National Bank of Austin, may designate to whom profits are to be given.

Baker-Reynolds-Jenkins • In testimony taken in closed door sessions Jan. 9 and 17 and released Tuesday (Jan. 21), Mr. Reynolds said that Mr. Baker, a founding officer of Don B. Reynolds & Associates Inc., arranged an introduction for him to Mr. Jenkins, who said that Mr. Johnson needed life insurance.

Mr. Jenkins told the committee that he had no knowledge that Messrs. Baker and Reynolds "had any joint or common interest in the commissions earned from the sale of these policies."

According to Mr. Reynolds, Mr. Jenkins had informed him that an Austin insurance agent, also interested in writing the Johnson policy, was offering to buy time on KTBC-TV. Mr. Reynolds said "that I would do my best to purchase comparable advertising time either directly for me or through some-

The President's statement

This is the full answer President Johnson chose to make last week to questions about his life insurance and a gift phonograph which have been subject to criticism by Republicans:

"We—you are also writing some other stories, I think, about an insurance policy that was written on my life some seven years ago and I am still here. The company in which Mrs. Johnson and my daughters have a majority interest, along with some other stockholders, were somewhat concerned when I had a heart attack in 1955 and in 1957 they purchased insurance on my life made payable to the company. And the insurance premiums were never included as a business expense, but they thought that was good business practice in case something happened to me so Mrs. Johnson and the children wouldn't have to sell their stock on the open market and lose control of the company. That insurance was purchased here in Washington and on a portion of the premiums paid Mr. Don Reynolds got a small commission. Mr. George Sampson, the general agent for the Manhattan Insurance Co., handled it and we have paid some $78,000 in premiums up-to-date and there is another $11,800 due next month which the company will probably pay to take care of that insurance.

"There is a question also been raised about a gift of a stereo set that an employe of mine made to me and Mrs. Johnson. That happened some two years later, some five years ago. The Baker family gave us a stereo set. We used it for a period and we had exchanged gifts before. He was an employe of the public and had no business pending before me and was asking for nothing and so far as I knew expected nothing in return any more than I did when I had presented him with gifts.

"I think that that is about all I know that is going on on the Hill, but I hope that covers it rather fully. That is all I have to say about it and all I know about it."
one I knew" who would not otherwise have bought advertising.

He had no use for advertising in Texas, Mr. Reynolds said, so he requested a Silver Spring neighbor, Albert G. Young, president of Mid-Atlantic Stainless Steel Co., to use the time because of Mr. Young's firm for the Red housewares in Austin. The committee introduced Mr. Reynolds's checks to Mid-Atlantic for $1,208 in October 1957. Mr. Reynolds said he later received $160 from Mid-Atlantic because the arrangement was "on a participation basis in case the advertising proved fruitful."

Apparently it wasn't. "The people in Austin objected to the fact that it took up the whole time showing pots and pans . . . and no one bought from him," Mr. Reynolds told the committee.

LBJ Co. payments on Mr. Johnson's life insurance had totaled $78,000 to date, the President said, but the company "never included [the premiums] as a business expense," Mr. Reynolds wrote $100,000 more insurance in 1961 when Mr. Johnson traveled abroad.

The GOP Side • Before the President's statement Thursday, the week had been filled with critical Republican comment. Representative Gross called for a House investigation on tangential developments turned up in the Senate probe. Senator John J. Williams (R-Del.) said the President's acceptance of a phonograph from Mr. Baker in 1959 (paid for by Mr. Reynolds who testified that he had provided a set for the Johnsons and another for the Bakers at Mr. Baker's request) was no different than "the acceptance of a mink or vicuna coat, a deep freeze, or an oriental rug" by officials whom the GOP senator criticized in earlier Republican and Democratic administrations. New York Governor Nelson A. Rockefeller, running for the Republican presidential nomination, said, "The American people don't like their officials taking favors."

President Johnson replied at what started out as routine radio-TV coverage of the President reading a statement on Panama Thursday evening but turned into the President's first news conference covered by TV cameras.

At the conclusion of the statement President Johnson turned to leave the Fish Room of the White House. Merriman Smith, UPJ senior White House correspondent, asked whether he would comment on activities on Capitol Hill. After a brief rundown on pending legislation, the President used the occasion to discuss the insurance matter and the phonograph. He said he accepted the phonograph "because we [and the Baker family] had exchanged gifts before."

### FCC GETTING MORE MAIL

#### Annual report details subjects of letters, lists actions taken in regulating broadcasters

Listeners and viewers are writing to the FCC as never before, both to criticize and praise broadcasting or broadcast regulation. And the commission, continuing its policy of strict enforcement of rules and regulations, imposed "an unprecedented number of sanctions" on licensees.

These facts stand out in the FCC's 29th annual report to Congress, which was released yesterday (Jan. 26).

The report, covering the fiscal year ending June 30, says that the commission received 20,000 pieces of mail in that period, almost twice the 12,000 received in fiscal 1962.

According to commission officials, complaints about broadcasting accounted for about 40% of the total. Much of the remainder—about 30%—came from listeners supporting the Rev. Dr. Carl McIntire and the Pacifica Foundation in their difficulties with the FCC.

**Censorship?** • Dr. McIntire, who appears on more than 400 AM stations as well as the short wave station WNN in Red Lion, Pa., told his listeners the commission was attempting to censor the conservative views he was broadcasting overseas. Pacifica, licensee of four listener-supported FM stations, had been under investigation by the commission for four years as a result of complaints about its programming. The stations' applications were approved last week (see story page 66).

Most of the commission's correspondents who wrote to complain, raised objections about programing. These letters accounted for 42% of the complaints received. Next in volume—29%—were complaints about advertising, including overcommercialization, loud commercials and false and misleading advertising.

Without providing a breakdown, the report also noted that "a large volume of mail was laudatory of stations and programs." The report said many of these letters were prompted by the required pre-renewal announcements by licensees inviting public comment on their service. Others, it added, were a result of performers and licensees asking members of their audience to send letters to the commission on their behalf.

### Sanctions Imposed • And the commission demonstrated it acts on complaints, imposing "an unprecedented number of sanctions" on broadcasters. Here is a rundown of the sanctions imposed: broadcast licenses revoked, five; license renewals denied, eight; stations in revocation or renewal hearings, 25; stations fined, 20; and stations given short-term licenses, 12.

**Help For UHF** • Fiscal 1963 saw the commission take a number of steps to foster the development of UHF television. Acting under the all-channel receiver law, which the commission helped push through Congress, the FCC directed that TV sets manufactured after April 30, 1964, for shipment in interstate commerce be equipped to receive UHF as well as VHF signals.

In addition, the commission proposed increasing the number of UHF assignments, set up an industry advisory committee to study and recommend solutions for UHF station problems and initiated meetings with TV networks in an effort to make programs available for UHF stations in intermixed markets.

The commission also initiated or completed steps aimed at having far-reaching effects in the AM and FM services. In AM, it issued a proposed rulemaking to put allocations policy on a go-no-go basis and provide the basis for eliminating FM stations that only duplicate AM affiliates. Adoption of the rule would permit lifting of the AM freeze, in effect since May 1962. In FM, the commission revised its rules to create new classes of stations based on power, divide the country into three zones, establish mileage separations and provide a table of FM channel assignments.

**Option Time** • The year also saw the end of option time, the networks' time-honored method of securing station clearances. The commission held option time was not essential to networking and that it restricts licensees' freedom in selecting their programing. The commission, using a similar argument, outlawed CBS-TV's affiliates compensation plan.

The commission, in addition, adopted a schedule of fees for the filing of applications by most commission licensees. The schedule, ranging from $2 to $100, was scheduled to go into effect Jan. 1, but a federal court issued a 60-day stay at the request of licensees seeking to have the commission prohibited from imposing fees.

The commission became deeply involved in the problem created by the emergence of community antenna television as a major factor in the TV industry. It initiated rulemaking to enable the commission to protect television stations from microwave-served CATV systems. It also held a series of
Here's a line that's completely new and different! New in styling, new in color and size, new in operation, it's an entirely advanced concept of transmitters, in all desirable powers, employing the famous RCA direct-FM principle. RCA had "Direct FM" in its first FM transmitter, built in 1941—and in all the FM transmitters built since then, including this new line.

NEW STYLING, new steel/blue color and convenient new "eye-level" height make these transmitters most attractive to look at and much easier to use.

RCA Broadcast and TV Equipment, Building 15-5, Camden, N. J.
NEW CIRCUITRY means improved stability and a new kind of stereo and multiplex performance.

NEW EXCITER assures simpler, more straight-forward operation and maintenance, greater dependability.

Attuned to the quality needs of FM for today and tomorrow with finest sound and fidelity, these are the transmitters to put your station “out front.” Find out what it’s like to own the finest in FM transmitters.

RCA The Most Trusted Name in Radio
Commission staff makes plans to regulate TV networks

The FCC Office of Network Study is putting into draft form legislation and rulemakings recommended in Part I of the staff's second interim report on Television Network Program Procurement.

This was disclosed in the commission's 29th annual report to Congress (see story below). The staff is also reported to be preparing a detailed memorandum on the applicability of the antitrust laws to the facts disclosed by the long drawn-out commission inquiry into network programming practices.

The most controversial recommendation in the report, which was issued in December 1962, called for legislation requiring broadcasters to belong to a government-approved and government-supervised trade organization which would formulate and enforce codes.

The association, which would operate under the guidance of the FCC, would be similar in form to the National Association of Securities Dealers which operates under the general supervision of the Securities and Exchange Commission. The report also recommended legislation to give the commission direct regulatory control over the networks.

The staff in addition is working on a rulemaking to limit network control of programing. The proposal, as outlined in the 1962 report, would restrict network ownership of, or first-run rights in entertainment shows to 50% of those shown in prime time. It would also prohibit networks from engaging in program syndication in the U. S. or from participating financially in the syndication operation of others.

Such a rule, the staff says, is needed to break alleged network dominance over broadcast material. The proposal for a government-supervised trade association has not been greeted with warmth at the commission level. However, some commissioners have shown interest in the proposed rulemaking to limit network control of television programming.

FCC TO FEEL LBJ ECONOMY PINCH

'65 budget request barely above '64 authorization

There's no extra money for the FCC Broadcast Bureau in the FCC $16.4 million budget submitted in the President's $97.9 billion fiscal 1965 budget message to Congress last week. In 1964, the FCC was authorized to spend $16 million.

The extra $400,000 sought from Congress is primarily for the Common Carrier and Field Engineering & Monitoring bureaus, it is learned. The message says the increase is "to provide for more intensive enforcement activities in the field and regulation of common carriers in greater depth."

The President also asked Congress to approve $16.61 million in new obligatory authority for the FCC for the new fiscal year which starts July 1. Last year the FCC's obligatory authority was $1 million less, $15.6 million.

Extra funds for the United States Information Agency are also included in the budget message. For the entire USIA program, the President asked for $171,527,000, $11,246,000 over last year's $160,281,000. In obligatory authority, the President asked for $175,766,000, compared to $166,102,000 for the previous year.

The Voice of America, the USIA's radio arm, is allotted $28.3 million in the proposed budget, an increase of nearly $1.5 million. Most of this increase will be used for new facilities, some of which are being completed. These include a new VOA post in the eastern Mediterranean and a transmitter relay complex slated for the Philippines.

USIA's television department is slated to receive almost $5.9 million, an increase of more than $1.2 million. This extra money will be directed toward improving the quality and quantity of the agency's TV production, a spokesman said.

Other budget items of interest to broadcasters:

- Federal Trade Commission—$12.9 million in expenditures, up $1 million; $13.27 million for new obligatory authority, up over $1 million. The increase, the budget says, is "for compliance investigations, expanded enforcement activity under textile and fur statutes, greater emphasis on industry guidance and mandatory salary reform costs."

- Department of Justice (antitrust division)—$6.7 million for expenditures, up $200,000; $6.854 million in new obligatory authority, up not quite $300,000. The increase is to take care of mandatory salary reform costs.

KTVI(TV) supports FCC's ch. 2 decision

The FCC's decision to remove channel 2 from Springfield III., to St. Louis and Terre Haute, Ind., was proper and there is no reason to overrule it, Signal Hill Telecasting Corp., licensee of KTVI (as St. Louis), told the U. S. Supreme Court last week.

Opposing a petition for review filed last month by Sangamon Valley Television Corp. (BROADCASTING, Dec. 30, 1963). KTVI contended that the commission's affirmation last year of its 1957 decision was based on the best interests of the public.
In a three-part special section of such dimensions it will receive a 10,000 distribution over and above Printers' Ink's 41,000 circulation, P.I. editors will review the past and project the future of Television and Marketing—Television and the Community—Television and Creativity.

This issue is being written jointly by Printers' Ink's 30-editor staff and a long list of contributors who have made notable contributions to television's first 25 years. It promises to be a memorable and informative account of television to date and in the future.

You will want to be an important part of it. And you can be—at Printers' Ink's regular advertising rates (no additional charge for inclusion of your advertising in the 10,000 copies of the Silver Anniversary Review that will be sent to): a selected list of time-buying influences in major agencies and their client companies; members of Congress, and of government agencies with a special interest in television; all state governors; mayors of all cities of 175,000 and over population.

Don't miss this one. An advertising opportunity of this value and impact does not come your way very often. Advertising forms close March 10th. Early reservations are respectfully requested. Full details available from any Printers' Ink office.
did the right thing when it removed channel 2 from Springfield in order to make the Illinois capital all-UHF. There is no question, it said, that keeping a VHF channel in Springfield would have "blighted" the UHF stations already operating.

KTVI argued against the Sangamon charge that Sec. 307(b) of the Communications Act requires each state to have equal distribution of facilities. This means, KTVI contended, that states should have equal distribution of service, and both VHF and UHF must be considered TV service. Otherwise, it added, there would have to be two separate allocation tables, one for VHF and the other for UHF.

The U. S. Court of Appeals in Washington last June upheld the FCC's most recent decision in a 2-1 vote. Petitions for rehearing en banc by the circuit court were denied last September and again in November.

This is the second time the case has been to the Supreme Court. After the 1957 decision, Sangamon appealed, lost in the circuit court, and asked the Supreme Court to review. The Supreme Court returned it after allegations that off-the-record contacts had been made to FCC commissioners. In a special hearing, affirmed by the FCC in 1961, it was found that although the 1957 decision was voidable, no commissioners were disqualified and none of the parties was disqualified. This was accepted by the appeals court which remanded the case for a new hearing on the basic question of whether channel 2 should be moved from Springfield.

**AFTRA strikes KCMO; IBEW respects pickets**

A strike by the American Federation of Television and Radio Artists against KCMO Kansas City, Mo., was reported still in progress last Thursday (Jan. 23).

The strike began Jan. 10 and affected about 30 AFTRA members at the station. About 30 engineers, members of the International Brotherhood of Electrical Workers have stayed out, respecting AFTRA picket lines.

KCMO, a Meredith station, is being operated by supervisory personnel from Meredith stations in Omaha: Phoenix, Ariz; Syracuse, N. Y., and Kansas City.

**MBS moving New York setup to new building**

Mutual will double the size of its physical setup in New York during the first week of February when it moves into new offices occupying the entire

---

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Good daytime facility in prosperous market of over 85,000 metro population. Grossing over $100,000 and making small profit. Terms.

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Powerful fulltimer in medium sized market. Beautiful area. Excellent image in community. Owns real estate. Earning substantial cash flow. $80,000 down and good terms.

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$150,000

**NEW ENGLAND**

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**NORTHWEST**

$270,000

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**Meredith, Jerrold to build 3 CATV's**

Meredith Broadcasting Co., operator of radio and TV stations in four states, will build and operate community antenna systems in Eau Gallie, Melbourne and Ormond Beach, Fla., in conjunction with the Jerrold Corp., Philadelphia, veteran CATV firm, the companies are to announce today (Jan. 27).

The venture marks Meredith's initial entry into CATV, said Fred Bohen, president of Meredith Publishing Co., parent of the broadcast licensee, and Milton J. Shapp, chairman of the board and president of the Jerrold Corp.

Frank P. Fogarty, Meredith executive vice president, will head the CATV operation.

Their systems, the firms said, will serve 12 TV channels and FM. Service is expected to be available by the end of the year. Mr. Bohen said Meredith is "vigorously investigating" other possible CATV installations.

Meredith Broadcasting of Omaha is licensee of KCMO-AM-FM-TV Kansas City, Mo.; KPHO-AM-TV Phoenix, Ariz.; WOW-AM-FM-TV Syracuse, N. Y.

**Changing hands**

APPROVED • The following transfers of station interests were among those approved by the FCC last week (for other commission activities see For The Record, page 91).

- KICA-TV Clovis, N. M.: Sold by John H. Marshall and family to Texas State Network Inc. for $350,000 and agreement not to compete. Texas State Network, principally owned by the estate of Sid W. Richardson, owns or controls KFJZ-AM-FM Fort Worth, KRLD McAllen and KDPA-AM Amarillo, all Texas. KICA-TV, on channel 12, is affiliated with CBS and ABC.

- WACE Chicopee, Mass.: Sold by Communications Industries group to
Jack Poppele and family for $155,000. Mr. Poppele is the former engineering executive of WOR-AM-FM-TV New York and was director of the Voice of America several years ago. WACE operates daytime only on 730 kc with 5 kw.

- KVD0-TV Corpus Christi, Tex.: 74% sold by Dr. J. A. Garcia and others to Clinton D. McKinnon for $48,000. Mr. McKinnon already held 3.8%. KVD0-TV, on channel 22, is now dark after suspending operation.

Media notes . . .

Clean sweep • The National Association of Broadcasters last week announced that South Dakota is the first state to have 100% of its radio stations—there are 29—subscribe to the NAB radio code. NAB President LeRoy Collins said the event “will reflect credit not only to individual stations but to the entire industry.”

Appreciated • John S. Hayes, president of Post-NewswEEK Stations, last week received the U. S. Army’s “Certificate of Appreciation” for his work during World War II in the establishment of the Armed Forces Network in Europe. The award was made by Major General G. V. Underwood, chief of staff for the Army. Post-NewswEEK Stations are WTOP-AM-FM-TV Washington and WJXT(TV) Jacksonville, Fla.

Welcome • KSEA(FM) San Diego began broadcasting last week at 97.3 mc, 35 kw ERP. An affiliate of KSON San Diego, KSEA(FM) will simulcast the country and western programming of the former.

Reporting awards • Entries for the Overseas Press Club (New York) award for excellence in news reporting from abroad must be filed by Feb. 1. All stories that were printed or broadcast in the U. S. in 1963 are eligible.

Target date • KCOY-TV Santa Maria, Calif., permittee for channel 12, expects to be fully operational prior to March 1, according to General Manager James H. Ranger. Station is authorized to Central Coast TV.

Musical money • WXSW-AM-FM Pitts-
burgh has contributed $1,000 to the city’s symphony endowment fund. The stations carry the orchestra’s concerts.

Community move • Community Tele-
vision of Southern California has moved its offices to 1313 North Vine Street, Los Angeles, former Don Lee building which will house studios of KCET(TV), UHF (ch. 28) educational TV station which CTSC expects to have on the air with test patterns by May, with full programming to commence with the school year in September. Telephone is 466-4212.

AFTRA, networks agree in Los Angeles

A new agreement that gives the 75 staff announcers working for ABC, CBS and NBC in Hollywood a base wage of $200 a week was reached last week by the networks and the Los Angeles local of the American Federation of Television and Radio Artists, giving the announcers the goal they desired and averting the nationwide strike which had been threatened if that goal were not achieved (Broadcasting, Jan. 20).

Claude McCue, executive secretary of the AFTRA local in Los Angeles, said that the $200 weekly base for staff announcers will be achieved through a raise of $20 over a three-year period. There will be a raise of $5 for the first year, $5 for the second and $10 for the third year. The new agreement also provides substantial increases of “in-shift” fees for the staff announcers, Mr. McCue said. There is an overall increase in fees for commercial programs of approximately 8% and increases ranging up to 28% in fees for participating programs.

The executive secretary also reported the satisfactory settlement of a major item of argument between the networks and their staff announcers—the broadcasting of news bulletins. The agreement spells out when an announcer is to be paid “in-shift” fees for news broadcasting and when he is not to receive extra compensation for broadcasting news bulletins. One of the most important gains, he said, is AFTRA’s achievement of guaranteed fees for staff announcers at ABC in Los Angeles, in addition to the base pay boost.

An AFTRA spokesman in New York said now that the differences of the staff announcers at network O&O stations on the Coast had been successfully worked out, the only problems left to negotiate involve the contracts of newsmen at network stations in New York and Chicago. He declined to comment on specific areas of disagreement.

A network spokesman discounted the importance of any remaining problems and said he expected negotiations would be concluded before the end of the week. He acknowledged a few “rough spots” to be ironed out involving network newsmen in New York, but said he was unaware of any problems in Chicago. After final agreement is reached, he said, it might take anywhere from 10 days to three weeks to draft all of the codes involved.

The terms of the new agreement were approved Thursday (Jan. 23) by the board of the AFTRA Los Angeles local. They are retroactive to Nov. 15, 1963. and run until Nov. 15, 1966.

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CALIFORNIA—High powered, fulltime radio station with regional coverage of strong growth area. Owner-operator can materially increase $40,000.00 annual cash flow. Priced at $290,000.00 with 29% down and long terms. Contact—John F. Hardesty in our San Francisco office.

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BROADCASTING, January 27, 1964
Pierson finds NAB, FCC equal enemies
CHARGES INDUSTRY CODES AID GOVERNMENT MOVES AT REGULATION

The NAB is as responsible as the FCC for the attempts to regulate broadcasting, Washington attorney W. Theodore Pierson said in a "plague on both your houses" speech at the annual Georgia Radio-TV Institute at Athens, Ga., last week.

Mr. Pierson pinned this contention on the existence of the National Association of Broadcasters codes. The fact of the codes, Mr. Pierson maintained, "admitting that the industry needs centralized regulation, nurtured the growth of government regulations."

Urging basic research into the problems of broadcasting Mr. Pierson envisaged "the utter absurdity of a few people in Washington—whether on N Street [NAB headquarters] or on Pennsylvania Avenue [the FCC] attempting to devise formulas that will provide effective communications in every station in every community at any time."

He chastised broadcasters for grasping at "expedients," such as, he said, their choice "to lead the industry of a professional statesman or politician who is a consummate and devout amateur in broadcasting."

Like doctors and lawyers, broadcasters should construct a system of ethics for themselves, Mr. Pierson urged, and in this way broadcasters can "stop acting like amateurs."

Mr. Pierson's remarks were made during a "full-day" debate with FCC Commissioner Kenneth A. Cox on the third day of the meet.

Mr. Cox, agreeing in general with Mr. Pierson's philosophy, warned that "there is not a single devil on Pennsylvania Avenue, but [there is] a subordinate devil on N Street."

If Mr. Pierson's advice (for a professional code) is followed, Commissioner Cox said, "the FCC and the NAB could wither away." But, added commissioner, "don't look for that to happen tomorrow."

Mr. Cox chided the broadcasters for calling for regulation of community antenna systems, but objecting to regulation in the field of commercial time limits.

"Distrust" During the day's discussions, concerned mainly with specific problems of broadcasters, Mr. Pierson referred to the FCC's proposed TV programing form as "hideous." One broadcaster charged that it "reeks of distrust" of licensees.

