TV revenues for 1963 total $1.59 billion, a 7.5% rise. p27
FCC overcommercialization policy gets second jolt. p34
Telemeter tightens cinch for pay-TV invasion of South. p52
New copyright bill is proposed, but NAB has doubts. p64

COMPLETE INDEX PAGE 7
AUGUST 1, 1964 . . . . the day all current figures for homes, coverages and costs for the Shreveport market become obsolete! . . . . the day KSLA-TV’s new 1,800-foot* tower begins beaming new, unmatched Picture-Power over Billion Dollar Ark-La-Tex! . . . . the day KSLA-TV expands area of past 10-years’ dominance to new, greater HOMES-COVERAGE-PROGRAMMING combination of sales and service!

KSLA ○ TV
SHREVEPORT, LOUISIANA
HARRINGTON, RIGHTER & PARSON, INC.
National, Representative

DO NOT USE PAST AUG. 1