Other highlights of the Jan. 21-23 institute, sponsored jointly by the Georgia Association of Broadcasters and the Henry Grady School of Journalism of the University of Georgia, which attracted 200 broadcasters and the same number of students:

- Broadcasters should be "blunt, frank and tough." This was the message delivered by Sam J. Slate, executive vice president of RKO General Broadcasting. The FCC, Mr. Slate said, wants facts criticisms, suggestions and evaluations of the program TV forms.

In discussing the FCC's recent requirements that licensees survey their communities to determine what is needed, Mr. Slate suggested that broadcasters establish a pooled research project, with each broadcaster determining his own policies and programs from the data.

Eventually, Mr. Slate said, the Communications Act must be rewritten. He urged broadcasters to start thinking now about the changes that are needed and to relay their thoughts to attorneys, congressmen, senators and the NAB.

- Was television responsible for the death of Lee Oswald?

Not so, said Don Meaney, director of news programs, NBC News. "I cannot buy that charge. We cover any event we are able to, which of course meets the journalistic requirement. Our cameras and the still cameras and the pen and pencil reporters could certainly have been locked out by Dallas authorities. A more careful screening could have kept Jack Ruby out, also, with or without the newsmen present. Their presence made it easier for him to remain unobtrusive."

- A seven-point program for effective community radio was presented by Jack Thayer, vice president and general manager of WXYC Cleveland, who also told how he cut down his sales staff from seven men and a sales manager to three top-notch salesmen, all working together with no individual accounts. "Local sales have increased beyond wildest expectations," Mr. Thayer said.

- Radio needs drama, not the old time soap operas but the new, modern

Salt Lake station opposes 500 kw power

The application of KSL Salt Lake City for an experimental operation using 500 kw was criticized last week as potentially destructive to the economic status of other area stations.

KALL, also Salt Lake City, requested that the FCC deny the KSL application because the high power would attract advertising accounts that are now placed with other stations and the clear channel outlet would have a distinct advantage in gaining new accounts. Advertisers flock toward the station with the largest coverage, KALL said, and no other station in the Salt Lake City area could approach competition with a 500 kw operation. KSL already has 10 times (50 kw) the amount of power that any other area station has, KALL added.

KALL also pointed out resolutions adopted by three broadcasters associations, Montana, Idaho and Florida, that charged any high power operation, such as 500 kw, would be detrimental to the broadcast service. Clear channel operations with more than 50 kw have also been opposed by the Association on Broadcasting Standards Inc. for the same reasons (Broadcasting, Dec. 30).

Technical topics...

One in the hand: The Altec Lansing Corp. has announced the development of a new hand-held microphone for fixed and mobile communications applications—the Dyna-Mike. The microphone is designed to eliminate ambient noise interference "with a 'suspended' diaphragm assembly and packaged in a case perforated to allow omnidirectional access of sound to the diaphragm."

EQUIPMENT & ENGINEERING

BROADCASTING, January 27, 1964
Robert E. Eastman, president of the station representative firm bearing his name, made the proposal. Mr. Eastman added:

"The revival of drama in radio should capitalize on the proven factors of block programming and consistency. Ten years from now, every major city in the United States will have probably two stations which are totally programed with a variety of interesting, dramatic fare."

- Radio's "great" strides in the past decade haven't been told sufficiently to the public and radio must do it itself. This was the message of Harold L. Neal Jr., president of ABC's owned radio stations division.

"Radio in the past 10 years," Mr. Neal said, "has made more progress than in the previous 30 but, unfortunately, it is judged less on the great strides it has taken in the areas of community involvement, the fulfillment of individual listener wants and needs, and the speed and flexibility with which it provides news and information, than by outdated entertainment considerations."

Altec is a subsidiary of Ling-Temco-Vought Inc., Anaheim, Calif.

New lens • Zoomar Inc., Glen Cove, N. Y., announces the availability of a new remote-control vidicon lens, the Mark X, with a zoom range of 10 to 1. The lens zooms from 15mm to 150mm with a constant speed of f/2.8, and zoom, distance and iris are remote-controlled from distances up to 2,000 feet. Range extenders are available to convert the lens to 25mm-250mm, f/4.5 and 30mm-300mm, f/5.6.

Discounts • Gates Radio Co., planning to offer a complete solid-state broadcast facility.

VISUAL ELECTRONICS CORPORATION
356 west 40th street • new york 18, n. y. • pennsylvania 6-5840

Sold Nationally By
Visual... the first to offer a complete solid-state broadcast facility.
a $50 price increase on their BC 1G 1 kw AM transmitter, will sell it at the old price of $4,995 until Feb. 15. As a further incentive, Gates will drop the price another $50 for customers buying before Feb. 15 and permitting shipment before March 16, making a total reduction of $100 compared to the post-Feb. 15 price of $5,045.

Small head • Michigan Magnetics Inc., Vermontville, Mich., is manufacturing a small half-track record/playback head designed for application in micro-miniaturation. The head, designated 3K17, is intended to operate without sacrificing performance or fidelity.

MBS equipment • Gates Radio Co., Quincy, Ill., announced last week it has shipped completely transistorized studio audio equipment for the new MBS facilities in New York. Gates said Mutual becomes the third network to acquire this equipment. Earlier sales were to CBS-TV and ABC.

Sylvania, RCA unveil new portable cameras

A “partial answer” to the problem of making the television cameraman and reporter as unobtrusive and mobile as possible is offered last week by Sylvania Electric Products and ABC-TV in New York (Broadcasting, Jan. 20).

Sylvania has come up with a completely portable transistorized broadcast system, incorporating a camera, audio and video transmitter and rechargeable nickel cadmium battery pack that weighs less than 30 pounds and is designed to be carried on the cameraman’s back without causing him to tire. ABC-TV will use the only model during its coverage of the Winter Olympic Games at Innsbruck, Austria, beginning Jan. 29.

James Hagerty, vice president, corporate relations for American Broadcasting-Paramount Theaters, pictured the camera as the first step in the goal of making the television cameraman and reporter as unobtrusive and mobile as possible. As the goal is reached, Mr. Hagerty thought it more likely that television might have more access to courtrooms that now bar TV.

Later in the week, RCA announced it has developed a “walking TV station” that will free the cameraman from hampering cable connections. RCA said it was building eight of the 46-pound units for NBC-TV. The network plans to use them at the coming political conventions.

Sylvania and RCA believe their new cameras greatly enhance television’s ability to cover news and sporting events, and might also perform such tasks as artillery fire spotting and military surveillance.

The Sylvania model has a solid state transmitter capable of sending audio and video signals up to a mile to the more powerful mobile or permanent unit which would then relay the live signal or tape it for later broadcast. RCA’s picture has a range of “several hundred feet,” and also has optional equipment that would increase the portable camera’s range to 20 miles.

ABC-TV has indicated that it would be interested in buying more of the Sylvania models if it is satisfied with its performance at Innsbruck. CBS-TV said it is keeping abreast of all new camera improvements but did not indicate it was ready to make any immediate purchases.

Sylvania and RCA said they expect to be able to produce a small number of cameras this year as the demand warrants.
Qualified Success

Subject to sampling errors and within the limitations of human beings as computers and computers as human beings, to say nothing of the ability of a respondent accurately to describe his viewing habits, we have it on pretty good but not infallible authority that, give or take a few percentage points our over-all audience, by and large, starting around 9 o'clock in the morning, Central Standard Time, more or less, and extending on the average to approximately midnight, all the days of the week, to wit, Monday, Tuesday, Wednesday, Thursday, Friday, Saturday, and Sunday, exceeds fifty percent (50%) of the total homes in our viewing area. Advertisers, prospects, and their agencies are referred to the complete ARB Market-by-Market Survey of February/March, 1963, for details.

WMT-TV

Cedar Rapids—Waterloo
CBS Television for Eastern Iowa
Represented by the Katz Agency
Affiliated with WMT-AM; WMT-FM; K-WMT, Fort Dodge; WEBC, Duluth
A loosening of controls on programs?

FCC'S PACIFICA RULING HAILED AS STEP TOWARD FREEDOM

The broadcaster's judgment in deciding what the public shall see and hear "is entitled to very great weight," and the FCC will move against stations on programming matters only where the facts "flagrantly call for such action."

The FCC, in a strongly worded policy declaration on the free speech of broadcasters, thus asserted last week its determination to encourage rather than inhibit diversity and controversy in programming.

The statement—which was adopted unanimously—came in a decision granting the applications of Pacifica Foundation for its four listener-supported stations. The stations are KPFA and KPFA Berkeley and KPFK Los Angeles, all California, and WBAI New York. The applications for the California stations were for renewal. WBAI was seeking an initial license to cover a construction permit.

Pacifica, whose stations carry a heavy budget of cultural programing that is often unconventional and sometimes shocking, has long been awaiting the commission action—four years in the case of WBAI's application.

Pacifica greeted the commission's action with delight. Joseph Binns, WBAI station manager, said Pacifica regards the decision as a "reaffirmation of the free speech provision of the First Amendment. The FCC action . . . is a vote of confidence for intelligent, sometimes exasperating, sometimes controversial, and always free radio."

Good Radio = "The commission's decision leaves us free to devote our full energies and meager resources to the pursuit of good radio, rather than expending these energies and resources in a fight for survival."

Robert R. Pauley, president of ABC Radio, also lauded the commission's decision. In a closed circuit broadcast to over 400 ABC radio affiliate managers, he said:

"Without commenting on the details of the Pacifica case per se, let me applaud the position of the FCC in granting the broadcaster the privilege of self-determination in programing without undue censure. It has always confounded me why broadcasters tread the narrow line of conformity . . . .

"If we are going to fulfill our responsibilities in the area of information, then radio must present to the American people the 'face of America' as we call it. Otherwise, we do indeed end up with bland programing. Offend nobody, interest nobody."

The Pacifica case has been an extremely delicate one at the commission. The free speech issue was raised in complaints that the stations carry "filthy" programs and left-wing propaganda. The Senate Internal Security Subcommittee last year conducted hearings on the question of possible Communist infiltration of the foundation, but never issued a report. And civil rights groups accused the commission of failing to defend the stations' right of free speech.

No Communists = The commission, in its decision, held that there was no connection between Pacifica and the Communist party. The commission also resolved a third issue, that of unauthorized transfer of control, in Pacifica's favor.

But it was the free-speech question that received the emphasis from the commission. The complaints about programing dealt with five programs. And the commission noted it could have disposed of the matter simply by considering the isolated programs in connection with "an overall examination" of the stations' programing to determine whether a pattern exists that is inconsistent with the public interest.

But, the commission said, it decided it would be "useful" to discuss the policy underlying the decision.

"We have tried to stress here," the commission said, "that the licensee judgment in this freedom of speech area is entitled to very great weight" and that the commission will take action against a station at renewal time "only where the facts of the particular case . . . flagrantly call for such action.

The decision added that, since the commission is charged with responsibility for "promoting the larger and more effective use of radio in the public interest," it "must take every precaution to avoid inhibiting broadcast licensees' efforts at experimenting or diversifying their programing."

Diversity Is Goal = "Such diversity of programing," the decision went on, "has been the goal of many commission policies. . . . Clearly, the commis-
"Take Her Down
And Softly Glide..."*

"Sure are slick, these Polaris subs. Imagine! Around the world one, two times, hardly comin' up to breathe . . . on a little lump of uranium. But these big fellas are old hat, to us.

Started right in Groton, Connecticut. Folks here’ve been buildin' underwater boats since they launched the first U. S. Navy submarine in 1900.

"Expensive business? In the hundreds of millions. But me, I'm glad we've got these beauties on our side. You know one of these subs packs a bigger wallop than all the bombs everybody dropped in World War II? That's efficiency for you!"

But then, efficiency is typical of the Providence consumer market, too. From Groton and New London in Connecticut . . . to Worcester and New Bedford in Massachusetts . . . it packs an outsized wallop in purchasing power. Of course Providence is Rhode Island. People in television say Providence is WJAR-TV.
The decision was seen as an effort to ease fears that were stirred by the commission's 1962 action in refusing to renew the license of WOKD Kingstree, S.C., largely because of the barnyard humor of disc jockey Charlie Walker. That decision, which was attacked by some as censorship, has been appealed to the courts.

WOKD had argued that Charlie Walker broadcasts should not be considered by the commission in the renewal hearing unless the humor was found to be obscene or profane and, therefore, covered by specific statutes prohibiting such language over the air.

The American Civil Liberties Union also entered the case on the side of WOKD. It said the commission's standards of offensiveness in the Walker broadcasts were so vague as to constitute a violation of the licensee's constitutionally guaranteed freedom of speech.

Key Difference: The commission saw a fundamental difference between the two cases. The offensive humor on WOKD, the commission said was standard fare for years, while the five Pacifica programs involved didn't constitute a pattern of programing.

Furthermore, the commission said, the licensee of WOKD, E.L. Robinson Jr., did not deny that the station's programing was vulgar and offensive. It also said he did not claim the programing "served the needs of his area or had any redeeming features."

But Pacifica, the commission noted, stated that in its judgment three of the five programs "served the public interests and specifically the needs and interests of its listeners. The three were The Zoo Story, a recording of the Edward Albee play; Live and Let Live, in which eight homosexuals discussed their attitudes and problems; and The Kid, which consisted of readings by Edward Pomerantz from his unfinished novel.

Pacifica conceded that it had erred in carrying the other two programs. These involved readings by Robert Creeley and Lawrence Ferlinghetti from their poetry. But the commission said these two "isolated errors," one occurring in 1959, the other in 1963, were not reasons for denying Pacifica's applications.

In discussing the other three programs, the commission concluded: "Such provocative programing as here involved may offend some listeners. But this does not mean that those offended have the right, through the commission's licensing power, to rule such programing off the airwaves. Were this the case, only the wholly offensive, the bland, could gain access to the radio microphone or TV camera"

"Can't Agree: "No such drastic curtailment can be countenanced under the Constitution or the Communications Act, or the commission's policy, which has consistently sought to insure the maintenance of radio and television as a medium of freedom of speech and freedom of expression for the people of the Nation as a whole."

The commission said its function "is not to pass on the merits of the program—to commend or to frown. Rather...it is the very limited one of assaying at the time of renewal, whether the licensee's programing, on an overall basis, has been in the public interest..."

And Pacifica's judgments in carrying the programs under consideration "clearly fall within the very great discretion which the [Communications] Act wisely vests in the licensee," the commission said. It added that Pacifica considered the nature of the broadcast medium by scheduling the programs for the late evening hours, when the number of children listening would be at a minimum.

In dismissing complaints that Pacifica stations carry "far-left" programing, the commission noted foundation statements that its policy is to present the widest possible spectrum of political ideas. Such a policy, the commission said, is within the licensee's discretion—provided it is carried out in conformity with the fairness doctrine.

The commission's investigation of Communist infiltration of the Pacifica organization reportedly was not prompted solely by the Senate Internal Security Subcommittee's investigation. Commission officials say privately the hearing produced no new information.

The commission had asked Pacifica directors and station managers to fill out questionnaires on whether they are or had been Communist Party members. The Pacifica officials declined to comply, citing grounds of conscience. But they did submit a statement affirming their loyalty to the United States which apparently satisfied the commission.

Communism Issue: "On the basis of information obtained from government sources, the foundation, and our own inquiry," the decision said, "we do not find any evidence warranting further inquiry into the qualifications in this respect of the Pacifica Foundation."

Third Issue: "The question of unapproved transfer of control grew out of a change in 1961 in the organizational structure of Pacifica. The commission said the foundation should have applied for consent to a transfer of control in connection with the change, which involved the executive leadership of the organization. However, the commission concluded that Pacifica, which had reported the change to the agency, did not seek to conceal the facts and that the failure to file was an excusable error."

The only reservation in connection with the commission's action was expressed by Commissioner Robert E. Lee, who filed a concurring statement.

He said he "listened carefully and painfully" to a 1½-hour tape of the program on which the homosexuals appeared, and is convinced that it was "designed to be, and succeeded in being, contributory to nothing but sensationalism."

He said programs dealing with sexual aberrations are not necessarily in poor taste. He said a panel of doctors and sociologists discussing the subject might contribute something to the public interest.

"But a panel of eight homosexuals discussing their experiences and past history does not appear to the treatment of a delicate subject one could expect by a responsible broadcaster."
The big switch to Broadcast is on...

If your station is among the more than 300 listed on this page, you are already engaged in a sales effort which will result in converting nearly THREE QUARTERS OF A MILLION DOLLARS scheduled for Easter advertising in local newspapers, to local Radio-Television spot purchases.

Here are BSI's "Big Bunny" stations as of 1/14/64

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It has been said "BSI's 1963 Easter Sales Promotion was responsible for converting more local 'would be' newspaper $5 to local Radio-Television $5 than any other single nationwide sales event in the history of Broadcasting" . . . and "We'll get more in 64!"

AN EXCLUSIVE FRANCHISE (JUST $10.) MAY STILL BE AVAILABLE IN YOUR MARKET.

Easter is just a short 9 weeks away. To be effective you must act now. Pick up the phone and get all the exciting details from: Bill Crawford, Howard Fenton, or Bob Gennings. Direct Dial: Area Code 915, 683-2828 or 563-2828 or 683-2820.

BROADCAST SALES, INC.  
Midland's Mart Bldg., 109 N. Main  
P. O. Box 5331, Midland, Texas

* * *

America's leading sales promotional organization serving Broadcasters from Coast to Coast!
TV: now nation's primary news medium

IT'S EDGED OUT NEWSPAPERS IN PUBLIC FAVOR, ROPER FINDS

Television, the No. 1 medium for entertainment, has become No. 1 for news as well, at the same time widening its lead over other media in terms of public confidence and preference.

These findings emerged last week from a study by Elmo Roper & Associates examining public attitudes toward television and other media and institutions. It was the third such study conducted by the Roper firm for the Television Information Office.

The latest findings, viewed in relation to the earlier studies in 1959 and 1961, add up to "a general and continued improvement in the public's already favorable attitude toward television," the nationally recognized research organization said in a summary sent to TIO.

Roy Danish, TIO director, disclosed the highlights in a speech Thursday to the New York chapter of the American Marketing Association. He also made public the text of Roper's summary memo.

The findings, Mr. Danish told the AMA, not only show television to be the dominant medium in the lives of Americans today, but indicate its role will become even more important in the future.

**TV Gains** - Although the Roper office detected "no sharp changes" in attitudes since the earlier surveys, it found that small gains by television and small losses by newspapers were enough, together, to put television into first place for the first time as the medium from which most people get most of their news.

Where newspapers led TV by five percentage points in 1961, the report showed, last November's study showed TV ahead by two points. Radio, magazines and "other people" all declined slightly as news sources (for details, see chart).

**TV is most believable news source**

**Question:** If you got conflicting or different reports of the same news story from radio, television, the magazines, and the newspapers, which of the four versions would you be most inclined to believe—the one on radio, or television, or magazines, or newspapers?

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- **Most believable**
  - Television 36 39 29
  - Newspapers 24 24 32
  - Radio 12 12 12
  - Magazines 10 10 10
  - Don't know 18 17 17

Percentages add to more than 100 because many people named two mediums as equally important news sources.

Television continued to hold what Roper called an "impressive" lead over other media, as "the most believable three times as long the length of its lead was three points short of its 1961 margin (see table). Its rating as "least believable" also remained the best of all media, while newspapers extended their lead by two points as the least believable of all (table).

Roper considered the "overall relationships" more significant than these point changes, pointing out that "five times as many people described television as most believable. In contrast, more people described newspapers as least believable than described them as most believable."

**Newspapers Unchanged** - Television added two points to its lead as the medium people would prefer to keep if they could have only one, while newspapers held to their 1961 levels and other media declined slightly or did not change significantly (table). Said the report:

"Again, the changes are slight, but what change there is favors television. More significant, however, is the size of television's margin. Nearly as many people chose to keep television as chose all three other media."

**Public thinks TV is most desirable**

**Question:** Suppose you could continue to have only one of the following—radio, television, newspapers or magazines—which one of the four would you most want to keep?

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<th>November 1963</th>
<th>November 1961</th>
<th>December 1959</th>
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- **Want to keep**
  - Television 44 42 42
  - Newspapers 28 28 32
  - Radio 19 22 19
  - Magazines 5 4 4
  - Don't know 4 4 3

The fact that TV has gained a percentage point in ranking as a moral issue is not statistically significant, Roper said, but "it should be noted that (the trend) is in an adverse direction."

**New Questions** - This year two "moral" issues ranked below TV—government activity in birth control, and legalizing off-track betting—but Roper noted that these were questions not asked in earlier studies, so that "the significance of the fact that the TV item is no longer last is lost."

Television continued to rank low as a "serious moral problem" in the public mind. Among specific issues asked about in all three studies, the television question has been on the bottom all three times, substantially surpassed by such problems as juvenile delinquency, school segregation, disarmament, atomic bomb testing, false advertising claims and the elimination of prayers in public schools (see table).

Actually, two TV questions have been used in the studies. In 1959, the issue...
How four days improved the whole stature of TV

What effect did television's unprecedented, four-day coverage of President Kennedy's assassination have on public attitudes toward television?

The first research offering clues to the answer came to light last week. Although it wasn't regarded as conclusive, it indicated some substantial gains for TV's image—and for the public's reliance on the medium.

The research was a byproduct of a survey of public attitudes made by Elmo Roper & Associates for the Television Information Office (see this page). About three-fourths of the interviews had been conducted when President Kennedy was assassinated last Nov. 22. The rest were conducted afterward, and the Roper firm compared the "before" and "after" results to see whether and how they differed.

Favorably Image = The answers proved to be "generally similar," with few "statistically significant" differences. But, Roper noted:

"What differences did exist—both those that were statistically significant and those that weren't—were in the direction of indicating a more favorable attitude toward television in 'after' interviews."

Biggest change came in answer to the question of where people usually get most of their news. In interviews held before the assassination, television led all other media by being named by 55% of the people. After the assassination it was named by 65%.

In the same way the number who considered television the "most believable" news source rose from 36% of those interviewed before to 43% of those afterward, and the number of people who would keep television rather than any other medium, if they could retain only one, went from 44% before to 51% afterward.

Roy Danish, director of TIO, said in reporting the findings to the American Marketing Association in New York last Thursday that a question about commercials also brought a rise in favorable responses from 55% before the assassination to 60% afterward, "perhaps as an expression of gratitude for the television coverage." This phase of the study was not included in the text of the Roper report that was made public.

Some Error = The report stressed that the number of "after" interviews (496) was small enough to make the results "subject to a reasonable amount of statistical error."

In addition, the "after" sample had to be weighted "fairly substantially" to bring it into line with U. S. census statistics, which "can amplify normal sampling error."

For these reasons, and also to avoid questions about the assassination "distorting" the findings, Roper's findings were based entirely on interviews held before the assassination occurred. But while disregarding the "after" results in compiling the basic report, the Roper firm did recognize that they "seem logical," even if not conclusive or necessarily permanent.

"More important from a research point of view," Roper concluded, "the differences in the before-after results are consistent in direction: on each of these three questions the after interviews were more favorable to television than the before interviews."

How do you feel about controls?

**Question:** The government should exercise more control over what programs are on TV, or there is about the right amount of government control of TV programming now, or the government should have less control over what programs are on TV?

<table>
<thead>
<tr>
<th>November 1963</th>
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<tbody>
<tr>
<td>The government should exercise more control over what programs are on TV</td>
<td>16%</td>
</tr>
<tr>
<td>There is about the right amount of governmental control of television (chart)</td>
<td>43%</td>
</tr>
<tr>
<td>The government should have less control over what programs are on TV</td>
<td>17%</td>
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**watch it [55%];** second, "people whose education went no further than grade school [52%];" and third, "people who have no children [49%]."

Conversely, the report continued, "the least concerned were those with children under six years old [34%] and the college-educated [36%]."

**Pass Newspapers =** Television moved ahead of newspapers to take second place, behind schools, among institutions who have no TV programming.

**The study also found signs that public opinion is swinging toward less, rather than more, government control of television (chart).** In both 1961 and 1961 the public appeared "basically satisfied" with the existing degree of control, but to the extent that there was sentiment for change it was for more control in 1961 but for less control in 1963.

In the same span, the number of people agreeing that television "serves the public interest" increased from 55% to 65%, while the number agreeing that television is "a vast wasteland" declined from 23% to 18%.

"The basic conclusion to be drawn from this question," Roper said, "is that the public rejects the 'vast wasteland' position in favor of the 'serves the public interest' position. In fact, sentiment for this position has grown from 5-to-2 two years ago to 7-to-2 now."

**By Age Groups =** At TIO's request Roper also examined its findings according to age levels. The theory was that differences in attitudes between younger and older people might indicate the direction of things to come. On "most questions" Roper found no substantial differences, but on two—believability and the medium that people would most prefer to keep—a significant pattern was evident.

On both these questions, there appeared to be a clear correlation between age and attitudes, with TV scoring far above average among young adults.

In all, 36% of the total sample regarded TV as the believable medium. Among those in the 21-25 age group, however, television was ranked first by 50%, and in the 26-34 group, by 40%. Its score in the 35-49 group matched that for the total sample (36%), while its only below-average mark came in the 50-and-over group, where 32% voted it most believable.

The same pattern prevailed on the question of the most-wanted medium: 44% of the total sample (and of the 35-49 age group) voted for television, but TV was the choice of 57% of the
made plain that this conclusion depended partly on research pre-dating the Roper-TIO series.

He said the 1963 study (but not those in 1959 and 1961) asked people whether they would be interested in seeing Broadway plays and other possible pay-TV offerings at prices ranging from 50 cents to $1.25 each, or $10 to $35 a month.

Although comparable data was not solicited in the 1959 and 1961 Roper-TIO studies, he said, an earlier and smaller Roper survey—done for CBS in 1955 in Columbus, Ohio—asked the same question and got answers considerably more favorable to pay TV than was evident in 1963.

Where the 1955 study found 27% of the respondents interested and 62% uninterested, Mr. Danish reported, last year’s study found 16% interested and 79% uninterested. (The rest in each survey, 11% in 1955 and 5% in 1963, had no opinion either way.)

Most of the interviews for the 1963 study were conducted before President Kennedy’s assassination last November, but about one-fourth were done afterward. To gauge the impact of TV’s assassination coverage, Roper compared the “before” and “after” findings. They were “generally similar”—but all of the differences reflected a more favorable attitude toward TV after the assassination (see page 71). To avoid the possibility that the findings might be regarded as distorted, Roper’s report was based solely on interviews conducted before the assassination.

White Sox sign 4-year contract with WGN-TV

An exclusive four-year television contract for coverage of the Chicago White Sox games was announced last week by WGN-TV Chicago and the baseball club which has been covered by that station since WGN-TV took the air in 1948.

The new Sox TV contract runs through the 1967 season. Financial details of the agreement were not disclosed but it is believed the four-year deal will be more than $1.5 million. WCFL Chicago handles radio coverage of the Sox.

WGN radio meanwhile has just signed a new three-year contract for radio coverage of the Chicago Cubs. WGN-TV’s coverage of the Cubs is still in negotiation. WGN-TV will air 64 Sox games this year, the same number as last, with all home day games in color. The Cubs’ radio-TV rights heretofore have been estimated to run about $500,000 each year. Sox play-by-play on WGN-TV again will be handled by Jack Brickhouse and Vince Lloyd.

Comstock: fairness has no objective definition

There are no easy solutions to the FCC’s fairness doctrine according to Paul Comstock, National Association of Broadcasters vice president for government affairs. “I believe that almost every effort to spell out the doctrine of fairness in any detail is doomed to failure . . . [for it is] a word which has no objective definition.”

Speaking on fairness, Mr. Comstock told the Oklahoma Broadcasters Association that there is hope that “Congress and the FCC will proceed with

21-25 age group and 45% of the 26-34 group, as opposed to 40% of the over-50 group.

In reporting these findings to the AMA, the TIO’s Mr. Danish said: “because these young people are entering a period when their day-to-day need for goods and services is at its peak, these data should be a matter of prime interest to marketing people wanting to reach people who are setting up households and raising young children.”

Mr. Danish also said he thought he detected some “cooling off” in public enthusiasm for pay television, but he

‘Film City’ planned for New York City

New York real estate developer Allan Haymes last week announced plans to build an extensive film production center in New York—a $22 million project designed as part of an effort to attract more film activity to the city. The “Film City” complex will include 57 air-conditioned sound stages for motion picture and television production.

The project, expected to be started late this year and completed in 1966, also will include a 270-seat theater; a cafeteria; a 150-car garage; supper club; swimming pool; screening rooms; 80,000 square feet of office space; carpentry shops; a 20-story tower; an acre of open space for outdoor film; and special sections for film processing, printing, editing and storage. The complex will have an entire floor devoted to overnight accommodations.

Haymes said the production center will be available for rental by major companies in Hollywood and Europe as well as independent producers. He adds that renting negotiations are underway now with five film companies.

The Film City will occupy the eastern blockfront of 11th Avenue between 44th and 45th Streets, a 70,000 square foot area recently purchased by Mr.
great caution and restraint in this dangerous area.”
Mr. Comstock, luncheon speaker at the OAB's mid-winter convention in Enid, Jan. 18, noted that no broadcaster can be told what to do in specific cases “because that is a matter of your judgment and of precise legal advice.”
He said broadcasters must have the “legal” right to give anyone the microphone, but broadcasters also have a moral right not “to inflict trash and destructive propaganda upon the people in our communities.”
Noting a difference in responsibilities; a minimal one to the government under the Communications Act and “a subjective responsibility never codified into law, but utterly supreme in character,” Mr. Comstock said, “I have faith in broadcasters to discharge that responsibility. I believe the Congress and the majority of our fellow citizens share that faith.”

Four new programs added to TAC library
Television Affiliates Corp., New York, last week announced the addition of four new shows to its telfilm library available to TAC subscriber stations.
The shows are *Strange New Breed*, a 30-minute examination of surfing and the surf enthusiast, produced at KOGO-TV San Diego; *Operation S. A. R.*, a 30-minute film about the Civil Air Patrol and its search and rescue missions, produced by WBNS-TV Columbus, Ohio; *Operation Teen-ager: Crime and the Student*, a 30-minute program in which four inmates of the Texas state prison are interviewed, produced by KHOU-TV Houston, Tex., and *Skid Row*, a 30-minute show consisting of interviews with policemen, panhandlers, drunks and dope addicts produced by KNX-TV San Francisco.

Film sales...
*Have Gun, Will Travel* (CBS Films): Sold to WNDU-TV South Bend, Ind.; WEAR-TV Pensacola, Fla.; KONS-TV Laredo, Tex.; KXII-TV Ardmore, Okla.; Sherman-Denison, Tex., and KPAR-TV Sweetwater, Tex.

**Heckle and Jeckle** (CBS Films): Sold to WABD-TV Atlanta.
**Phil Silvers** (CBS Films): Sold to WCKT-TV Miami.
**Whirlybirds** (CBS Films): Sold to KLTA-TV Los Angeles.
**Jungle 4** (ITC): Sold to WTCN-TV Minneapolis-St. Paul; KLZ-TV Denver; WSKC-TV Cincinnati; WHEN-TV Syracuse, N.Y.; WTC-TV Hartford, Conn.; WCHS-TV Charleston, W. Va.; WBNV-TV Buffalo.

**Seven Arts TV arm adds Hal Roach**

Hal Roach Jr., who in 1949 entered the then brand new field of making films for television, has returned to that field as a general television executive of Seven Arts Associated Corp., New York-based company that is also active in all branches of entertainment, including Broadway stage and theatrical motion pictures. At Seven Arts, Mr. Roach is developing a number of TV series, "30-minute, 60-minute and 90-minute shows," he said, declining at this stage to divulge any other details.

In 1955, Mr. Roach became owner of the Hal Roach Studios in a $10 million deal with his father. Three years later, Alexander Guterma, chairman of F. L. Jacobs Co., purchased the studios for Scranton Corp. (which Jacobs controlled) at price reported as $15.5 million. Hal Roach Studios in turn became owner of Mutual Broadcasting System, with Mr. Roach as board chairman and Mr. Guterma as president; part of a series of deals which ended with Hal Roach Studios in bankruptcy and Mr. Guterma in federal prison.

CBS Films surpassed 1963 predictions
CBS Films last week released a year-end report showing increases in domestic and overseas sales and in its licensing activities.
The report said domestic sales in 1963 exceeded predictions by 19%, an increase attributed largely to the release of 156 episodes of *Have Gun, Will Travel*, the production and distribution of a third year of *Deputy Dawg* and the sale of *The Hector Heathcoat Show* to NBC-TV. According to the report, *Have Gun, Will Travel* has already chalked up more than $2 million in sales.

Individual sales to overseas operations last year totalled more than 1,000—a new high representing a 32% increase over the year before. By the end of 1963, CBS Films was distributing 93 program series, dubbed in 15 different languages, to broadcasters in 70 nations. Last year programs were sold for the first time to operations in Cyprus, Kenya, Malta, Sierra Leone, Trinidad, Uganda, Formosa and Chile.

The licensing division of CBS Films expanded its activities in several areas, one of which concerned the distribution of products tied in with characters in such productions as *The Beverly Hillbillies* and *Terrytoon Cartoons*. In another area of licensing, publishing agreements were signed in connection with several CBS productions.

Alexander gets U.S. rights
M & A Alexander Productions has acquired distribution rights to two TV series that were made in England and have been carried in that country. One is *Planet Patrol*, a juvenile half-hour science fiction series about an interplanetary police force in the 21st century, using marionettes. This series made its American debut on WTXR-TV New York in the 5:30-6 p.m. Sunday period, sponsored by Drake Bakeries through Young & Rubicam.

The second British series is *The Pursuers*, starring Louis Hayward as a Scotland Yard investigator. This half-hour series, filmed largely on location throughout the London area, is produced by Donald Hyde for Crestview Productions. *Planet Patrol* and *The Pursuers* are 39-episode series.
Now...Go non-stop from with the new EASTMAN

1. LOAD with EASTMAN RP Panchromatic Negative Film, Type 7229 (prestriped)...
This new prestriped film is designed for studio and outdoor use, making it ideal for news, sports, documentation. Created specifically for rapid, high-temperature Eastman Viscomat processing, it can also be processed by any commercial laboratory.

2. SHOOT with the KODAK Reflex Special Camera...
Designed with single-system recording unit, for location shooting and studio use. Precision reflex viewing with ground-glass focusing provides exact framing necessary for critical situations. 3-lens turret and variable shutter assure top versatility.

For further information, write or phone for special descriptive Brochure SI-4.

Motion Picture Products Sales Department

74

BROADCASTING, January 27, 1964
"On-the-spot" to "On-the-screen"
16 mm sound film system!

3. PROCESS with the EASTMAN VISCOMAT Processor...
Processes film in minutes. In addition to negative prestriped film, TV recording, sound recording and positive print film may also be processed. Compact; easily, quickly installed. Completely automatic—no chemicals to mix or replenish.

4. PLAYBACK with the EASTMAN 16mm Television Projector, Model 275...
Special heavy-duty construction offers rugged, reliable performance. Shock-forces are isolated by complete separation of intermittent and film transport mechanisms. Sealed, dirt-free lubrication. Easily adapted for magnetic sound playback.
NOW IT'S RADIO'S TURN

Proposed program reporting form due this week is simpler than TV form, but just as demanding

The FCC will issue this week a proposed program reporting form for AM and FM radio that places major emphasis on questions about news and public affairs programs and commercial practices.

The commission, by a unanimous vote last week, asked for industry comments on the rulemaking, which has been in preparation for several months. The document follows by a month the issuance of a proposed reporting form for television (BROADCASTING, Dec. 23, 1963). As in the case of that rulemaking, the commission decided to hold an oral proceeding on the radio form rather than follow the usual method of inviting written comments.

The agency set April 23 as the date for the hearing, which will be held before the commission en banc. Those who cannot attend may file written comments for the record. The deadline is April 1.

As it stands, the radio form—Section IV of the broadcast application form—is far less complex than that proposed for television stations. However, it would require radio station operators to make a thorough survey of their communities.

**Homework** • The applicant would be asked what efforts he made to determine the needs and interests of their audiences. He would also have to list the names of those to whom he talked and the groups they represent, the programming ideas they offered, his evaluation of those ideas, and the programs that were carried to meet area needs.

Unlike the proposed TV form, however, the radio form doesn't require detailed information on all programs carried. Rather, it concentrates on news, weather and market reports, public affairs and political programs, and commercial practices (CLOSED CIRCUIT, Jan. 6).

The document reflects the commission's continuing interest in closely watching stations' commercial policies. The section of the report on commercials would have to be filed annually (by Nov. 15), while everything else would be submitted triennially, along with the rest of the application form. The entire TV reporting form would be filed annually.

In addition, the composite and typical weeks would be retained only for commercials. The applicant would have to indicate the amount of time devoted to commercials, in both hours and minutes and percentages of broadcast time. He would also be asked to list the number of 60-minute segments in his schedule containing commercial material ranging from no minutes to more than 18 minutes.

The proposed TV form asks similar questions about commercials. And with the data thus provided, the commission would be in a better position than it is now to consider overcommercialization on a case-by-case basis. The present form asks only about the number of spots carried.

The commission said it would take the case-by-case approach when it killed its proposal to limit commercials by rule (BROADCASTING, Jan. 13). In that order, the commission said it would instruct the staff to bring up for review the renewal applications showing the greatest amount of commercialization.

**News Shows** • The proposed form asks the amount of time regularly devoted each week to news, weather and market reports, public affairs and political programs and other, nonentertainment programs in the preceding license period. It also asks the minimum time that will be devoted to these programs in the coming period.

In addition, the applicant would have to describe his news, weather and market report programs in terms of their source, frequency, length and time slot. He would also have to report on the staff and facilities that are used to produce these programs, and to estimate the time devoted to local and regional news.

In seeking information on public affairs and political programming, the form asks the applicant to list the issues of greatest importance in his area and to describe what programs, if any, he has broadcast on them. He is also asked to list the public service announcements he has carried.

Two questions represent a sharp departure from those contained in the present form. One asks whether the station carries specialized programming, such as "Top 40" broadcasts. If so, the applicant is asked to state how it relates to the needs of the area.

The other deals with the applicant's service in relation to that provided by his competition. He is asked to list the other radio stations in his area, to describe the kind of programming they offer and to state how it differs from his.

**Anything Helpful** • The applicant is also invited to supply any other inform-

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**'TV Bingo': a hot item getting hotter**

Snowballing sales of Television Bingo in well over 100 markets will jump gross revenues of the program's packager, Idea Research and Development Corp., Santa Rosa, Calif., to a record total of $4 million this year, it was predicted Thursday (Jan. 23) by the firm's executive vice president, R. Anthony Bell.

Founded in December 1961, Idea Research did only $97,000 gross during its first year, 1962, but new claims to have the largest sales staff of any syndication firm in the business—24 salesman plus supervisory executives. The firm's entire staff totals 42. President is Larry Laby, former owner of KPOD Crescent City, Calif.

Mr. Bell, in Chicago last week for Idea Research's second annual sales meeting, reported that the syndicator had total sales of $1.7 million in fiscal 1963 which ended last Oct. 31. For November, December and the first half of January this year, he said, the company already has written $1.2 million worth of Television Bingo orders.

The five-week, live half-hour daytime game program is presold in each market before it goes on the air, chiefly to supermarkets and oil firms. It runs in 26-week cycles. Housewives must go to the participating store and ask for a new bingo card to play the game each week. To date more than 280 million bingo cards have been "played," representing actual in-store traffic, Idea Research claims.

R. A. Bryant, marketing vice president of Idea Research, said 11 more stations have gone on the air with the show so far this month for a total of 104 markets sold in the U.S. and Canada. Today (Jan. 27) four more join the on-air list and a dozen more are scheduled to go on the air within a few weeks. Today's starters are KRIS-TV Corpus Christi, Tex.; WIMA-TV Lima, Ohio; WTAF (TV) Marion, Ind., and WYTV (TV) Youngstown, Ohio.

Idea Research officials expect that sales of the Television Bingo market will be about saturated before the end of this year. There are three other live format packages ready to follow, one of which already has been test marketed. The three are based on the store traffic-building and merchandising principle. The company emphasized, however, that no new property will be introduced in any market as long as another is going there and only one new program will be sold at a time.
This is the California station that switched to UHF and gained coverage.

This is the new G-E UHF equipment that did it.

KERO-TV, Bakersfield, Calif., has a unique case history. In mid-1963 under FCC ruling, the station switched from VHF to UHF, and gained overall market coverage.

On Channel 10, KERO-TV enjoyed leading coverage of the rich southern San Joaquin Valley market. The prospect was not bright that UHF could maintain this coverage.

The station management and station owners, Transcontinental Television Corporation, determined to hold the KERO-TV market with advanced new equipment never before used in commercial broadcasting. The decision: become the first user of the new General Electric UHF Zig-Zag Panel Antenna and new G-E 25 KW Klystron Transmitter.

Results: the UHF installation has met or exceeded all specifications. To the north, the new UHF signal sends KERO-TV Grade A coverage 88 miles away and into Fresno County for the first time. Grade B coverage seems limited only by the horizon. Overall coverage exceeds that of the previous VHF signal.

The new G-E 25 KW UHF transmitter offers the broadcaster new compactness, stability, ease of installation, simplified operation, and a minimum of maintenance.

The new G-E Zig-Zag Panel UHF Antenna at KERO-TV is housed in a fiber glass cylinder to protect it from the unusually severe rime icing conditions at the transmitter site atop Mt. Breckenridge, 7,622 feet above sea level. Its unusual directional capabilities result from the versatility of its computer-plotted pattern design, combined with both electrical and mechanical tilt. Its power gain is 74.4, for the highest Effective Radiated Power (1.76 Megawatts) of any U.S. UHF television station.

If you have UHF plans, this General Electric transmitter-antenna combination will provide you maximum ERP in desired directions and depression angles.

Contact your G-E Broadcast Equipment Representative, or: General Electric Company, Visual Communication Products, 212 West Division Street, Syracuse, New York 13204.
You'd know the secret to a crisp and succulent salad lies in the dressing, as any famous chef or proud homemaker will tell you. That special ingredient is the key to fame. To farmers and ranchers of the Southwest, Murray Cox has that special touch. Dean of Southwest Farm Directors, Cox has been with WFRA for 16 years, traveling over 35,000 miles annually to provide first hand reports for his 15-minute programs twice daily Monday-Saturday, and three times on Sundays. Honorary member of almost every farm organization in the Southwest, Murray Cox has received virtually all recognitions open to his profession. He provides that tasteful dressing which makes WFRA's farm programming the prize salad of the Southwest.

The real Quality Touch. Want Some? Call Petry.

WFRA
820 RADIO
THE SOUND OF THE SOUTHWEST

Edward Petry & Co., Inc.

mation concerning his operation he thinks would be helpful and, if his product differed from what he proposed, to explain why.

Although all seven commissioners voted to adopt the proposed form as the basis for a rulemaking, most had some reservations about various aspects of it. However, as in the case of the proposed TV form, they were all anxious to get "something out" for comments.

The form is designed as an interim measure. Most commissioners feel that a thorough study of modern radio — how its role has changed as a result of television — must be made before a definitive form can be created. However, they also feel that the existing form is so thoroughly outdated that the agency should attempt some improvements now, without waiting for the completion of a study.

CBS-TV schedules 21 election specials

CBS-TV has scheduled 21 special programs, all but one in prime viewing time, focused on the 1964 election campaign — the candidates, the issues — and the histories of past campaigns.

Richard S. Salant, president of CBS News, said the network will go "far beyond the customary coverage of an election year. We are going to explore the entire fabric and history of the American political system during the next nine months ... and take the approach that the national campaigns are an integral, continuing part of American life, and our programming will cover every aspect of their impact on our politics, economy and history."

The first special will be an analysis of the results of the nation's first primary, in New Hampshire, scheduled for Tuesday, March 10, 9:30-10 p.m. EST. The CBS News election unit will produce the program, as well as most of the other specials. Executive producer of the unit is CBS News correspondent Bill Leonard.

Later, as the national conventions draw near, CBS-TV will present four programs dealing with past significant Democratic and Republican conventions and the prospects of what will happen at the coming ones. After the conventions, special half-hour interviews will be conducted with the presidential and vice-presidential candidates of both major parties.

Other programs will deal with such aspects as the possible makeup of the next Congress, a study of past and present minority parties, anthologies of past smear campaigns in presidential elections as well as humorous incidents that have occurred along the campaign trails, a look at the nature of the office of the presidency and a review of the several instances when problems arose because the incumbent President had become incapacitated.

The final two programs will consist of analyses of the campaigns by CBS reporters two days before the election and an analysis of the results the day after the election.

Sports Network slates 11 major events

Eleven major sports attractions will be telecast by Sports Network between Feb. 9 and April 4.

Heading the list is the regional and final playoffs of the National Collegiate Athletic Association basketball championship games on March 14 and 21. Other NCAA contests to be telesport are the skiing championships at Hanover, N. H., March 8, the swimming championships at New Haven, Conn., March 28 and the East-West College All-Star basketball game at Lexington, Ky., also March 28.

Other events Sports Network will carry are the National indoor tennis tournament at Salisbury, Md., Feb. 23; the world jai-alai championship at Dania, Fla.; the $100,000 Florida Derby for three-year-olds on April 4; and three major golf tournaments: the Phoenix Open Feb. 9, the Greater New Orleans Open Feb. 29 and March 1 and the Doral Open at Miami March 21-22.

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BROADCASTING'S HELP TO THE CLERGY

Religious broadcasters appraise status of radio-TV

The present and future roles of broadcasting in spreading the gospel, and the government's attitude toward such programing were focused on at the first International Christian Broadcasters convention in Washington last week.

The ICB convention combined the annual meeting of National Religious Broadcasters with the triennial World Conference on Missionary Communications.

Dr. Eugene R. Bertermann, president of NRB and co-chairman of ICB, presented his annual summation in the convention's major address Tuesday (Jan. 21). Other speakers during the three-day meeting included James H. Hulbert, assistant to President LeRoy Collins of the National Association of Broadcasters, and from the FCC, Chairman E. William Henry and Commissioner Robert E. Lee.

Dr. Bertermann reiterated the group's backing of the broadcasting industry in its struggle against increased government control, opposing the recommendations of the National Council of Churches' proposals for tighter reins on the electronic media (BROADCASTING, June 17, 1963). The "tyranny of ratings" also drew Dr. Bertermann's fire. "Religious broadcasters," he said, "should be particularly concerned about the question of ratings because such audience measurement surveys have, in our opinion, frequently been misused to the detriment of religious programing generally." The idea of ratings is fine and research should be continued, he stated, but numbers should not be an excuse for abuse.

Both Radio And TV • While Dr. Bertermann defended the continued strength and influence of radio, he also praised television as a medium for spreading the gospel. "Despite admitted limitations, despite the acknowledged high cost, religious broadcasters must continue to explore and expand television opportunities for the programs of the saving gospel," he said. "The religious broadcasters of America will do well to consider seriously the claims of television upon their interest and their broadcasting budget."

Mr. Hulbert spoke to the group Wednesday (Jan. 22) in place of Governor Collins, who was attending the NAB TV code board meeting in Miami (story page 34). Mr. Hulbert thanked the religious broadcasters for their support on the question of government control and emphasized that the increased missionary possibilities opened up by radio-TV also meant increased responsibility.

The FCC's policy on religious programing was the theme of the Wednesday luncheon address of Chairman Henry. As far as the commission is concerned, he said, broadcasters need only "seek in good faith to serve the needs of the various faiths of their communities, as one need among others." Mr. Henry warned, however, that religious groups who hold broadcast licenses must prove to the FCC that they are not discriminatory.

Commissioner Lee defended the commission's fairness doctrine, though he said he favored adding clarifying language to the 1949 document in order to make it clear where the present commission stands. Only one commissioner, Rosel H. Hyde, was with the agency when the paper was written.

Commissioner Moses • Mr. Lee, attempting to explain the FCC's position, related to the religious broadcasters his own set of 10 commandments for broadcasters: (1) know thy community as thyself; (2) serve thy community as it deserves; (3) keep faith with the commission and the FCC will place its faith in thee; (4) practice the use of discretion, judgment and good taste; (5) foul not the airwaves; (6) place not your faith in ratings—you art a better judge; (7) turn away from payola; (8) remember the sanctity of the fairness doctrine; (9) minimize contests and promotions—they reflect thy character; (10) remember to keep holy the NAB codes.

Corinthian award to WISH-TV

A 30-minute documentary by wish-tv Indianapolis, dramatizing the inadequacy of facilities for mental health patients at the state hospital there, last week was named winner of Corinthian Broadcasting Corp.'s third annual public service programing award.

A pair of one-act original plays presented by KHOU-TV Houston was given honorable mention in the contest, conducted among Corinthian stations to stimulate interest and skills in the production of community service programing. C. Wrede Petersmeyer, president of Corinthian, said in announcing the winners that this year's competition "stimulated the presentation of more than 50 public affairs specials on the five Corinthian stations."
Top agencies to get ratings rundown

Four Star Distribution Corp. said last week that it will furnish market-by-market ratings data on Four Star off-network series to media, research and timebuyer executives at the top 50 advertising agencies.

Four Star noted that it has been sending this material—as have other film syndication companies—to stations and station representatives in the past but that the direct contact with agency people would aim also for the people making spot buying decisions.

The firm distributes off-network series such as Rifleman, Dick Powell Theatre, The Tom Ewell Show, The Detectives, Zane Grey Theatre, Stagecoach West, Target: The Runters and The Law and Mr. Jones. Len Firestone, Four Star’s vice president and general manager, said that most of the series are relatively new in syndication and have only the past network track record available to advertisers and agencies.

Second symphony series set by Seven Arts

Seven Arts Associated has contracted with the Boston Symphony Orchestra for its second series of 13 one-hour concerts that will be offered internationally to TV stations for showing after Feb. 15.

Metropolitan Broadcasting’s WNEW-TV New York and WTTG(TV) Washington made special arrangements with Seven Arts to begin telecasting the first of the series Feb. 2 (9:10 p.m.). Metropolitan’s KTTV(TV) Los Angeles also has signed a contract but a starting date has not been announced.

Erich Eichenwald conducted two of the 13 concerts in the first series, will conduct all 13 in the second series. (The first program presented by the 104-piece symphony features Wagner’s Good Friday Spell from the opera “Parsifal” and Richard Strauss’s “Don Quixote.”)

Seven Arts also announced that the original 13 programs, which were bought by some 40 stations in the U.S. and Canada on a single showing basis, now are available for use as multiple telecasts.

ABC emphasizes separate radio-TV news staffs

ABC News last week reported a further emphasis on separating its TV and radio news functions.

Elmer W. Lower, president of ABC News, Special Events and Public Affairs, referred to the recent establishment of radio news departments in the Midwest and on the West Coast as further assurance that ABC News will provide independent news coverage and will not depend upon simulcasts. He said that in the event of an important news break, ABC would expand its news staff rather than bolstering one at the expense of the other.

Mr. Lower noted, however, that ABC News would maintain its cooperative radio-TV news operation in Washington and overseas where “at the moment, it would be impractical to separate our staffs.

He added that in 1964 and 1965 a much greater number of radio documentaries could be expected.

Mars producing new soap operas

The resurgent interest in radio drama has prompted Mars Broadcasting Inc., Stamford, Conn., to plan a number of new soap operas. The company is announcing today (Jan. 27) that pilots for two of the daily serials will be ready on March 1 and 15.

The Colonel’s Lady depicts the trials and tribulations of an astronaut’s family and Dangerous Dream is the story of a husband-and-wife team of psychiatrists. Both will be produced by Phil Nolan, executive producer of Mars.

Two more soap operas will go into production in late March and early April, Mars said, and another two series are planned.

Universal prints sold

Three ABC-owned stations have signed for 215 feature films from the Seven Arts Associated library. The Universal post-1950 features have been licensed to KABC-TV Los Angeles; KGO-TV San Francisco and WXYZ-TV Detroit.

INTERNATIONAL

ITA TO KEEP TABS ON COMMERCIALS

Gets watchdog role in wake of 14 contractors’ renewals

All commercials for Britain’s commercial network will be previewed by the Independent Television Authority; the ITA will have watchdogs sitting in on company program planning sessions, and a general advisory council drawn from the viewing public will keep programs under review and advise on general pattern and content.

That’s the basic set-up for British commercial television for the next three years.

The 14 current TV companies have had their ITA broadcast contracts renewed for three years despite applications from eight would-be new operators (Broadcasting, Jan. 13).

Interviews with applicant groups and companies took place in December and a final round of interviews were held Jan. 2.

ITA chairman, Lord Hill, announcing the decision, said that every application had received the closest scrutiny by the authority. Included among the eight new applicants were some whose approach to TV the ITA had found “fresh and attractive.”

Tough Task — The responsibility placed on the ITA, commented Lord Hill, was a very heavy one. It was not easy to compare the achievements of an established contractor with the promise of a new applicant.

Lord Hill said that in no case was the ITA persuaded that the appointment of one of the new applicants would improve programming.

None of the new applicants had been encouraged in their hopes of a contract if, and when, there was a second ITA network. New conditions might exist then and they couldn’t be anticipated, Lord Hill said.

He added that one of the new applicants had withdrawn because it felt that it wasn’t quite ready to go ahead.

Although all the present companies retain their current areas and segments of the week, six companies have agreed to alter their structure or management.

In Scottish Television Ltd., the company largely owned by newly enabled Roy Thomson, there will be new directors on the board and ownership of nonvoting shares will be extended.

Several leading Scots will be added to the board. They will buy voting shares. Later a big proportion of nonvoting shares will be offered by the Thomson organization to investors with preference to residents of Scotland.

Larger Boards — Four other companies, Associated Television, ABC Television, Television Wales and West, and Southern Television will expand their boards of directors with representatives from the areas they cover.

Border Television is appointing an additional director for the Isle of Man.

Associated Television Ltd., which has other show business interests, will also reorganize its internal structure to separate television from its other activities.

Lord Hill also announced that all commercials would be viewed by the
This means first consultation with the tee which body questions of program will be represented, and where committee meeting is. Bids for the job should be addressed to General Organization for Cinema, Broadcasting and Television, 1133 Corniche el Nil Street, Cairo, UAR.

ITA before transmission and that there would be "closer and earlier supervision" of all programs and the setting up of a programs policy committee. Another new committee under ITA chairmanship will make decisions on all doubtful commercials. In other words, ITA is increasing its control on content of commercials.

ITA's advertising advisory committee has been reconstituted with an independent chairman, Professor Tom Jack, chairman of the Air Transport Licensing Board, and the representation of consumers has been strengthened.

The independent television code of advertising standards and practice has been revised and is now being considered by the postmaster general.

Increased supervision of programing is provided for by a programs policy committee meeting under ITA chairmanship on which all companies will be represented, and where the ITA's views will be expressed to them on "all major questions of program policy." This new body will work alongside of the already existing standing consultative committee which will continue to discuss all matters other than programing, affecting the companies and ITA.

Direct Supervision Companies' programs schedules will be drawn up in consultation with the ITA and for the first time ITA representatives will sit in with company program planners. This means that ITA will be able to directly supervise programing from the very beginning of a program idea.

ITA is to strengthen its own capabilities for program production by making new appointments, as yet undisclosed, to its Program Services Division.

A new system and scale of charges for networked programs has been worked out by ITA. Smaller companies will benefit by paying less for programs they carry. Purchase of programs from other than the "big four" companies is made easier and prices for programs networked by the smaller companies will be set by the ITA.

Independent Television News, the commercial network's news unit, which is owned and directed by the first six companies to be given contracts, will be reconstituted with representation of the smaller companies on the board. ITA has approved a scale of investments in ITN by all the participating companies.

A general advisory council has been appointed, with most members from the general viewing public. It will "keep programs under review" and "advise in general pattern and content."

Lord Hill has said that the ITA would pay "close attention" to the opinions of the committee whose first meeting is Feb. 4.

The ITA has set up a new section to carry out audience research. This section together with those handling press relations and publications will be under the direction of a head of information and research, a new post. ITA has appointed Sir Harold Evans, public relations adviser to Harold MacMillan when he was prime minister, to this post. He will begin work Feb. 17.

Cotton urges approval of Geneva space pact

The Senate Foreign Relations Committee was urged Wednesday (Jan. 22) to begin consideration of an international treaty on radio communications that was signed after a 70-nation conference in Geneva last fall.

Senator Norris Cotton (N.H.), senior Republican on the Senate Commerce Committee and a congressional adviser to the United States delegation to Geneva, said "approval of the treaty by the Senate would be very much in the best interests of the U. S." It provides for the allocation of specific frequencies in the radio spectrum for communications satellites, among other space uses.

In a letter to Senator William Fulbright (D-Ark.), chairman of the Foreign Relations Committee, Senator Cotton warned that "any delay in our action may cast doubt on the intentions of the U. S. and make it more difficult to secure the foreign agreements required for the communications satellite system."

Earlier this month Representative...
Oren Harris (D-Ark.), chairman of the House Commerce Committee, called on domestic communications firms to give their fullest cooperation to the Communications Satellite Corp. (Broadcasting, Jan. 13).

Foreign film competitions

The Council on International Nontheatrical Events, a group that screens and coordinates U. S. nontheatrical films for entry in contests around the world, has announced that it is accepting applications for 1964 competitions. CINE noted that the deadline for the submission of such pictures is March 2. The films must have been made in 1963 or the first two months of 1964. Inquiries should be sent to CINE 1201 16th Street, N. W., Washington.

General Foods agency switch

General Foods Ltd., Toronto, has ended association with Baker Advertising Ltd., Toronto, after 42 years. The $2.5 million in annual billings has been split between McKim Advertising Ltd., Toronto (Instant Maxwell House coffee, Jell-O desserts, and D-Zerta gelatins and puddings), McConnell Eastman & Co., Toronto (Sun-Up breakfast drinks), and Young & Rubicum Ltd., Toronto (Post cereals and Baker chocolate). McKim and McConnell Eastman had previously handled some of the General Foods accounts, and some from McConnell Eastman went to Young & Rubicum in the switch.

Ontario, Quebec lead Canadian TV households

Ninety-four percent of Canadian households had television receivers as of November 1963, according to a survey made by the Bureau of Broadcast Measurement, Toronto, the industry's cooperative research organization. There were 4,487,500 TV households in the 4,787,800 households with a population of 19,015,300.

Ontario accounted for 1,649,700 TV households, or 96% of the province. Quebec had 1,239,000 TV households, 98% of all households in the province. British Columbia had 429,500 TV households or 89%; Alberta 331,500 TV households or 88%; Manitoba 226,800 TV households, 91%; Saskatchewan 219,900 TV households, 88%; Nova Scotia 173,200 TV households, 95%; New Brunswick 127,700 TV households, 93%; Newfoundland 68,900 TV households, 74%; and Prince Edward Island 21,300 TV households, 86%.

Sale applications heard

Sale of CJCS Stratford, Ont., for $199,997 to Countryside Holdings Ltd., Toronto, was heard before the Board of Broadcast Governors at its Jan. 14 meeting at Ottawa. Countryside Holdings Ltd., is a newly formed company whose principals own CKAR Huntsville, CCKAR-F Parry Sound and CKMF Midland, all Ontario. One of the principals, Allan D. Rogers, Toronto lawyer, also has interests in CKW-AM-FM-TV Windsor-Detroit and exoc Hamilton, Ont.

Chuck Sarnia, Ont., applied for permission to be sold for $450,000 to William Andrew McKenzie, president of Kraft Tapes Ltd., London, Ont., and the weekly Leamington (Ont.) Post and News.

FINANCIAL REPORTS

NGC announces executive salaries

Eugene V. Klein, president and board chairman, National General Corp., Los Angeles, received $90,000 in aggregate remuneration from NGC during the fiscal year ended Sept. 24, 1963, according to a proxy statement sent to stockholders last week, together with a notice of the annual meeting, to be held Feb. 18.

Irving H. Levin, executive vice president of NGC, received $57,200; Alan May, vice president and treasurer, $46,800; Robert W. Selig, vice president in charge of theater operations, $46,100 and M. E. Hersch, senior vice president and president of the NGC subsidiary Mobile Rentals Corp., $34,346 (he has a contract for an annual salary of $57,000 from MRC, which NGC acquired on Feb. 8, 1963).

In addition to the more than 200 theaters owned and operated by NGC, and Mobile Rentals Corp., the company is active in real estate, vending machines and last fall became owner of Mission Pak Co., packager-seller of fresh and processed fruits. NGC also, owns "approximately 32% of the issued and outstanding stock of National Telefilm Associates Inc. However, if a tender of its stock made by NTA in settlement of an outstanding note due from NTA to the company [NGC] is valid, which tender the company has rejected claiming the same to be improper, the company would then be the owner of approximately 46% of the issued and outstanding stock of NTA.

"Supat Industries Inc. (Supat), a corporation of which Mr. Samuel Schulman (president of Mission Pak Co. and a director of NGC) is the sole stockholder, has purchased from NTA certain television program material consisting of film negatives and licenses. The minimum purchase price is $600,000, payable in semiannual installments of not less than $50,000 each. Supat's obligation to make such minimum payments is guaranteed by Mr. Schulman. Payments in excess of the minimum, if any, are dependent upon future distribution receipts. Supat has entered into an exclusive 10-year distribution with NTA which provides for minimum payments to Supat of amounts equal to the minimum purchase payments."

Sierra Capital buys into Visual Electronics

Visual Electronics Corp., New York, equipment producer and distributor to the radio-TV industry, last week announced that Sierra Capital Co., San Francisco, had invested $350,000 in the form of six-year debentures in Visual. The funds will be used for new product development and an expanded sales effort.

Concurrent with the purchase of debentures is an agreement that Sierra Capital will have rights to purchase as much as 20% ownership in the private-ly held company. The $350,000 investment represents 20% of Visual's equity.

Debentures bought by American Broadcasting-Paramount Theaters in Visual Electronics several years ago and worth $300,000 are now convertible to $350,000 in the electronics firm's stock, or another 20% of the company's equity.

A large portion of the newly acquired capital will be put into production and promotion of a new fully transistorized image orthicon camera.

Storer to register 15% gain in net income

George B. Storer Jr., president of Storer Broadcasting Co., Miami, last week told the New York Society of Security Analysts his company will record a 15% gain in net income for 1963. This will be before a nonrecurring loss of $250,000.

Income reported in 1962 included a $900,000 nonrecurring gain. Mr. Storer reported the overall financial condition of the company as continuing favorably. Although net earnings for the group owner will be down by approximately $353,000 to $6 million, earnings per share will rise from $2.61 to $2.80 reflecting a reduction in the number of outstanding shares.

The company's year-end financial statement is expected within the next month.

Inviting investment, Mr. Storer referred to federal regulation as "perhaps
the greatest deterrent to investing in broadcasting stocks." He said "most proposals for additional regulation which make headlines generally are just that—proposals."

Mr. Storer said the company has every intention of expanding its community-antenna TV operations as fast as possible. It currently owns 80% of the Southern California Television Corp. (Thousand Oaks and Ojai Valley, both California).

**NBC report cites new profit peak**

An NBC annual report to be issued today (Jan. 27) by Board Chairman Robert Sarnoff and Robert E. Kintner, president, said the company had reached a new profit peak in 1963 with all operating divisions contributing to the record.

The report stated that the television network registered record breaking profits in each of the four quarters, the owned stations division attained record sales and earnings and the radio network enjoyed its highest profits since 1950.

In addition it said NBC Enterprises Division has expanded the number of foreign countries to which it supplies TV programming and services by 40% over 1962 to a record high of 69 countries and had the highest operating profits in its history.

New sales records for NBC-TV were based on billings from 270 advertisers during the 1963 calendar year. The 270 advertisers were mentioned in the report as more than had bought time on any other network.

The NBC statement noted that the network "operated at growing profits for the fourth consecutive year," and that it had been 80% sold out for the year. Four-fifths of the network's programming consisted of news and information during the year according to the report.

**TV-g geared cosmetic firm again splits stock**

Alberto-Culver Co., Chicago, hair products manufacturer which has acknowledged it owes its success to TV advertising, has announced its second stock split within a year.

The latest is a three for two stock split at the same time it announced the regular 5 cents a share dividend.

The stock split will be paid March 6 to stockholders of record Feb. 10. The cash dividend is payable Feb. 1 to stockholders of record Jan. 15.

On March 5, Alberto-Culver stockholders will vote whether to retain the regular 5-cents-a-share quarterly dividend rate on the increased shares.

Last April, the company authorized a two-for-one stock split and at the same time increased its common shares from 1.2 million to 2.2 million, with 2 million shares outstanding.

In 1963, Alberto-Culver paid 15 cents a share in dividends. Alberto-Culver Co.'s net earnings in 1963 jumped 45.6% to more than $3.35 million, the hair products firm's annual report disclosed last week. Consolidated net sales for the fiscal year ended Nov. 30, 1963, were up 32% to a new high of over $80.2 million. In fiscal 1963 Alberto-Culver spent over $49.3 million for advertising, selling and general and administrative expenses, up nearly $11.3 million over 1962. TV alone reaped over $30 million last year. Cost of goods sold in 1963 was booked at not quite $22.2 million.

**Taft earnings off in 3rd quarter**

A slight decline in revenues and profits for the third quarter of its fiscal year was reported last week by Taft Broadcasting Co. with earnings per share down from 54 cents to 44 cents.

Hubert Taft Jr., chairman of Taft, blamed the setback in large part to the absence of income during the four days of the Kennedy assassination and funeral.

The board also declared a quarterly dividend of 15 cents a share and a 2 3/4% stock dividend payable March 12 to stockholders of record Feb. 14.

Nine months ended Dec. 31, 1963:

<table>
<thead>
<tr>
<th>1963</th>
<th>1962</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earned per share*</td>
<td>$ 1.01</td>
</tr>
<tr>
<td>Net revenue</td>
<td>9,435,637</td>
</tr>
<tr>
<td>Operating profit before depreciation</td>
<td>4,155,352</td>
</tr>
<tr>
<td>Profit before federal income tax</td>
<td>3,438,382</td>
</tr>
<tr>
<td>Federal income tax</td>
<td>1,816,346</td>
</tr>
<tr>
<td>Net income</td>
<td>1,618,016</td>
</tr>
</tbody>
</table>

*Based on 1,594,772 shares outstanding as of Dec. 31, 1963.

**Republic's earnings up**

Republic Corp.'s film processing division, Consolidated Film Industries, made a substantial contribution to the corporation's earnings in fiscal 1963 ended Oct. 26, 1963, Victor M. Carter, chairman and president, reported last week. The outlook for CFI in the year ahead is bright, he said. Major credit for the 9% earnings increase was given to expanded operations of Gaffers & Sattler, Republic subsidiary which manufactures ranges, water heaters and other household appliances.

12 months ended Oct. 26, 1963:

<table>
<thead>
<tr>
<th>1963</th>
<th>1962</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earned per share*</td>
<td>$ 0.62</td>
</tr>
<tr>
<td>Gross revenues</td>
<td>$47,082,000</td>
</tr>
<tr>
<td>Net income (after provision for federal income tax)</td>
<td>1,930,000</td>
</tr>
</tbody>
</table>

*Based on 2,455,954 shares outstanding in 1963, and 2,440,948 in 1962.
Stone dines dearly

Peggy Stone, president of Stone Representatives Inc., New York, reported last week that recent trip to Federal Communications Bar Association banquet in Washington cost her about $5,000.

Mrs. Stone said that while she was attending banquet, her room at hotel was “cleaned out.” She lost mink coat, clock radio, pearl necklace with diamond clasp, perfume, clothes and other items.

Kline, until recently general manager of KHJ Los Angeles, previously served as sales manager of KFWB Las Angeles and general manager of KEWB San Francisco. KFWB and KEWB are Crowell-Collier stations. Offices of Chuck Blore Creative Services are at 10439 Valley Spring Lane, North Hollywood, Calif. Telephone is 761-9844.

Paul LaGasse, member of sales staff of WWJ Detroit, joins McGavren-Guild Co., national radio sales representative firm, as Detroit sales manager. Mr. LaGasse replaces Harvey Glor, who transfers to organization’s New York office as research director.


Harry Kinzie, senior VP and creative director of MacFarland, Aveyard & Co., Chicago, elected agency’s president, succeeding David Guerant, who has resigned. Mr. Kinzie, who assumed additional duties last year as chairman of Chicago agency’s marketing committee and as member of executive committee, previously served with Needham, Louis & Brorby as VP-account supervisor and plans board member. He was also with Tatham-Laird as chairman of creative review committee and member of plans board.

Andrew A. Lynn, president of Jacqueline Cochran Inc., New York, since joining cosmetic firm in 1961 from Chesbrough-Pond’s, elected to additional office of board chairman and will continue as chief executive officer of company. William G. Ohme, director of finance and operations at Cochran’s plant in Newark, N. J., elected executive VP of parent company and member of board of directors. Raymond L. George, executive VP, elected president of newly organized cosmetics franchise division. He has been Cochran director since joining company early in 1963.

Frank McGinty, formerly administrative assistant to VP and general manager of industrial products division of International Telephone & Telegraph Corp., San Fernando, Calif., joins Grey Adv., Beverly Hills, Calif., as controller for western operations.

M. S. (Tony) Bachman, since 1959 promotion manager of KXTV(TV) Sacramento, Calif., and before that assistant promotion manager of former WBIX(TV) and WISN-TV, both Milwaukee, joins ABC-owned WKBV(TV) Chicago, effective Feb. 3, in newly created position of advertising and promotion manager. Donald H. Peterson, director of advertising, promotion and press information at WKBV, promoted to director of press information and publicity for both WKBV(TV) and central division of ABC Radio and ABC-TV.

Tully Pleaser joins Erwin Wasey, Ruthrauff & Ryan, New York, as VP and director of marketing. Mr. Pleaser formerly was VP for marketing services at Fuller & Smith & Ross, that city. Edward W. Karthaus elected senior VP, and manager of EWR&R’s Chicago office. He formerly was managing director of Canadian operation. He is succeeded in Canada by Jack T. Fry, VP.

Bennett Ades, account supervisor at Sander Rodkin Adv., Chicago, assumes added duties as VP in charge of radio-TV production. John R. Price, VP-marketing and research, promoted to VP and director of client services.

Frank McKibbin, VP and account supervisor at Fuller & Smith & Ross,
Los Angeles, named manager of agency branch. He succeeds Norval LaVene, who has resigned to become active in developing Club Mismaloya, Mexican resort community near Puerto Vallarta, where motion picture "Night of the Iguana" was filmed.

Shirley McWilliams Shannon, former VP-advertising and public relations for Rose Marie Reid of California, joins Ben Sackheim Inc., advertising agency, New York, as group copy chief.

Norman Cohen, senior partner in Mogul, Williams & Saylor, New York, since 1960, elected senior VP and treasurer. Mr. Cohen, who was elected to agency's board of directors in 1957, will be assigned expanded duties in financial and administrative areas of operation.

Lillian Mappus retires from Benton & Bowles, New York, after 32 years of service. She was television estimator on General Foods account.

Mark Moran, account executive at BBDO, Pittsburgh, elected VP. He will headquartered in BBDO's Detroit office.

Roger D. Levinsohn, formerly merchandising promotion manager of Popular Mechanics magazine, joins Kenyon & Eckhardt, New York, as copywriter.

Robert Chambers, manager of station clearance for ABC Radio, New York, promoted to account executive for radio network. Paul Pearson, member of station clearance staff, succeeds Mr. Chambers as manager. Richard Wozniak appointed ABC Radio account executive in new sales office opened in Detroit. He had been with sales staff of ABC-owned wxyz Detroit.

Ethel Sell, sales and advertising director of Sell Electric Co., Kansas City, Mo., firm she operated in association with her husband, joins krkc(FM), that city, as sales manager, responsible for all sales and promotion activities.

Wendell Eastling, media director of Knox Reeves Adv., Minneapolis, elected VP - media director. During 10 years with agency Mr. Eastling has served also as radio-TV timebuyer and account executive.

C. R. Smith, president of American Airlines Inc., New York, since 1934, elected board chairman and chief executive officer. Marion Sadler, VP and general manager since 1959, elected president and chief operating officer. William J. Hogan continues as executive VP, chairman of finance committee and chief financial officer. Three departments that previously reported to Mr. Smith—legal, public relations and advertising, and public affairs—will now report to Mr. Sadler.

Harold S. Rieff, founder-president of The Frederick-Clinton Co., New York advertising agency, joins New York office of Grant Adv., Chicago, as vice president and management account supervisor. Among other advertising campaigns, Mr. Rieff is known for his introduction of marketing theme for Chock Full 'O' Nuts coffee, a broadcast account.

Allen Winston, VP of Ken Freeman Realty Co. and former executive VP of Warren Adler Adv., Washington, has formed his own advertising, public relations and sales promotion agency, with offices at 2607 Connecticut Ave., N.W., Washington. New agency will represent Freeman Realty in advertising and PR.

Robert L. Comish, account supervisor on Vicks Formula 44 and TriSpan products at Morse International, New York, elected VP.

Karl E. Irvin, senior account representative at Wilson, Haight & Welch, Boston, and Walter B. Haase, former principal of wscr Hartford, Conn., have formed Karl Irvin Inc., advertising, marketing and public relations firm, with offices at Ten Crossroads Plaza, West Hartford, Conn. Also associated with new firm is John H. Henderson, advertising and PR manager of Satan's Ridge Ski Area in New Hartford.

Henry M. Stevens promoted to newly created post of director of advertising services for Campbell Soup Co., Camden, N. J. William P. MacFarland promoted to Mr. Stevens' former position of product marketing manager, and William Culp was promoted from product advertising manager for frozen foods to Mr. MacFarland's former post of product marketing manager for Campbell's beans products, V-8 and tomato juices and institutional products.


Charles F. Fleischmann, advertising manager of The Nestlé Co., White Plains, N. Y., for past five months, promoted to director of advertising and sales promotion, succeeding Horace W. R. Barry, who has been appointed general manager of food manufacturer's chocolate marketing division. Before joining Nestlé, Mr. Fleischmann worked in advertising and sales capacities with Young & Rubicam, Penick & Ford Ltd. and Philip Morris.

John H. Lockhart Jr. named assistant advertising manager for consumer prod.
Paul H. Raymer Co. expands and realigns staff

Expansion and realignment of executive staff of Paul H. Raymer Co., New York-based station representation firm, was announced last week by Paul H. Raymer, president, to increase depth of company's service to both stations and agencies.

Frank A. Browne, veteran broadcast sales executive, was named assistant to president, with immediate assignments in television division. He joined Raymer organization Jan. 2 from Metro TV Sales. Mr. Browne formerly directed New York and Chicago national sales offices of KTTV(TV) Los Angeles, moving to Metro when its parent organization, Metromedia's Metropolitan Broadcasting, acquired KTTV early in 1963.

Robert M. Richmond, a Raymer vice president, has been promoted to manager of radio division. He succeeds Mitchell DeGroot, who resigned several weeks ago.

Jeff Parker, with CBS-TV network since 1955, and Keith Andre, for three years with Radio Advertising Bureau and also associated with Triangle Program Sales, have joined Raymer sales staff. Mr. Parker is responsible for client contact in Philadelphia and New York. Mr. Andre is in radio sales division.

Warren Bodow has been appointed director of research and development, new position. He has been market analyst in sales promotion for Hearst Newspapers, and also was with KDKA Pittsburgh and WONO (FM) Syracuse, N. Y.

Mr. Browne Mr. Richmond

Advertising and merchandising manager, named marketing manager for that division, replacing Mr. Andrews. In other Jell-O division changes, George H. Blake, formerly national sales manager, becomes advertising and merchandising manager, and Alex N. Brainard, western region sales manager, becomes national sales manager.

Tom Connea, sales manager of KDTH Dubuque, Iowa, appointed manager of sales development for Black Hawk Radio Stations: KWWL Waterloo, KLWW Cedar Rapids, both Iowa, and KAWS Austin, Minn.

Richard Vazzana appointed regional sales manager of WTRY Troy, N. Y.

James H. Knight, promotion manager of WTRF-TV Wheeling, W. Va., joins Storer Broadcasting Co.'s W3W-TV Cleveland as advertising-promotion director, effective Feb. 10. Mr. Knight entered broadcast field in 1954 at WCLG Morgantown, W. Va., moving to WTRF in 1957.

Joan Stockhaus, since 1956 timebuyer in Cleveland office of McCann-Marschalk, joins Byer & Bowman Adv., Columbus, as radio-TV timebuyer.

Al Westermann, account executive at The Katz Agency, New York, joins WFBM-TV Indianapolis, Ind., in same capacity. Eugene Vaughn, senior account executive at WFBM-TV, promoted to administrative sales assistant for WFBM-AM-FM-TV. In new post, Mr. Vaughn will counsel and advise all account executives as well as direct new sales development programs.

Richard Kline, previously station manager of KVON Napa, Calif., joins sales staff of KXAK Sacramento, Calif.

Andrew F. Kops joins Kudner Agency, New York, as manager of production, traffic and forwarding. Mr. Kops formerly was with Erwin Wasey, Ruthrauff & Ryan there in same capacity.

Fredric Gadette, freelance producer-director and former head of his own production company, joins Erwin Wasey, Ruthrauff & Ryan, Los Angeles, as radio-TV producer-director.

Joseph J. Lutzke, formerly with WMAG-WNBO(TV) Chicago, joins sales staff of WGN-TV, that city.

Richard Moran, assistant sales manager at WHEN-TV Syracuse, N. Y., joins sales staff of WIND Chicago. Previously Mr. Moran had been with CBS Film Sales and D'Arcy Adv., St. Louis.

Robert R. Mills, former sales manager of WKKO Cocoa, Fla., joins sales staff of WFTV(TV) Orlando, Fla.

F. J. (Bud) McGirney, formerly in sports promotion field in Philadelphia, joins sales staff of WDRV(FM), that city.

John Atten, manager of northern California division of Dennis Merchandising Corp., joins KGLO-AM-FM San Francisco as sales development and merchandising director.

THE MEDIA

P. Scott McLean, VP in charge of eastern TV sales for Crosley Broadcasting Corp., Cincinnati, with headquarters at company's New York sales office, appointed VP and general manager of Crosley's Indianapolis outlet, WLWI(TV). He succeeds John B. Babcock, who resigned earlier this month (BROADCASTING, Jan. 6), to join Park Broadcasting Inc., Ithaca, N. Y. Mr. McLean has been with Crosley organization since 1950.

Harry J. Ockershausen, member of Washington law firm of Dempsey & Koplovitz, appointed general counsel and executive secretary of Maryland-D.C.-Delaware Broadcasters Association. He replaces John C. Doerfer, who resigned to become associated with Storer Broadcasting Co. Mr. Ockershausen served as administrative assistant to general counsel of FCC before...
entering private law practice in 1945.

Van C. Newkirk, president of Broadcast Advertising, Beverly Hills agency, elected temporary chairman of new Los Angeles chapter of Broadcast Pioneers. Other temporary officers, who will serve until June, are: 1st vice chairman, Lyle Sheldon, Los Angeles County Fair; second vice chairman, Walter Bunker, Young & Rubicam; treasurer, Glenn Dahlberg, BMI (retired); secretary, Georgia Fuller, KMPC Los Angeles.

James E. Hamby, sales manager of KTXA San Antonio, Tex., since 1958, elected VP and general manager, replacing Jack Fiedler, who recently was appointed general manager of WYNY Chicago (Broadcasting, Jan. 13). Both stations are owned and operated by McLendon Corp.

Ethan P. Bernstein, sales manager at KFRE Fresno, Calif., promoted to station manager. Mr. Bernstein, before joining KFRE in July 1963, for five years owned and operated KBIF, that city.

Irwin C. Cowper, N. Thomas Eaton, Daniel M. Duffield and Kenneth R. Lee have been elected to board of directors of Travelers Broadcasting Service Corp., licensee of WFFC-AM-FM-TV Hartford, Conn. Mr. Cowper is vice president in charge of TV sales; Mr. Eaton, VP-news; Mr. Duffield is VP of parent Travelers Insurance Cos. and assistant treasurer of Travelers Broadcasting, and Mr. Lee is second VP of Travelers Insurance Cos.

Thomas M. Weaver, sales manager of KRVG-TV (Brownsville-Harlingen) Weslaco, Tex., joins KUOD-TV Corpus Christi, Tex., as station manager. KUOD-TV, owned by South Texas Telecasting Co. (Clinton D. Mckinnon, 80% owner), has spring target date and will be affiliated with ABC-TV network. Mr. Weaver formerly was associated with KFHD-TV Wichita Falls, Tex.

Arthur Hill Hayes, president of CBS Radio, named national radio chairman for 31st annual Brotherhood Week, to be held Feb. 16-23.

Robert L. Owens, Robert N. Ridgway and F. J. Froeschle elected VP's of North Dakota Broadcasting Co., licensee of KXGO-AM-FM Fargo, KXMC-TV Minot (47.5%), KXJN-TV Valley City, KXMB-TV Bismarck, all North Dakota, and KXAB-TV Aberdeen, S. D. Mr. Owens is general manager of KXJN-TV and KXGO-AM-FM and in charge of national sales; Mr. Ridgway is technical director of group; Mr. Froeschle is group's news director.

McGannon honored

Donald H. McGannon, president Westinghouse Broadcasting (Group W), on Feb. 2 will receive honorary Papal Order of Knights of Saint Gregory at Saint Augustine Cathedral in Bridgeport, Conn. Honor is bestowed by Pope to reward those distinguished for notable civic and/or military accomplishments. His Excellency The Most Reverend Walter W. Curtis, S. T. D., bishop of Bridgeport, will confer Papal honor upon Mr. McGannon.

McGannon has been elected VP in charge of engineering for company, and Dave Evans was appointed chief engineer of KPOL-AM-FM. Lynn Bryson becomes host of all-night show at KMEN.

Harry C. Perkins, account executive at KMNS Sioux City, Iowa, promoted to general manager.

William N. Farlie Jr., formerly with legal department of Westinghouse Electric Corp., Pittsburgh, appointed director of management development for Westinghouse Broadcasting Co. (Group W), New York, effective immediately.

PROGRAMING

Mickey R. Dubin joins Robert H. Klaeger Associates, film producers, New York, as vice president in charge of sales. Mr. Dubin resigned in December 1963 from his post of vice president in charge of sales and administration at Sarra Inc., that city.

George E. Resing Jr., since 1954 producer-director of Crosley Broadcasting Corp.'s Ruth Lyons 50-50 Club which is colorcast over five Crosley stations, promoted to program director of Crosley's Dayton, Ohio, outlet, W.LWD(TV). He joined Crosley organization in 1951.

Stanley J. Parnas, former government sales manager for Fairchild Camera & Instrument Co. in Washington, joins MGM Telestudios, New York, as manager of special projects division. He will handle world-wide sales and distribution of MGM's Gemini equipment. Robert L. Fierman, sales manager of MGM Telestudios, last week resigned from that post. His immediate plans include trip to Tokyo where he will scout locations for video coverage of Olympic games to be held there.

Ben Greer, former commercial manager of WMNB Greenville, S. C., ap-
Rowan to replace Murrow as USIA director

Carl T. Rowan was named by President Lyndon Johnson last week to succeed Edward R. Murrow as director of U. S. Information Agency. Mr. Murrow, ex-CBS VP and commentator, resigned to recover through rest from operation which removed cancerous lung (CLOSED CIRCUIT, Oct. 28, 1963, et seq.).

CBS last week said that Mr. Murrow may return to network, though definite decision won't be made until after convalescence.

Mr. Rowan, 38, was U. S. ambassador to Finland until appointed to USIA job. He is now highest-ranking Negro in government service and first of his race to attend meetings of cabinet and National Security Council.

A native of Tennessee, Mr. Rowan was reporter for Minneapolis Tribune for 13 years until being named deputy assistant secretary of state for public affairs in 1961. Two years later President Kennedy appointed him ambassador to Finland.

In announcing appointment of Mr. Rowan to $21,000-a-year USIA directorship, President Johnson called him "the man most eminently qualified to supervise this vital program of telling America's story abroad," and said he is "young and dynamic and he has had a breadth of private and governmental experiences that are especially valuable qualifications for this job." Mr. Rowan is married and has two boys, 10 and nine.

Mr. Murrow's letter of resignation, dated Dec. 19, 1963, said he expected to recover fully from his operation but that he had to resign as USIA director because it would be some months before he could work fulltime. President Johnson said he accepted resignation with "the greatest reluctance" and promised that he would call on Mr. Murrow for special advice and assistance in future.

Senate confirmation of Mr. Rowan's appointment is expected to be swift. Senate Foreign Relations Committee must first approve Mr. Rowan's qualifications, and that group's chairman, Senator J. William Fulbright (D-Ark.), last week said Mr. Rowan appears to be "extremely well qualified for this appointment."

appointed national sales and promotion manager of Poole Productions of the Southeast Inc., that city.

Charles Pratt appointed program director of WDSU-AM-FM New Orleans. Mr. Pratt has been with WDSU for seven years, serving as staff announcer, sportscaster, and assistant program director.

J. Harlen Rook, formerly of KTLN Denver, appointed program director of KQV-AM-FM Pittsburgh.

Merle Harmon, new radio voice of Milwaukee Braves and formerly announcer of Kansas City Athletics, has been signed as sports director of WEMP Milwaukee. He will assume daily sportscasts and play-by-play now handled by Earl Gillespie, who leaves soon to become sports director of WITI-TV, that city. Mr. Harmon will continue his weekly sports show on ABC-TV.

Yale Udoft, manager of eastern nighttime sales service for ABC-TV, New York, promoted to eastern script supervisor in ABC-TV network programming department. In new position, Mr. Udoft will be closely concerned with scripts for current nighttime filmed programs and will work with ABC-TV program supervisors in Hollywood.

Tom Williams, air personality at WJOB Hammond, Ind., assumes added duties as program director.

George Taylor, chief announcer at WANE Fort Wayne, Ind., joins WREC Pittsfield, Mass., as program director, replacing Barry Stigers, who becomes account executive and manager of station's sales service department.

James Garner, who became well known for his performances in title role of long-run TV series Maverick, has been appointed host of 90-minute special, Inside the Movie Kingdom—1964, which will be presented on NBC-TV network Friday, March 20 (9:30-11 p.m. EST). Special will be produced by Sextant Inc., in association with editors of Life magazine.

Doug China, 12-year broadcast veteran, named eastern sales representative of PAMS Syndicated Productions, Dallas, with headquarters at Hartford, Conn.

John Mackey, member of Baltimore Colts football club, joins sports and public relations staff of WABA Baltimore. Mr. Mackey will concentrate mainly on college and high school sports activities and present daily report and analysis of sports scene.

Marshall Jamison, producer-co-director of NBC-TV's That Was The Week That Was (Fridays 9:30-10 p.m. EST) named producer-director. Norman Paris named music director.

Charles Benedict joins staff of KLAC-AM-FM Los Angeles to handle Saturday sports desk.

Douglas R. Johnson, film editor at WCXT-TV Miami, joins WLAW-TV, that city, as film director.

Dave Wolford, formerly of WMAJ State College, Pa., joins WPNS Philadelphia as air personality.

Edward A. Hansen, organist for Seattle Symphony Orchestra, joins music staff of Wunda Wunda, half-hour children's program at KING-TV Seattle.

Edward Giller, program manager of WNBQ-AM-FM Birmingham, Ala., since February 1962, promoted to program director, replacing Thomas Whalen, who has resigned to join staff of WAVE Norfolk, Va. Mr. Giller joined WNBQ in July 1959 as TV director. Previously, he served in programming and news capacities at WINS New York.

Robert G. Kyle, production supervisor at KAKE-TV Wichita, Kan., promoted to program manager, replacing Robert C. Payne, former program-promotion manager, who has resigned.

David Commons, veteran producer-director of television commercials, joins DePatie-Freleng Enterprises as live action producer-director. Eric Pomerance named eastern sales representative for commercial production firm, whose headquarters are in Warner Brothers Studios at Burbank, Calif.

Al Becker, formerly of WHNY-TV (educational ch. 12) Wilmington, Del., resigns to accept position as producer-director at WNYC-TV New York.

Leo Durocher, coach of Los Angeles Dodgers, has become sports commentator on KFW Los Angeles, with two five-minute programs each weekday, at 8:35-8:40 a.m. and 5:35-5:40 p.m. Shows will be done live except when Dodgers are playing out of town, when they will be taped or telephoned in.

Leon G. Benschoter, operations director of KMTY-TV Omaha, appointed to station's special projects unit, responsible for production supervision of news
and special feature programs. Jack A. Fansher and W. Glen English named to KMVT's production department as producer-director and associate producer-director, respectively.

Alan Jay, newsmen-sports caster at WPEN-AM-FM Philadelphia, assumes added duties with station's Sunday night comedy DJ show.

Tommy Tyler, formerly of WWIN Baltimore, joins programing staff of WWKO Cocoa, Fl., replacing Jack Gale, who has joined WMEX Boston as air personality. Bob Norris, formerly of WCOB Boston and WABY Albany, N. Y., joins WWKO as air personality.

NEWS

Douglas Edwards, CBS News correspondent, elected president of Association of Radio-Television News Analysts, New York. Association, founded in 1942 and comprising broadcast news reporters and analysts, was established to promote high standards of analytical news broadcasting, to maintain professional code of ethics and to promote international understanding.

Bryan Anderson joins news staff of ABC-owned KGO-TV San Francisco as cameraman, replacing Ralph Mayher, who has been promoted to West Coast television cameraman for ABC News in Hollywood.

Charles Murphy, formerly of news staff of WBAP-AM-FM Fort Worth-Dallas, joins NBC News as correspondent for NBC-owned WRC-AM-FM-TV Washington. Mr. Murphy joined WBAP in 1957.

Robert Richards appointed news director of WRIA Memphis, Tenn., replacing Marie Wathen, who resigned.

Dan Rather, CBS News southern correspondent, succeeds George Hermann as white House correspondent, effective Feb. 15. Mr. Rather has been with CBS News since 1961.

John Babcock, formerly of KMPC and KLAC, both Los Angeles, joins staff of KFMB, that city, as political editor.

Mike Rogers joins WCTW-AM-FM New Castle, Ind., as news director.

John Frasca, former news secretary for Governor David L. Lawrence (D-Pa.), joins news department of WPEN-AM-FM Philadelphia as news and special features writer.

Don Saynor joins news department of WTAF-TV Marion, Ind. Robert Speaks, WTAF-TV personality, joins news staff of WSJT-TV South Bend, Ind.

Larry Parker, who recently was elected to Louisiana state legislature from Rapides parish, has joined news staff of KALB-AM-FM Alexandria, La. During regular legislative sessions, he will be relieved of all his duties at KALB to devote full time to his state responsibilities.

Richard A. Howell, formerly of WBNNS-TV Columbus, Ohio, joins news department of WLWC-TV, that city, as reporter-photographer.

Lowell Fletcher, previously associated with WAFP-Brevard, joins staff of WLOS-TV Asheville, both North Carolina, as news editor.

Ed Harrell, formerly of WWOX Charlotte, N. C., joins news department of WITN-TV Washington, N. C., for on-air announcing and news research.

Mike Chamberlain, formerly of WJTV-TV South Bend, Ind., and Jim Burris join news department of WFTV (TV) Orlando, Fla., as news editor and news assignment editor, respectively.

Edward Hanna, news writer-producer for ABC Radio, New York, named weekend editor and commentator for radio network's Flair Reports.

INTERNATIONAL

Charles Woram, formerly assistant to president of RKO Pictures, specializing in foreign marketing, and executive VP of both Noble Adv. and McCann-Erickson of Mexico, joins Smith & Dorian Inc., New York-based advertising agency, as VP in charge of international division. He will be responsible for all of agency's overseas activities as well as foreign language and ethnic markets in U. S.

George K. Mitchell, creative director on Cadillac account at MacManus, John & Adams, Detroit, joins McCann-Erickson Corp. (International) as VP and coordinator of automotive accounts in Europe. Mr. Mitchell will begin his European assignment in Rotterdam, the Netherlands, about Feb. 1.

Justin de Blank, for past five years account executive with J. Walter Thompson's London office, appointed manager of agency's Paris office, succeeding Kevin Farrell, who is taking leave of absence for reasons of health. Before joining JWT, Mr. de Blank held marketing positions with Unilever companies in Britain and Belgium.

Terry Yarwood rejoins Southern Television Ltd., London, as senior program director. Previously senior floor manager with Associated Television, Mr. Terry first joined Southern as trainee director prior to beginning of company's operations in August 1959. He was promoted to program director that year, and in December 1962, resigned to join BBC-TV's current affairs program, Tonight.

Michael Alexander, newscaster and staff producer with Southern Television Ltd., London, joins Thomson Television (International) Ltd. as program director at organization's Gibraltar station.

Ian Hall, account executive at CFTO-TV Toronto, to national sales manager.

R. F. Boag appointed advertising and public relations manager of John Inglis Co. Ltd., electrical appliance equipment manufacturer, Toronto.

Robert Lundquist, David L. Gray and Carl E. Rust have been added to management team NBC International has provided Nigerian government in staff training program for Nigerian Television Service, in accordance with agreement made in 1961. Mr. Lundquist,
former general sales manager of WICUTV Erie, Pa., will advise NTS on sales management problems; Mr. Gray, former production coordinator at WNBQ (TV) Chicago, will supervise in production management, and Mr. Rust, previously with North American Aviation, will handle maintenance engineering.

John Duncanson, graduate of Edinburgh College of Speech and Drama and who has worked in repertory theaters in London, Dundee, St. Andrews, Glasgow and Edinburgh, joins Border Television, London, as announcer.

ALLIED FIELDS

Glenn A. Mitchell, trial attorney with bureau of restraint of trade at Federal Trade Commission, has resigned to join Washington communications law firm of Welch, Mott & Morgan. Mr. Mitchell, who is 1961 graduate of Georgetown University School of Law, joined trial staff of FTC in July of that year. His responsibilities included trial and appeal within commission of cases involving Clayton Act and Federal Trade Commission Act.

Barry Ostrow, television news film writer-producer-director for public information office of Fort Carson, Colo., assigned to Armed Forces Korean Network, Seoul, as TV production specialist. Before entering military service, Mr. Ostrow was assistant staff director at WTOP-TV Washington.

Marlowe D. Froke, associate professor of journalism for past four years at Pennsylvania State University, University City, Pa., appointed director of broadcasting. Mr. Froke will direct broadcasting activities of university's proposed educational TV station (channel 3, Clearfield), application for which is pending before FCC. Before joining Penn State, Mr. Froke served as supervisor of TV news broadcast and news courses at University of Illinois, Urbana, and prior to that was news editor at WTOP-TV Chicago.

Clayton L. Edwards, former director of news and public affairs for WYAM-FM-TV Norfolk, Va., and James G. Cast, previously producer-director with Army's TV division at Fort Monmouth, N. J., join staff of educational TV and radio office at National Aeronautics and Space Administration, Washington, D.C.

Walter E. Whitaker recently was appointed director of that office.

EQUIPMENT & ENGINEERING

Robert S. Bell, president, board chairman and chief executive officer of Packard-Bell Electronics Corp., Los Angeles, relinquishes post of president to concentrate on long-range growth and development efforts of company. He remains as chief executive officer.

Wendell B. Sell, executive VP, elected president and chief operating officer. Mr. Bell has been president and board chairman of electronics firm since 1961. He joined company in 1948 as assistant to president.

King Baldwin, regional advertising manager, promoted to national advertising manager of Robert Electronics, Los Angeles manufacturer and distributor of tape recorders and associated audio products.

Harold L. Brokaw, chief engineer of wowo Fort Wayne, Ind., joins WINS New York in same capacity. Mr. Brokaw replaces Paul von Kunits, who will supervise renovation of WINS's transmitter facilities.

Arthur C. Davis, design engineer and manufacturer and until recently manager of Langevin division of Sonotec Inc., appointed director of new audio controls division of Altec-Lansing Corp., Asheville, Calif.

William V. Hargreaves Jr., chief engineer, Polytronics Laboratories, West Caldwell, N. J., has been elected VP-engineering. Charles Weyble, manager of materials, has assumed additional duty of treasurer of company.

Three regional sales managers for RCA Sales Corp. were promoted last week. They are Elmer D. Eades, manager of commercial relations, Atlanta region; Fred E. Folsom, manager of commercial relations, San Francisco region, and William L. Rothenberger, manager of commercial relations, New York region.

John E. Borg, marketing and general sales manager of Technical Associates (nuclear instrumentation products), Burbank, Calif., named western region sales manager for Reeves Soundcraft division of Reeves Industries, Danbury, Conn. Mr. Borg will be responsible for sales of all Reeves Soundcraft magnetic recording products to government, industry and consumer markets.

Joseph W. Alinsky, formerly manager of Dage division of Thompson Ramo Wooldridge, appointed to newly created post of manager of engineering, video products, for GPL division of General Precision Inc., Pleasantville, N. Y. Mr. Alinsky will have technical responsibility for GPL Precision television line, expanding video and video-related controls for industry, and investigating aerospace TV designs using microelectronic techniques.

Joseph K. Mann, manager of vacuum development for Kane Engineering Labs, Palo Alto, Calif., joins Eitel-McCullough Inc., San Carlos, Calif., as senior project engineer in company's high power microwave laboratory.

Thomas D. Sege, manager of power grid tube division of Eitel-McCullough Inc., San Carlos, Calif., appointed to newly created post of manager of operations, responsible for activities of company's five operating divisions.

Luther E. Cisne, manager of Eimac's microwave tube division, named assistant for planning, also newly created position. Both Messrs. Sege and Cisne will report to Richard T. Orth, VP and general manager of electron power tube manufacturer. Robert Herdman appointed acting manager of power grid division, and Murray Dismann to acting manager of microwave tube division.

Roger Damm appointed marketing services manager for semiconductor products division, Motorola Inc., Phoenix, Ariz.

Roger S. Gurley joins Raytheon Co., Dallas, as senior sales engineer with firm's semiconductor division.

William C. Sullivan, formerly with Ravenswood Corp., Annapolis, Md., and National Record Mart, Pittsburgh, appointed sales training manager of Sylvania Home & Commercial Elec-
Andrews strikes gold

Eamonn Andrews, 41, one of British Broadcasting Corp.'s leading radio and TV personalities for 14 years, has signed exclusive three-year contract for $940,800 with ABC Television Ltd., one of Britain's major TV companies. Contract, which begins in September, gives ABC his exclusive TV services, but allows Mr. Andrews to broadcast for BBC, except for weekends. Mr. Andrews, who will continue as chairman of Televis Eirean, Irish TV network, will appear in ABC programs for 39 weeks of year.

Zeke Rose, ABC press information magazine contact, resigns to join PR firm of Harshe-Rotman & Druck, Los Angeles, as account executive.

DEATHS

Nona Kirby, head of her own regional radio-TV sales representative firm, Nona Kirby Co., Boston, died Jan. 20 at her home in Cambridge, Mass. Mrs. Kirby, 30-year veteran of broadcast field, started her career as manager of artists bureau at WCOPE Boston, later becoming general sales manager of former WLAW-AM-FM Lawrence, Mass., before organizing her own firm. She was founder of Broadcasting Executives Club of New England.

John E. Hopkinson, 54, president of WTEL Philadelphia, died Jan. 19 of heart attack in that city. Mr. Hopkinson, who at one time worked for WJJD, WIND and WGN, all Chicago, acquired WTEL in 1959. He formerly owned WKAB Mobile, Ala.

Roger Morris Courtney, 25, promotion manager of KCRA-TV Sacramento, Calif., was killed Jan. 15 in automobile accident.

Harry E. Austin, VP for Pacific Coast activities of RCA, New York, died Jan. 20 while vacationing in Mexico. Mr. Austin’s posts during his 36 years with company included radio operator, commercial representative and district manager. He was elected VP in 1950.

Christie R. Bohnsack, 82, former director of WNYC New York from 1924, when municipal broadcast station went on air, until 1958, died Jan. 20 at Manhattan State Hospital, that city.

**FOR THE RECORD**

**STATION AUTHORIZATIONS, APPLICATIONS**

As compiled by Broadcasting Jan. 16 through Jan. 22 and based on filings, authorizations and other actions of the FCC during that period.

This department includes data on new stations, changes in existing stations, ownership changes, hearing cases, rules and standards changes, routine roundups of other commission activity.

Abbreviations: DA—directional antenna. CP—construction permit. ERP—effective radiated power. VHF—very high frequency. UHF—ultra high frequency. ant.—antenna. sur.—sural. vis.—visual. kw—kilowatts. mc—megacycles. d—day. n—night. LS—local sunset. mod.—modification. trans.—transmitter. unl.—unlimited hours. kc—kilocycles. SCA—subsidiary communications authorization. SSA—special service authorization. STA—special temporary authorization. SH—specified hours. *educational. Ann.—announced.

New TV stations

**APPLICATION**


**EXISTING AM STATIONS**

**APPLICATION BY FCC**

WLIB New York—Granted increased power from 1 kw to 10 kw, with DA, continued operation on 1150 kc, limited to WWGO on that frequency in Ft. Wayne, Ind., conditions.

WGET Wendell-Zebulon, N. C.—Granted increased power from 250 w to 5 kw, with DA, continued operation on 540 kc, D; conditions.

**APPLICATION**

KRBW Burns, Ore.—CP to increase day-time power from 250 w to 1 kw and install new trans.

**NEW FM STATIONS**

**APPLICATION BY FCC**

Milton, Fla.—Maples Broadcasting Co. Granted CP for first FM on 106.3 mc, channel 272. 3 kw. Ant. height above average terrain 146 feet. P. O. address 111 Orange Street, Milton. Estimated construction cost $10,753; first year operating cost $10,000; revenue $15,000. H. Byrd Mapoles, sole owner, is manager of WEDE Milton. Action Jan. 16.

Logansport, Ind.—Logansport Broadcasting Corp. Granted CP for new FM on 102.3 mc, 3 kw. Ant. height above average terrain 199 feet. P. O. address Box 360, Logansport. Estimated construction cost $13,515; first year operating cost and revenue to be figured with AM operation. Principals: Glenn L. Miller, Robert M. Booth Jr., and Elizabeth N. Bingham (each 1/4). Logansport Broadcasting is licensee of WSBJ Logansport, and Mr. Booth Jr. owns 1/4 of WELI Battle Creek, Mich. Action Jan. 15.

Moss Point, Miss.—Coastal Cities Broadcasting Inc. Granted CP for new FM on 104.9 mc, channel 280, 3 kw. Ant. height above average terrain 185 feet. P. O. address Box 832, Spring Hill Station, Mobile, Ala. Estimated construction cost $30,106; first year operating cost $35,000; revenue $43,000. Coastal Cities is also applicant for new AM

**EDWIN TORNBERG & COMPANY, INC.**

Negotiators For The Purchase And Sale Of Radio And TV Stations

Appraisers • Financial Advisors

New York—60 East 42nd St., New York 17, N. Y. • MU 7-4242

West Coast—1357 Jewell Ave., Pacific Grove, Calif. • FR 5-3164

Washington—711 14th St., N.W., Washington, D.C. • DL 7-8531
SUBSCRIPTION APPLICATION

BROADCASTING The Businessweekly of Television and Radio
1735 DeSales Street, N.W., Washington, D. C., 20036

Please start my subscription immediately for—

square $8.50 square $14.00 Payment attached

square $13.50 Please bill

1964 Yearbook $5.00 (as long as supply last)

name

title/position

address Business Home

city state zip code

name company name

(92 FOR THE RECORD)

BROADCASTING, January 27, 1964

Hearing cases

INITIAL DECISION

Hearing Examiner Charles J. Frederick issued initial decision looking toward denial of application of Albert John Williams for change of operation of KTJM Ingleside, Texas, to 1460 kc feet. Issues include determination of ownership and control of AM station KYY. Action Jan. 16.

DESIGNATED FOR HEARING

Floyd Byler, Charles H. Chamberlain, The Brown Publishing Co., all Urbana, Ohio; Paul Dean Ford and J. J. Winchester, London, Ohio—Designated for consolidated hearing. Applications for license to operate FM stations on 106.1 mc—Beyle, with 860 w, ant. height 600 feet; Chamberlain, with 1500 ft. Brown, 3 kw, ant. height 300 feet, and Ford and Winchester, 6 kw, ant. height 600 feet. Issues include determination of license and control of operation of FM by Beyle as well as comparative considerations. Action Jan. 15.

By order, commission designated for hearing applications (wholly or partly owned by B. F. J. Timm) for renewal of license of WTCF Tallahassee, Fla., and of KBFL for renewal of FM station WTAB by Timm for new AM on 1 kw, and WADV on 1 kw, and WAD in Jacksonville, Fla., in consolidation with proceedings on revocation of license of Radio Station WUTF Inc. (of which...
By memorandum opinion and order, commission denied petition by Chambersburg Broadcasting Co. for reconsideration of reclassification of WCBG Chambersburg on 1590 kc from 5 kw, to 1 kw-N, 5 kw-LW, DA-N. Action Jan. 22.

By order, authorized two additional channels for Woodstock for retransmission of Rockville (RKO General) and Woodstock, Conn. Both would be for service to local hotels, motels, etc., one for hotellists utilizing less power, the other for those using lesser number. Action Jan. 16.

By memorandum opinion and order, commission (1) removed stay which was imposed April 15, 1962, pending submission of programming information concerning new predicted service area, and (2) reinstated Dec. 18, 1962, grant to KTBS, Inc., for new FM station for Texarkana, Tex., to 170,000 and (2) denied permit by RCMN Inc. (Santa Fe, N. M.) for reconsideration of April 17, 1962, memorandum opinion and order, dismissing earlier protest petition and denied request for hearing on reconsideration. Action Jan. 15.

By order, commissioned oral argument on March 26 in proceeding involving NBC, RKO General Inc. and Philco Corp., to extend time from March 16, 1962, to file exceptions to initial decision in hearing. Action Jan. 15.

By order, commissioned oral argument on March 26 in proceeding application of Avoyelles Broadcasting Co., N. A., New Road, La., for new station, filed on March 16, 1962, to be located on site except for construction and proposed operation station. Member Slone dissented. Action Jan. 15.


By proposed amendment to permit by WilDH Inc. and withdrawal from participation of WDB in application for new AM stations in Port Arthur and Vidor, respectively. Action Jan. 19.


By order, granted by Boardman Broadcasting Inc. and waived Sect. 1384 of rules in proceeding for new FM station on channels 7 and 17 in Boardman, Ohio, and brought into effect by amendment. Action Jan. 15.

By memorandum opinion and order application of Sunbeam Television Corp. for new AM station on channel WCTC (TV) (ch. 7) and Community Broadcasting Corp. for new station on channel, both Miami, in Docs. 15185-6, (1) granted motion by Community for leave to file answer to petition for reconsideration of Board's order to enlarge issues; and (2) denied petition by Sunbeam Television Corp. for issuance of information, but denied petition to enlarge issues. Board Member Nelson concurred and issued statement. Action Jan. 15.

By order, members Berkemeyer, Stone, and Nelson adopted decision of Vice Chairman James L. Wilson for new AM on 540 kc, 250 w-D, in Anchadorks, Okla. Member Nelson dissented, for procedural reasons, and reserved his initial decision looked toward. Action Jan. 15.

By memorandum opinion and order in consolidated proceeding on applications of Calhio Broadcasting Co. and Tele-Sonic, Inc., new AM stations in Rivers and Foreman, Md., respectively. In Ohio, in Docs. 14973-5, (1) held in abeyance joint request by Calhio and Tele-Sonic for approval of dismissal agreement whereby Salem's application would be dismissed in consideration thereof, Calhio and Tele-Sonic would reimburse Salem amount not to exceed 2500 for expenses incurred; (2) afforded Salem 30 days to supplement showing as to expenses incurred; and (3) directed Salem to cooperate to comply with Sect. 1523 (b) of publication rules to aid Calhio in grasping opportunity to apply for facilities specified in Salem's petition. Member Slone concurred and issued statement; Member Slone dis- nissed and issued statement. Action Jan. 15.

By order, granted permit by General Television Bureau to extend time to Jan. 30 to file exceptions to initial decision in proceeding on AM station WOED, Woodland, Calif. (KILJZ, Branford, Minn. Action Jan. 16.

By order, commissioned oral argument on March 26 in proceeding involving NBC, RKO General Inc. and Philco Corp., to extend time from March 16, 1962, to file exceptions to initial decision in hearing. Action Jan. 15.

By order, commissioned oral argument on March 26 in proceeding involving NBC, RKO General Inc. and Philco Corp., to extend time from March 16, 1962, to file exceptions to initial decision in hearing. Action Jan. 15.

By order, ordered that Examriner David I. Krauss, in lieu of Herbert Sharman, will serve as presiding officer in Paterson, N. J., TV comparative proceeding. Action Jan. 16.

By Hearing Examiner Basil P. Cooper

By order, hearing examiner ordered text of 25000 for expenses incurred; (2) afforded Salem 30 days to supplement showing as to expenses incurred; and (3) directed Salem to cooperate to comply with Sect. 1523 (b) of publication rules to aid Calhio in grasping opportunity to apply for facilities specified in Salem's petition. Member Slone concurred and issued statement; Member Slone dis- nissed and issued statement. Action Jan. 15.

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Huntington height)

January 27, 1964

BROADCASTING, Jan. 22

ON AIR CP's NOT ON AIR TOTAL APPLICATIONS

Lic. CP's CP's for new stations

AM 3,855 97 108 290

1,129 3 111 287

TV 522 a 60 79 121

OPERATING TELEVISION STATIONS

Compiled by Broadcasting, Jan. 22.

VHF UHF TV

TOTAL

Commercial 477 95 572

Noncommercial 53 29 82

COMMERCIAL STATION BOXSCORE

Compiled by FCC, Dec. 31

AM FM TV

Licensed (all on air) 3,854 1,115 522

CP's on air (new stations) 83 31 50

CP's not on air (new stations) 197 20 217

Total authorized stations 4,039 1,249 561

Applications for new stations (not in hearing) 179 245 60

Applications for new stations (in hearing) 109 11 58

Total applications for new stations 288 256 118

Applications for major changes (not in hearing) 218 77 42

Total applications for major changes 263 79 50

Licenses deleted 0 0 0

1 Does not include seven licensed stations off air.

Includes three noncommercial stations operating on commercial channels.

SUMMARY OF COMMERCIAL BROADCASTING

Compiled by Broadcasting, Jan. 22

AM FM TV

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Licenses deleted 0 0 0

1 Does not include seven licensed stations off air.

Includes three noncommercial stations operating on commercial channels.

PETITION FOR RULEMAKING DENIED

Community Broadcasters Association Inc., Marion, Ohio—Denied request for amendment of rules governing maximum permissible nighttime power for class IV AM's to permit such a station on local channels, operating with daytime power of 500 TV watts, to employ the same during nighttime hours in lieu of present maximum for local channels. Action Jan. 10.

AMENDED PETITION FOR RULEMAKING

*WSIU-TV Carbondale, Ill.—Requests amendment of rules to delete request to allocate and reserve for noncommercial educational use channel 16 at Newton, Ill., and at same time substitute channel 55 for channel 16 at Osney; in lieu thereof, requests commission reserve for educational use existing channel 16 at Osney. Received Dec. 31, 1963.

PETITIONS FOR RULEMAKING FILED

KCLE-FM Dallas—Requests amendment of rules to permit table of assignments as follows: Dallas: delete channel 238, add 265; Durant, Okla.: delete 238A, add 265A; Matild, Okla.: delete 238, add 265; Fort Worth, delete 238, add 306; Wichita Falls, Tex.: delete 236, add 237A; Austin, Tex.: delete 234, add 280A. Received Jan. 10.

Educational Broadcasting Corp., New York—Requests institution of rulemaking proceeding looking towards (1) assignment of channel 14 to New York-New Jersey Connecticut metropolitan area, with main studio in New York City and trans. at Empire State Building, (2) reservation of channel for noncommercial educational use, and (3) to permit location of ant. on Empire State Building, 152.5 miles from WNYW-TV (ch. 14) Worcester, Mass., which is two-and-one-half miles less than required separation. Pending outcome of rulemaking proceeding, requests waiver of section 15.65(5) of commission rules to permit filing of application. Received Jan. 13.
**CLASSIFIED ADVERTISEMENTS**

(Payable in advance. Checks and money orders only. **FINAL DEADLINE—**Monday preceeding publication date.)
- **SITUATIONS WANTED** 20¢ per word—$2.00 minimum **HELP WANTED** 25¢ per word—$2.00 minimum.
- **DISPLAY ads** $20.00 per inch—STATIONS FOR SALE, WANTED TO BUY STATIONS & EMPLOYMENT AGENCIES advertising require display space.
- All other classifications, 30¢ per word—$4.00 minimum.
- **No charge for blind box number. Send replies to Broadcasting, 1725 DeSales St., N.W., Washington, D.C. 20036.**

**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**

Sales manager—midwest, medium market, net affiliate. Excellent guarantees for proven salesmen and plenty of room to grow with this group operation. Only professionals need apply. Box A-8, BROADCASTING.

Sales manager to work with Negro program station, not a chain operation. Station rated No. 2 general, No. 1 Negro by wide margin. Double 23 gross in '63. Experience in Negro programed operation not essential. Good market located in Georgia negro political market. Excellent, starting salary plus commissions. Our salesmen know of this ad and are very interested for ad is that we plan to expand to other markets in future. Box A-124, BROADCASTING.

Sales manager, small market, ticket, announcing helpful. Box A-188, BROADCASTING.

Ohio daytimer needs station manager who knows all phases of small radio station. First phone ticket desirable but not essential. Box A-220, BROADCASTING.

Need capable and experienced manager who will promote, direct a small sales staff and be a working part in sales as well as manage a top, market daytime operation located along Eastern seaboard. Good salary and commercial opportunity in future. Send detailed resume, references and recent income along with a photo to Box A-270, BROADCASTING.

Management plus ownership participation desired by responsible, successful California broadcaster. Box A-273, BROADCASTING.

Executive salesman, management experience radio-TV. Fulltime travel, territory residence required. Immediate openings: New York City, Boston, Baltimore, Charlotte, Nashville, Minneapolis, St. Louis, Detroit, Cleveland, Pittsburgh, etc. Box A-221, BROADCASTING.

**Sales**

Large East Coast market, Chain operation. Intelligence, hard work at adult programed station desired. Apply in confidence. Box P-282, BROADCASTING.

Madison, Wiss. number one rated station has immediate, outstanding sales opportunity for young creative type. We pay biggest guarantee, biggest commissions in market. WSM.

If you need more in '64 join the rapidly expanding sales department of WLEE radio—No. 1 adult, Richmond market. Apply to: or write Dick Fyles, commercial sales manager, radio station WLEE, Richmond, Virginia.

New station accepting applications for all positions. Send complete resume, tape. References to WMJR, Lake Geneva, Wisconsin.

Opening for salesman or salesman-announcer. Will train if qualified. Jim Rivers, WMJFM, Cordele, Ga.

**Announcers**

One man for basketball, football play-by-play, news, production, light board shift. Box P-390, BROADCASTING.

Experienced radio announcer, for combo radio & TV, Rocky Mountain area. Preferably, not married, want to locate permanently. Chance for TV. Send tape, recent photo, complete resume, references to Box A-18, BROADCASTING.

Housewife announcer for western Pennsylvania metropolitan station. Forward tape, resume and photo. Box A-20, BROADCASTING.

Announcer—first phone—$5,000 watt New York state regional needs swinging dj for several years in Eastern Schedule. Send tape and resume to Box A-68, BROADCASTING.

1st phone. No prima donna. Excellent living area and wonderful money. Must have experience in the business. Photo, tape & resume to Box A-69, BROADCASTING.

Attention Southwest area first phones. All night staff shall open soon. Adhere to format and programmed music. No maintenance required. Send tape including news, resumes to Box A-102, BROADCASTING.

Major Southwest opportunity for morning man to run a station with polished pro delivery. Submit tape and resume to Box A-183, BROADCASTING.

Better jobs passing you by? Program manager, top 15 market will criticize half hour air checks, wrongs and rights, $10.00. Confidential return. Box A-118, BROADCASTING.

East coast, near Baltimore, experienced announcer with first phone. Full resume and tape. Box A-121, BROADCASTING.

Good place for real swinger for morning or afternoon time block. Top rated station in Southern market. Box A-160, BROADCASTING.

Beginning dj with 1st phone, Midwest. Fast paced top 40 format. No maintenance. Box A-171, BROADCASTING.

Where is a good format dj? We need one for a station just going format. Metro-Multiple-Marketing Real opportunity. New equipment. Send tape and complete resume including earnings to Box A-176, BROADCASTING.

Immediate opening for experienced morning men. Good pay and opportunity in Pennsylvania station of long standing. Send tape, references, experience and salary expected in first correspondence. Box A-179, BROADCASTING.

East coast major market top rated top 40 modern format station has opening for experienced personality who is "light" and "bright." Good salary and fringe benefits. Send tape and resume to Box A-186, BROADCASTING.

We are looking for competent newsmen. We are a market with top ratings. The man we want must be able to handle anything as well as writing and airing news. Excellent opportunity for a bright, well versed newsmen. Start Salary $4,000. Box A-311, BROADCASTING.

Are you a young radio announcer with a mature voice, willing and able to become a part of our team? Send resume in confidence to Box A-313, BROADCASTING.

Morning man for East coast adult music station. Experience required. We have a well established station. Must have good air voice and commercial delivery. Employee benefits. Box A-244, BROADCASTING.

Immediate opening for reliable experienced announcer. Must furnish complete resume, tape, photo, references to KCLU radio, Box 325, Holia, Mo.

Immediate opening for top-flight personality dj. Sweet music format with top 40 type programing. Send tape and resume to KNKL radio, 404 South 13th, Lincoln, Nebraska. 68508.

Colorado 5 kw has opening for announcer with good voice and production know-how. Good programing on well established station. Send tape, references and resume to Rush audition, tape, photo, references. KSIB, Creston, Ia.

Experienced announcer, good voice, third phone. Send resume to Box A-96, BROADCASTING.

Excellent top announcer for production and news experience. Seller, Premium salary for right man. Resume photo and audition to: William G. HANN, KMGK, Forest City, Ark. No calls, please.

Announcer with first phone, no maintenance. WAMD, Aberdeen, Md.

News announcer for Negro orientated station. Must have ability to collect and rewrite news. Some dj experience. Opportunity for right man. Send resume and tape. Zenas Sears, WAKQ radio station, 110 Edgewood Avenue, Atlanta, Ga.

We need an announcer who can run a morning show on a classical music station. This man must be able to pull his own show. He must be able to sell on the air. And he must be able to pronounce the names involving classical music. Opportunity is national. Here is a wonderful opportunity for a brighter than average man to work in one of America's most successful AM/FM stereo operations. Write or phone Program Director, WQMS, Hotel Harrington, Washington, D. C.

Immediate opening: Sober dj . . . top 40 small market—South Carolina coast—no prima donnas or prima donnas, resume and references at once. WGGO, Georgetown, South Carolina.

Como man to act as chief engineer. Primary concern engineering. Announcing ability appreciated. Immediate opening. WITL, Box 142, Danville, Ill.

New station accepting applications for all positions. Send complete resume, tape. References to WMBR, Lake Geneva, Wisconsin.

Immediate openings modern format full-time. Combination first phone announcer, strong on news, also salesman-copywriter. Good market, good pay. No one necessary. Send resume, tape, picture, expected pay. WNBX, Box 400, Ft. Walton Beach, Fla.

News director to do m & r show. Must be experienced and no screamer. Willing to work late night shift if necessary. First ticket preferred is not essential. You must be able to read well. You will be working for one of Georgia's leading Negro oriented stations. Salary commensurate with experience. Send tape and resume to WOKS radio, P. O. Box 988, Columbus, Georgia.

Opening now for strong morning man with news ability for Western Pennsylvania daytime. No experience needed. Excellent broadcasting with checkable references. Audition, resume, photo, recent earnings to program director, WPHC, Box 61, Sharon, Penna.

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BROADCASTING, January 27, 1964
Announcer wanted for general staff duties. Please furnish complete details and references, first letter, also photo to Ed Damon, manager, KBNN, Denver, S. C.

Announcer, 1st phone, mature voice, experienced with good music programming, contact Dave Baker, WPTW, Piqua, Ohio, 1-513-733-3513.

Technical
Rocky Mountain station needs capable enginewoman to home announcing. Box A-46, BROADCASTING.

Colorado kiswalt-clean station, pleasant surroundings—needs first with maintenance-announcing experience. Good work record essential. Salary commensurate with ability. Box A-46, BROADCASTING.

5 kw adult sound regional wants 1st willing, reliable 1st phone—news, sports helpful. $360 to start. Tape, resume, references. Box A-167, BROADCASTING.

Wanted...a rare combination. A fully qualified chief engineer capable of complete maintenance, daytime directional. Must also have pleasing voice, as you will be working a board shift. An excellent opportunity with a good salary for the right man. Send complete resume, with references, to Bob Martin, Thayer, Missouri.

KLMR radio has an opening for an experienced and qualified chief engineer with announcing ability. The station has just moved its 2 kw to 5000 watts. New Gplete audio and Bauer transmitting equipment. Interested parties reply references. Write or call Kent Roberts, Lamar, Colorado.

First phone who can also announce for small station. Contact KRBN radio, Red Lodge, Mont.

Chief engineer for 5 kw directional and 1 kw sister station. Need experienced man who can assume responsibility for both studio and transmission. Nonunion. Send resume, references to WQMR, WQAY-FM, Platteville, Wis.


New station opening for all positions. Complete resume, real estate, references to WRPI, Lake Geneva, Wisconsin.

Wanted: Experienced combination engineer-announcer. Apply to WPXM radio station, Smithfield, N. C.

Immediate position open for Chief engineer radio stations WQMR/WQAY-FM, Washington, D. C. 1st class ticket mandatory. Only aggressive, qualified engineer capable of assuming responsibility need apply. References and background will be thoroughly checked. Application will be to Ted, Station Manager, WQMR, Washington, D. C.

Production—Programming, Others
Assistant P. D. needed in major Northeast market by dominant 50 kw station. Should be experienced and present, looking for advancement to hard work. Air shift requires weekend work, resume to Box A-98, BROADCASTING.

Newman...who can get it...write it...on network station in Southeast. Start at $900 a week. If you have a good voices, news experience and a car, send tape and references. Box A-56, BROADCASTING.

Program director-announcer, large Midwest market, thoroughly experienced and responsibility conscious. Box A-161, BROADCASTING.

Intelligent beginner for diverse duties. Continuity production, news, board shift, traffic. Must be modern format. Program Director, Box A-172, BROADCASTING.

Program director, experienced. Supervise announcers, production, news, board shift, traffic. Must be modern format. Program Director, Box A-172, BROADCASTING.

5 kw directional and one sister station—announcing. Box A-103, BROADCASTING.

Newsmen, gather, write, deliver local news for network affiliate clear channel. Mobile cruiser plus equipment for top new reports. Work in one of Wisconsin's finest radio facilities. Tape, resume to Manager, WDUX, Wausau, Wisconsin.

At one! Experienced copywriter, Professional, punch copy for wide-awake radio. Immediate opening...good pay. Forward background, experience, etc. Paul Parket, WLAB, Jacksonville, N. C.

New station opening for all positions. Send complete resume, tape. References to WAR, Lake Geneva, Wisconsin. Negro or white production and program manager with first ticket. Must be able to write and edit copy, edit sales tape and do simple maintenance on nondirectional system. Station located in Central metropolitan area, rated No. 1, No. 1 general. No. 1 by 8 to 1. Salary commensurate experience. Write or phone WOKS radio, P. O. Box 1998, Columbus, Georgia.

Wisconsin independent seeking industrious newsmen with ability to gather, write, air local news. Complete resume, audition tape to Phyllis L. Taven, WQMR, Wisconsin Rapids, Wis.

Young man for Midwest aggressive news operation. Local news gathering, writing and reporting for radio & TV. Send resume, tape, pictures and photo to Sam Hall, WTRC, Elkhart, Ind.

Real opportunities for announcers, salesmen, operation directors with the Sturt radio stations. Send resume and tape right away to: Orv Koch, Box 391, Lincoln, Nebraska.

$15,000 a year buys a real pro. Thirty years experience, all list. Ten year national sales manager in top market with top-rated station. Innovative background & ability. Aggressive. Write Box A-150, BROADCASTING.

Experienced radio station manager wishes to operate a station in southern California. Over 20 years experience, strong on all phases. Write for information Box A-198, BROADCASTING.

General manager. Successful career in engineering, programing and sales. General manager ten years previous location. Experienced planning, construction and administration, desires opportunity in larger market or association with station group. Box A-203, BROADCASTING.

Check these qualifications. Seventeen years in radio. Nine as manager, P. D., news director, talent. Successful operator local and national sales, promotions and promotion, Box A-206, BROADCASTING.

Southeast states. Manager or assistant manager. Proven, top experience. Write Box A-206, BROADCASTING.

Wanted management or asst. management slot in small or medium market. 25, B. S. in Business Administration. Presently in radio industry. Presently single and desire change. Salary $15,000. Box A-225, BROADCASTING.

Manager and wife team, experienced radio-TV, currently operating successful single, desires climate change. Reply Box A-227, BROADCASTING.

Attention absentee owners! 20 years experience as manager, sales manager, program director, staff announcer. Thoroughly understanding writing, producing and selling programs and spot commercials. Speciality in sales. Excellent references. If you are interested, call station, talk with me, Florida, Southwest, California. Available immediately. Phone details on every inquiry. Phone 268-9052 Jacksonville, Florida or write Box A-336, BROADCASTING. Box A-240, BROADCASTING.

10 years sales experience in small and medium market. Desire management in medium market. Able to invest. Presently employed station manager. Box A-240, BROADCASTING.

Available only to attractive proposition: One-man combination station manager, engineer, salesman, copywriter, community relations man, program director, bookkeeper and if necessary, announcer. Sober, dependable, family man. College education, 19 years in radio, veteran and still under 30. Will require personal interview. Box A-248, BROADCASTING.

General management wanted in small or medium market. Knowledge of sales. Box A-292, BROADCASTING.

Attention new general managers with proven record want permanency—well located—best references...Box A-281, BROADCASTING.

Veteran broadcaster looking for new challenge. Loads of experience and know-how to deliver all types of personalitv for one of nation's top regions. If your station seeks top energetic management or PD-personality? Box A-262, BROADCASTING.

Sales

Presently employed 22B market, sales. Wife said move to Fla. Highly experienced radio sales, management, announcing, Gen. Mgr., (market 300M), 1st phone. Will start with you for living wage any position and move up. Move me and I'm yours immediately.

Box A-132, BROADCASTING.

Salesmen-announcer experienced all phases, wants management opportunity. Top billing salesman market 350,000. No. 1 ratings on air past ten years. Currently % share of audience. Box A-165, BROADCASTING.

Will represent your radio station in N. Y. City, utilizing radio advertising advertising agencies to close business for you at a fee. Interested? Have been in radio advertising for 35 years. Box A-191, BROADCASTING.

Announcers

Young experienced announcer with news and spot to experience available, immediately. Box R-36, BROADCASTING.

Dj, tight board, strong news, sell commercial, record hop vol. Box A-99, BROADCASTING.

Combo—1st phone. Like to relocate to N.Y. City, utilize radio, direct adver-saving. Advertising agencies to close business for you at a fee. Interested? Have been in radio advertising for 35 years. Box A-118, BROADCASTING.

Top rated drive-home time dj with 7 years experience in major markets. Desire position at top notch with future. Am dependable, efficient, can handle top 40 or middle of road format, appearance well. Also experienced in sales gathering, writing, and reporting. New with one of the best known in the field. Replies in. Box A-176, BROADCASTING.

Experienced Los Angeles air personality looking for P. D. position. Box A-36, 3rd class. Box A-177, BROADCASTING.

Dj/Announcer, announcer/dj. Air personality. Announcer, Experiences. Box A-178, BROADCASTING.
5 years experience. DJ announcer, mature voice, light license, desire East Coast. Box A-192, BROADCASTING.

Experienced, mature man desires permanent position in Florida. 10 years experience. All radio and sports a specialty. Box A-195, BROADCASTING.

First phone announcers. Broadcast school please. Short on experience but long on ability. Box A-202, BROADCASTING.

Young experienced announcer-newsman des- igning news program for some time in area—will consider others. Dependable, available immediately. Uncle Sam used for two years on radio in NYC. How about you. Box A-215, BROADCASTING.

Experienced, 25, married, tight production, sales, sports, news. Mature middle of road voice. Have done production and editing. Prefer job on radio—will consider others. Dependable, available immediately. Uncle Sam used for two years on radio in NYC. How about you? Box A-215, BROADCASTING.

Immediately—crack newsmen/director, very sat- isfactory di. Bright, tight, creative. Experienced all phases. All replies answered. Box A-212, BROADCASTING.

Announcer-currently with 50 kw station seeks employment anywhere. 15 years experience. Prefer Northeast but will con- sider other areas. Box A-289, BROADCAST- ING.

Announcer, currently with 50 kw station seeks employment anywhere. 15 years experience. Prefer Northeast but will con- sider other areas. Box A-289, BROADCAST- ING.

Immediate—newsmen/director, very sat- isfactory di. Bright, tight, creative. Experienced all phases. All replies answered. Box A-212, BROADCASTING.

Dj/Announcer. Family man, Not a prima donna, needs permanent position. Dependable. Box A-218, BROADCASTING.


Sports announcer, single, 2 years at AFRS, N. Y. Experienced in play-by-play, interview, college, grad. Prefer East. Top references from N. Y. area. Box A-219, BROADCASTING.

Ex-McLendon dj now available. No. 1 even- ning traffic man in market of 25 million. Sincere. Excellent references. Will relocate to major market top 40 as soon as possible. Box A-222, BROADCASTING.

Experienced newsmen, all phases of Broadcasting including mobile unit, news, rewrite. Worked three years in New York City. Good references. Desire television. Box A-224, BROADCASTING.


Well experienced. Wish to remain in good size medium or large market. Top 40. Prefer Midwest or East. Box A-245, BROADCASTING.

16 years experience. Announcing, selling first class license. Strong references. Box A-247, BROADCASTING.

DJ-announcer: Bright personality, authoritative newscaster, dependable, tight board, not a floater. N. Y. Experiences. Box A-251, BROADCASTING.

Hire a parrot for your swinging format sta- tion cause that kind of radio is for the birds. If your listeners and practitioners demand some- thing better, try good talk. Try MBC style philosophical talk jockey. Fine air sample, great talk. Every night show. A image builder with a personal reputation that can strengthen the station. Write for further information. Box A-256, BROADCASTING.

Real pro... tape and references will prove it. Two different major markets want something stable in major or medium market. Box A-310, BROADCASTING.

Announcer, currently with 50 kw station seeks employment anywhere. 15 years experience. Prefer Northeast but will con- sider other areas. Box A-289, BROADCAST- ING.

Announcer, currently with 50 kw station seeks employment anywhere. 15 years experience. Prefer Northeast but will con- sider other areas. Box A-289, BROADCAST- ING.

Announcer, currently with 50 kw station seeks employment anywhere. 15 years experience. Prefer Northeast but will con- sider other areas. Box A-289, BROADCAST- ING.

Table—Announcer—veteran, 40, W.W. II, mar- ried, mature, five children, graduate North- west soochergarten. Natural ability, desires job as announcer, dj, etc. South Dakota born, Earl Winslow, 11800 West Bobolink Ave., Milwau- kee 16, Wisconsin.

Versatile dj: Strong on news, crisp mature voice, have done morning-afternoon slots in small market. Will start at low wage for station—will consider. Top East Coast, particularly N., J., Md., Pa. area. Top 40 onleee. Call me anytime 212-232-9877.

Help Yourself— to an experienced air personality with happy humor, charm, rat- ing building know-how, heavy copy and production background—and a first class ticket too! Mature family man. All markets considered. Phone 312-339-9750.

First phone, two years experience, like top hundred. Phone Johnny Bowles, 906-987-2847.

I recommend my best man! My top an- nouncer, name for 10 years, has outgrown the station and finds himself "locked-in" because of corporate structure thus preventing further advancement. I want to find him the best possible situation as a top 40 market or market of a staff job in a major one. His preference is a middle-of-the-road operation in the Northeast. He is 36 with more than 15 years experience in all phases of radio announcing and programming. Excellent newscaster, can handle all announcing and interviewing situations. He is athletic, and has a keen sense of humor. He is loyal, stable, a re- sponsible man, and community minded. For an audition tape write or wire: Richard Dwellely, VP & GM, WKIP AM, FMP, Box 869, Poughkeepsie, N. Y.


Negro announcer and dj, with tight produc- tion, good voice and speed. Willing to re- locate: Write or wire: Newspaper 1306 Project Drive, Springfield, Tennessee.

For great top 40 production and air work Dave Cooper, 413-586-8741.

Looking for dependable, experienced chief engineer? Send for my resume. Box A-180, BROADCASTING.

First phone, Grantham graduate, thirteen years electronic experience, no broadcasting experience. Box A-405, BROADCASTING.

Chief engineer: Capable and reliable in the very sense. Am aggressive chain station administrator with man- agement and engineering background, looking to join a growing organization that needs a man to chop down the technical expense overhead. Know how to write. Box A-189, BROADCASTING.


Now ready to move up to $550 per month. Am now working as chief engineer of a small AM-FM station. Need a first phone, hard working and competent, with good references. For details write Box A-205, BROADCASTING.

First phone engineer, 13 years experience AM-FM. Drop-in able. Civilian construc- tion, maintenance, production. Box A-209, BROADCASTING.

Ex. chief, new in TV, wants back in radio. Dir. exp. Midwest only. Box A-230, BROADCAST- ING.

FM chief-construction, proofs, maintenance. Full responsibility. AM-FM experience. Box A-237, BROADCASTING.

Responsible, reliable, white, male, experi- enced chief, directions, first phone over fifteen years, want move. Will relocate. All of- fers acknowledged. Box A-256, BROADCAST- ING.

Experienced radio-TV operating engineer. Any top market, prefer announcing. Box A-283, BROADCASTING.

AMFM Microwave technician. 1st phone over 10 years experience. No announcing. Doug Slough, Wytheville, Virginia. Phone 228-4487 after 8 p.m.

Production, Programing & Others

Experienced news, sports director for radio and television. Married, reliable. Box A-153, BROADCASTING.

News director, varied radio-television expe- rience, client building airwaves, wants move to major market. Prefer N. Y., D. C., Philadelphia or Cleveland. Artistic, honest, sta- rter, solid station with future. Box A-196, BROADCASTING.


Check this! 22 years old, Single, B.S. degree in social studies. Six years fulltime com- mercial broadcasting experience including morning show on largest 5 kw Northeastern format station since March of '61. Solid background in jock work, production, con- tinuity, management, news presentation, public relations, and promotion. A top 40 specialist. Ambitious, creative, dedicated and dependable. Energy unlimited. Looking for an opportunity to make top 40 and re- sume on request. Excellent references. Box A-204, BROADCASTING.

Young man directing at small market sta- tion seeks larger market station as director or manager. Ten plus years production experience. B.A. degree. Mar- ried and exempt from military. Salary open. Resume available upon request. Box A-204, BROADCASTING.

Trained newsmen, 24, with masters degree in radio-TV news from Big Ten journalism school. News coverage and air experience on school station. Prefer Midwest. Box A-220, BROADCASTING.

Local newsmen, employed (no rush), seeks permanent advancement. College grad., rep- utable versatilie, qualified, worker. Box A-250, BROADCASTING.

Sharpen your continuity with new, improved writer. For free samples write Box A-257, BROADCASTING.

Experienced copywriter and/or announcer. Quality copy and good commercial-news voice. Box A-250, BROADCASTING.

Broadcast trade editor with wide knowledge of his field seeks secure public-relations, promo- tion, news desk or radio research. Prefer N. Y., Miami. Answer Immed. For Miami inter- view. Salary negotiable. Write or wire. 609-132-2587 or 444 Madison Ave., New York, 2, N. Y.

Newsreader/Interviewer. Seeking permanent position or future advancement of professional experience. 5 years varied broad- casting experience, B.A. radio speech. Call evenings 404-9299.

George Kurtenian, 108 E. Coubier Avenue, Cole- wingsburg, New Jersey.

98 BROADCASTING, January 27, 1964
**TELEVISION—Help Wanted**

**Management**

Manager—Midwest television station major market. Should have broad TV, AM, FM experience preferably heavy in sales. Apply in confidence to Box A-248, BROADCASTING.

**Announcers**

Weatherman-announcer. Opening for professional do to nightly weather show and with proven versatility either in news gathering or commercial announcing. WSAY-TV, Savannah, Ga.

**Technical**

Florida Gulf Coast AM-FM-TV needs maintenance man. Must be experienced. Please submit letter. Box A-142, BROADCASTING.

University in Northwest with accredited journalism and broadcasting degree programs is seeking an instructor or assistant professor to teach broadcast news and photography courses starting Fall, 1964. A minimum of a master’s degree and satisfactory teaching experience required. Send resume to Box A-224, BROADCASTING.

Attn, Minneapolis, St. Paul. engineers. Lets sweeptoch in TV S. Central State. Box A-231, BROADCASTING.

Chief engineer—Major market, Midwest. Broad technical experience and management capabilities. Should have experience with UHF, VHF, FM-AM, microwave, and video taping. Apply in confidence. Box A-248, BROADCASTING.

Experienced TV studio engineer for control room and VTR operation. Sufficiently technically qualified to assume complete VTR maintenance and repair. Reasonable additional training. Write immediately with full particulars and your phone number of Chief Engineer, WENT-TV, Box 2, Durham, N. H.

Electronics engineer—New VHF educational TV station is planned by The Pennsylvania State University. Here is a fine opportunity for someone interested in planning, constructing, and engineering such a station. Once the station is operational, the engineer will be partially reassigned to other planning and designing of electronics learning resources, including the expansion of an already extensive closed-circuit instructional television system, language laboratories, data retrieval systems, microwave interconnection, visual apparatus and a television system for a new medical college. Bachelors degree required. Many liberal benefit programs. English speaking privilege for you and your family, excellent vacation program, paid holidays, retirement plan and group insurance.

Write, Employment Division, 304 Old Main Building, The Pennsylvania State University, University Park, State College, Pa. An equal opportunity employer.

**Production—Programming, Others**

Experienced program manager for NBC affiliated station in the west. Must know program, production, and promotion. Must have ability to supervise station operations. Box A-149, BROADCASTING.

Promotion director—VHF-AM-FM operation in major Southern top 40 market. Requires experience in radio and television station audience and sales promotion. Ability to create ideas, knowledge of advertising publicity, public relations. Airmail summary of education, experience, will be replied by telephone with employment details. Contact with your confidential. Box A-183, BROADCASTING.

Experienced fulltime male copywriter by March 1 for the second market in Illinois. Send resume, sample copy and salary requirements to program director, WQAD-TV, Moline, Illinois.

**TELEVISION—Situation Wanted**

**Management**

Sales manager—television—15 years broadcasting experience—top industry references. Box A-241, BROADCASTING.

Responsible Individual seeks position on the executive staff of progressive media or public relations organization, where sound training and broad practical experience in time sales, account relations techniques will be thoroughly challenged for more autonomic growth. Box A-207, BROADCASTING.

**Announcers**

TV personality available. Presently employed. Producing—hosting documentaries, educational childrens show. Excellent commercial work. desires similar positions and sports director, weatherman. Need: higher salary—better working conditions. Box A-150, BROADCASTING.

**Technical**

TV announcer... Help! Box A-233, BROADCASTING.

Engineer first phone. 4 years experience. Know studio production, film, art, on camera announcing, strong background, college crafts trade school references, resume. Box A-50, BROADCASTING.

Have you opportunity for engineer with 12 years TV experience including color, planning, construction. Box A-196, BROADCASTING.

First phone, Grantham graduate, thirteen years electronic experience, no broadcasting experience. Married four children. Available immediately. Box A-187, BROADCASTING.

Transmitter engineer—mature, full power transmitters heavy on maintenance. Manually trained. Requires experience. Presently working. Box A-238, BROADCASTING.

Engineer, first phone, 3 years radio. Desires change to television, studio and transmitter. Prefer East. Box A-394, BROADCASTING.

**Production Programming & Others**

Operations manager of top thirty markets eastern U.S. Desires position with station in mid-west or west. Full time administrative position in all areas of programming, sales and production. Box A-141, BROADCASTING.

Offer wide experience, radio-TV newsmen-announcer; degree. Employed major market as station manager—50 kw radio. Box A-131, BROADCASTING.

Production director—performer. Proven top quality creative ability, versatility in all phases television production. Audience pleasing "selling" air personality, 11 years experience. Competent administrator. Familiarity with markets. Minimum salary $1,000 per month. Box A-207, BROADCASTING.

**Continued**

Creative young woman receiving college degree in June seeks position in educational teaching in Southern California. Strong professional interest. Box A-243, BROADCASTING.


Television producer, seven years experience, two years college; first phone, trained in accounting, would like position as production manager or administrative assist. Write or call Bob Ford, WCHS-TV, Portland, Maine.

**WANTED TO BUY**

**Equipment**

Wanted—used 50 kw AM transmitter. Please supply all information to Box R-1, BROADCASTING.

Color Stab amps, BWU-5; Transistor tape decks. Miscellaneous equipment. Reply to Box A-10, BROADCASTING.

Good used equipment to automate daytimer. Reply with details to Box A-126, BROADCASTING.

Wanted: FM exciter 15-50 watts adaptable to stereo. WMRI-FM, No. 47396—Marion, Indiana, Blaine Weitz.


Used kilowatt transmitter for saturday. Price: $200.00. WAXU, Box 759, Lexington, Kentucky.

Wanted: Sound on film 16mm camera. Auricon preferred, will consider any type. Must have 400 ft. capacity and larger. Lens and tripod not necessary but will consider. News department, KXTV, Fort Dodge, Iowa.

**FOR SALE**

**Equipment**

Two (2) Stancill-Hoffman mixtape M-9 portable tape recorders, with battery chargers and carrying case. Less than two months old. Write Box L-170, BROADCASTING.


UHF 1 kw continental transmitter, modified for color, presently tuned for Channel 18. Offering does not include the filter-plexer. Transmitter in excellent condition—$8,500.00. Continental Sales Co., W. Robertson, Chief Engineer, WLEX-TV, Lexington, Kentucky.

Television/radio transmitters, cameras, microwave, tubes, audio monitors. Electroform, 149 Columbus Ave., N.Y.C.

XMission Line; Tetron insulated. 154 wow. rigid. 51.5 Ohm balanced with bullets and all hard ware—unused, 20 complete. For $40.00. Quantity discounts. Stock list available. Sierra-Western Electronics, 1451 Middle Harbor Road, Oakland 20, California, Temple 2-3327.

For Sale; Collins type 21A 5 kw AM transmitter, in good condition, $400. WHMA, Anniston, Alabama.


FOR SALE

BROADCASTING, January 27, 1964
FOR SALE

Equipment—(Cont'd)

A wide variety of demonstration lenses—C-mount, S-mount, and zoom. Specify size, style, condition, if preferred. Box A-181, BROADCASTING.


For sale 5 kw BCA transmitter type No. RCA 5 DX. $1,500.00. Good condition. Write Chief Engineer, Back To The Bible Studios, Lincoln, Neb.


For sale: One 4-day Andrews FM antenna—$750.00. Presently in use but will be dismantled and sold January 27, 1964. New 4-day antenna replacing it for higher power. About 400 feet of rigid coaxial will be priced separately. Contact WKIC, Hazard, Ky.


RCA cartridge tape system, complete: three RT-7A playbacks, one RT-7A record unit, two years old. Excellent condition, $900.00. WBVP, Box 719, Beaver Falls, Pa. 15010

Tape recorders—Amplax model 601. Console or full track—$400.00. Stereo model—$300.00. Contact Mr. J. D. Cook at Shradar Sound, Inc. 2205 M St., N.W., Washington, D. C. Phone 202-136-1300.

Two Ampex 351 reproducers, used about 800 hours. Full-track heads, 7 1/4 in., vertical rack mount. Both with rack, $125.00 or $65.00 each. FOB North Texas. Box A-259, BROADCASTING.


MISCELLANEOUS—(Cont’d)

30,000 Professional Comedy Lines! Topical laugh service featuring deejay comment. Introductions. Free catalog. Orben Comedy Books, Atlantic Beach, N. Y.


"Broadcast Comedy" a free booklet available. Always doing new copywriters, on top national and international stories. Perfect pitchbook for your sparkling local coverage—daily tape via air mail special delivery. Peak listener reaction—low cost. Let us join your team. Write Box N-61, BROADCASTING.


Small market operators: Programs, customized commercials, jingles, IDs produced, priced right. Twenty Nine Productions, Pensilvania, Pa.

INSTRUCTIONS—(Cont’d)

FCC first license preparation by correspondence or in resident classes. Trained, located in Los Angeles, Seattle, Kansas City and Washington. For brochure write: Dept. 4-K, Grantham Schools, 3123 Gilham Road, Kansas City, Missouri.


Be prepared. First class FCC license in six weeks. Top quality theory and laboratory training. Elkins Radio License School of Atlanta, 1139 Spring St., N.W., Atlanta, Georgia.


Elkins Radio License School of Chicago—Six weeks quality instruction in laboratory methods and training leading to the FCC First Class License. 14 East Jackson St., Chicago 4, Illinois.

Announcing, programming, console operation. Twelve week practical train, plus classroom training. Finest, most modern equipment available. G. I. approved. Elkins School of Broadcasting, 2603 Inwood Road, Dallas 35, Texas.

San Francisco's Chris Borden School continues top placement record. Proven 1st phone and voice production. Illustrated brochure, 255 Geary St.

Save time! Save money! Come to beautiful, warm and sunny Florida and get your FCC first class license in just six weeks! Full resident tuition only $280.00. License or complete refund. Free placement. Radio Engineers of Florida, Inc., 183 N. Pineapple Ave., Sarasota, Florida.


Special accelerated first phone preparation available at Los Angeles Division of Grantham Schools, March 6, 1964. For information write 5000 Magnecord PT cartridge tape recording units, and 350 Magnecord PT cartridges. In addition, Magnecord PT-1, Magnecord PT-2, and Magnecord PT-3 units and cartridges are now available. For further information write Dept. 4-K, Grantham Schools, 1500 W. Western Ave., Los Angeles, Calif. 90027


MAJOR RADIO STATION

... has two great opportunities for the right men.

First looking for top air newsmen who is a reporter, writer and tape editor. Must have good voice and delivery and be ready for "a shot at the top," Figure Salary to start. Second opening for news editor and writer. Off-the-air man to cover hard news stories and write air material. Qualified applicants receive for advancement send resume and tape in confidence to:

Box A-214, BROADCASTING

WHERE FUTURE BEGINS

Growing East Coast large market chain has genuine opportunities for hard working, talented, productive pros. If you're young and eager and good at your job and mature, you may qualify for a good job now with a chance for the future. Kay men openings for manager, strong on local sales, sales manager, program and production directors. Also salesmen, modern personality DJs, newsman, Com-bo-engineer—DJ, girl Friday. A challenge to be the best. Send resume and photo, details, tape in confidence.

Box A-265, BROADCASTING

WANTED! NEWS DIRECTOR

50 kw. No. 1 Pulse and Hopper-rated WNOE, needs dedicated, working-news director, capable to supervise department of hard hitting, aggressive newsmen. Send tape, resume and salary requirements to Cleve J. Brien, 529 Benvielle St., New Orleans, La.

BROADCASTING, January 27, 1964
RADIO—Situations Wanted

Announcers

GIRL DJ-ANNOUNCER
WITH OR WITHOUT SMALL CAPITAL
TO INVEST
seeks position NYC area. Resume, etc. upon request.
Phone JE 8-5657, Write 78,
1375 Grand Concourse, NYC 52.

TELEVISION—Help Wanted

Management

Larger Western Market TV station requires junior executive, aged 34 to 38, to combine functions of business manager and assistant to station manager. Must have at least five years TV administrative experience and thorough operation knowledge. FCC and or other laws and regulations applicable to broadcasting. May be tight on sales experience but must be heavy on all phases TV operations and programming. Person meeting all qualifications will have promising future. Salary negotiable.
Box R-20, BROADCASTING

Announcers

FLORIDA
Florida metropolitan VHF station needs strong personal for commercials and/or news. This is an unlimited opportunity for an experienced, seasoned TV personality. Please do not apply unless you are experienced and GOOD.
Box P-279, BROADCASTING

TV ANOUNCER
Are you a good announcer? Unaf-
fected, on-the-air salesmen? Send letter of application and audio aud-
tion tape with picture to: Ralph Webb, KWTX-TV, Waco, Texas.

Technical

CHIEF ENGINEER
FOR SINGLE TV
STATION MARKET IN S.W.
Send resume of Background and Salary wanted.
Box A-175, BROADCASTING.

Television/Field Broadcast Engineers

1st phone, transmitter and video op-
eration, installation and maintenance experience. Considerable travel in-
volved. Openings in Midwest and West. Send resume to: Mr. J. N. Thayer, RCA Service Company, 1322 S. Wabash Ave., Chicago 5, Ill.

An Equal Opportunity Employer

TELEVISION—Help Wanted

Production—Programming, Others

PROMOTION DIRECTOR.
VHF-AM-FM operation in major Southern top 40 market. Job requires experience in radio and Television station audience and sales promotion. Ability to create ideas, knowledge of advertising publicity, public relations, Airmail summary of experience, photograph. We will reply by telephone with employment details. Contact with you confident.
Box A-182, BROADCASTING

FOOTFLIGHT TELEVISION
STATION MANAGER
in S.W. Market. Send resume of Experience & Salary expected to:
Box A-174, BROADCASTING

Announcers

FLORIDA
Florida metropolitan VHF station needs strong personal for commercials and/or news. This is an unlimited opportunity for an experienced, seasoned TV personality. Please do not apply unless you are experienced and GOOD.
Box P-279, BROADCASTING

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An Equal Opportunity Employer

BOCKING, January 27, 1964
CAN'T FIT A 15 MINUTE SHOW INTO YOUR SCHEDULE? DON'T YOU BELIEVE IT! . . . because 150 TV stations are doing it. And a public service show, at that! Ever since these programs were made available nationally—over five years ago—station acceptance of SOCIAL SECURITY IN ACTION has been growing by leaps and bounds. . . . because 150 TV stations approve of these personality-interview shows enough to schedule them continuously, week after week, we are now making available four series of 13 shows each year. 52 shows a year FEATURING PEOPLE YOU KNOW—famous names and faces from the field of entertainment. . . . You'd be surprised how little most people really know about Social Security . . . things they should be aware of . . . things like how much in monthly benefits a widow will receive . . . what a husband and his family can get if he's permanently disabled . . . who's entitled to retirement benefits, when and how much? This kind of question is answered in the 3-minute "message" segment of each program. . . . If you would like to schedule SOCIAL SECURITY IN ACTION, phone your local social security office for details. Available on VIDEOTAPE or FILM. Produced by the Social Security Administration in cooperation with station KCOP in Hollywood.

ENTERTAINMENT WITH A PURPOSE

Space contributed by this magazine in the public interest.

BROADCASTING, January 27, 1964
"We don't let things happen; we make them happen." That's what Egmont Sonderling says, and he's been proving it for more than 35 years.

Mr. Sonderling is president of the Los Angeles-based Sonderling Group, which owns and operates five radio stations, all but one of them specializing in Negro-oriented and foreign language programming. The group's latest acquisition, WWRL, New York, was completed this month when Mr. Sonderling presented a check for $2.1 million to the Long Island Broadcasting Corp. Mr. Sonderling says this was the largest amount ever paid for a Negro market station. Is he satisfied to keep his organization at five stations? Certainly not, he answers: "We are interested in new Negro market operations to make a quota of seven stations."

In To Stay - Mr. Sonderling is strongly dedicated to Negro-oriented and foreign language broadcasting. He notes with pride that one of his stations, WOPA-AM-FM Oak Park, Ill., brings the Chicago metropolitan area broadcasts in up to 15 different languages—and has been doing this for a decade.

A native of Germany, Mr. Sonderling feels deeply the growing need for programming aimed at an audience made up of people whose first language is not English. He also believes that the expanding Negro population in the United States represents a challenge and a prime responsibility for broadcasting. He says Negro listening habits have changed greatly following the start of the integration movement in this country, and adds, "the Negro has become aware of contemporary programming as it is being done around the world. This is a major change in attitude from a year ago." According to Mr. Sonderling, this rising awareness in Negro listeners demands better broadcasting service—more personalized programming aimed directly at the Negro audience.

Mr. Sonderling is adamant in his opinion that a successful station or group, especially in the Negro market, must have skilled and loyal staff members at all levels. He claims his group leads all others in total Negro audience, and he says, "our strength comes from the fact that the people with us are dedicated."

He also points out that most of the personnel at Sonderling stations have been with the group for many years. One of his broadcasting principles is to get the right man for the job and keep him with one outlet, if possible, to become firmly associated with the station's program. Mr. Sonderling says his organization tries to establish itself within a community in an effort to gain confidence for a new station. Station staff members live and work closely with community residents and leaders. The goal? Says Mr. Sonderling, "We want an operation where the Negro will say proudly: 'This is my station.'"

How It Began - Mr. Sonderling's colorful career has touched every phase of radio broadcasting. It is a study in persistent drive—a success story marked by a basic realization of the need to understand one's market.

He came to the U.S. from Hamburg, Germany in 1923. It took him only five years to find his calling and jump in with both feet. He moved to Chicago, and in 1928 became a partner in what was then the only foreign-language program in the nation, Germania Broadcast. The program, featuring German and Swedish announcers, started on WBO and later shifted to several other Chicago area stations, such as WND and WCFL. While working with the program, Mr. Sonderling became involved in all aspects of radio, from announcing to writing. The show prospered, and in the late thirties he expanded by producing several soap operas in Polish.

These special programs, some produced for Procter & Gamble, were placed in several markets by Mr. Sonderling's new organization, called then the United Broadcasting Co. He was the manager of the company and one of its two stockholders.

Mr. Sonderling later gave up program production to go into advertising. He worked for about 10 years with a Chicago agency, Klein & Associates, which dealt heavily in radio commercials. In 1939, he entered the recording business by becoming a partner and general manager of United Film and Recording Studios in Chicago. He notes, as a sidelight, that in 1944 his very successful firm took over the Chicago studios of the World Broadcasting Co. In 1953 he sold his interest in it.

The Group Starts - His long-awaited entry into station ownership came in 1950 with the acquisition of WOPA. The Oak Park station started as a suburban operation, but that type of local programming "failed to make the grade." Mr. Sonderling says there was one month when WOPA did not make money, and he adds: "That was the only month in my career when I didn't.

In 1952 the station's programming was changed to an ethnic approach aimed at foreign language and Negro listeners in the Chicago area. WOPA prospered almost immediately. And in 1953 Mr. Sonderling brought in two associates, Richard Goodman and Mason A. Loundy, who are still with him. Says Mr. Sonderling, "That was the foundation of the group."

The Sonderling Group, as yet unnamed, was expanded rapidly in an aura of highly successful pioneering efforts in programming. In 1955 he acquired KXEL Waterloo, Iowa. That station was later sold, and in 1957 WDIA Memphis was bought. This 50 kw outlet was the first fulltime Negro operation in the U.S., and, according to Mr. Sonderling, remains the best of its kind. In 1959 Mr. Sonderling's organization bought a somewhat faltering operation, KWBR Oakland, Calif., and renamed it KDIA. That station is now a fulltime Negro operation.

The group grew to four in 1961 when it acquired KFOX-AM-FM Long Beach, Calif., for $1 million. Mr. Sonderling says that station has become a leading country and western programming outlet in the Los Angeles area. Now, with WWRL, there are five stations under Mr. Sonderling's control.

He has special plans for WWRL. "We will be serving the Negro community within the framework of a sound professional broadcasting operation," he says. He notes that his programing will be changed to give it a new, more direct slant toward the more than 1.6 million Negroes in the New York area.

His programing concept is a driving, living thing. In his words: "We're very serious about this thing. To us it's a way of life."
EDITORIALS

No. 1 for news

THE latest Elmo Roper report on public attitudes toward television is a document that TV broadcasters can accept with satisfaction, newspapers can view with genuine alarm, and advertisers and agencies can study with profit.

The survey, commissioned by the Television Information Office and reported elsewhere in this issue, didn't find any big changes from what earlier studies had shown. Yet some of the small changes add up to astonishing findings—as, for example, that television has edged out newspapers as the leading source of news. This has to be astonishing because it means that newspapers are being beaten at the only game they know how to play, with the No. 1 entertainment medium now the No. 1 news medium as well.

This finding alone should help to break down further the reluctance of many advertisers to sponsor television news and information programs. But other findings may have even greater long-range significance.

A study of attitudes by age groups, for instance, showed that believability in television news and preference for television as a medium were highest in the young-adult group. Television led at all age levels, but among people who grew up with television it scored significantly higher than among those first indoctrinated in other media. The younger they were when TV came along, the higher their preference for it now.

As the TIO director, Roy Danish, pointed out, this ought to say something special to advertisers with products to sell to young adults and growing families. It may also say something about future trends in media attitudes. After all, nobody can reach maturity from now on without having grown up with television—all the way from babyhood. No medium can start indoctrinating them younger than that.

A little light in the dark

IF the FCC sticks by the policy it enunciated last week in disposing of its case against the Pacifica Foundation, a licensee that had been charged with Communist infiltration and with broadcasting programs in bad taste, the whole atmosphere of broadcast regulation will be purified.

As reported in detail elsewhere in this issue, five Pacifica programs had been challenged by listeners who found them offensive. The foundation itself had been subjected to hearings before the Senate International Security Subcommittee which, despairing of producing any clear-cut case of its own, asked the FCC to carry on an investigation into alleged Communist affiliations of some Pacifica executives.

Last week the FCC absolved the foundation of the Communist allegations and found that the programs in question were not obscene and did not constitute a pattern of irresponsibility. Some of the commission's language is worth repeating here:

"We recognize that . . . provocative programing as here involved may offend some listeners. But this does not mean that those offended have the right, through the commission's licensing power, to rule such programing off the airwaves. Were this the case, only the wholly offensive, the bland, could gain access to the radio microphone or TV camera. . . . Our function, we stress, is not to pass on the merits of the program—to commend or to frown. Rather . . . it is the very limited one of asaying, at the time of renewal, whether the licensee's programing, on an over-all basis, has been in the public interest."

The interests of the First Amendment would have been better served if the FCC had omitted the reference to its authority to appraise over-all programing, but despite that defect, its Pacifica statement must be regarded as a distinct improvement over most of its recent utterings on the subject of program control.

In the more than four years since its first license was set for renewal, the Pacifica Foundation has had an uphill fight against bureaucratic inaction at the FCC and trial by innuendo before the Senate subcommittee. Broadcasters everywhere ought to be glad that Pacifica persisted and won.

There still ought to be a law

THE FCC gave up the hard way on its proposal to adopt a rule limiting the time that broadcasters could devote to advertising. As reported here last week, the commission abandoned its rulemaking, but said it would continue to consider "overcommercialization" on a case-by-case basis.

The risk that broadcasters now run, of course, is that of the unexpected letter accusing them of excesses that nobody can define. For a rule the FCC has substituted a system with the built-in guarantee of harrassment.

Representative Walter Rogers (D-Tex.), if this is done, the House Communications Subcommittee, has announced his intention of seeking passage of his bill to prohibit the commission from limiting commercials. The introduction of the bill served to kill the FCC's rulemaking. Its passage would kill the case-by-case approach that the commission settled for. Mr. Rogers deserves all the support that broadcasters can give him.

Excising the excise

TO encourage development of the "living theater," the Senate Finance Committee has approved elimination of the 10% excise tax on theater tickets, and prospects are good for its enactment.

We are delighted to see this, because the living theater, which includes opera, concerts and stage productions of all kinds, should be encouraged, even though it may cost the treasury a few million in lost revenue.

Now that this step has been taken, efforts should be redoubled to eliminate the 10% excise tax on the manufacture of all-channel television receivers. If this is done, the cost to the consumer for the new mandatory all-channel set should be no greater than the single VHF-band receiver. Moreover it was Congress that decreed that the all-channel set be produced after April 30, thus adding to the cost.

Television has an infinitely stronger case than the live theater, for television reaches infinitely more people than can crowd into all the theaters in the land.

"Smoke Tareyton Cigarettes"

Drawn for BROADCASTING by Sid Hix

"Won't need make-up today . . . had a fight with the wife!"
When KSTP-TV says "Go out and buy it" (in color), people go out and buy it (in color)!

In the pioneering tradition which made it famous, KSTP-TV built and maintains the finest, most complete local color television facilities in the nation.

KSTP-TV sells color TV sets — and any other reputable product you can name — by providing the outstanding TV programming in the market.

That's why KSTP-TV has earned the loyalty of the Twin Cities audience and the confidence of its businessmen.

Represented nationally by Edward Petry & Co., Inc.

KSTP-TV TELEVISION CHANNEL 5 • 100,000 WATTS • NBC MINNEAPOLIS - ST. PAUL • HUBBARD BROADCASTING INC.
WNDU WNDU-FM WNDU-TV

The Notre Dame University Stations
South Bend, Indiana

will be represented by

adam young inc.

New York • Chicago • Atlanta • Boston • Dallas • Detroit • Los Angeles • St. Louis • San Francisco

Representing radio and TV stations

Effective February 1, 1984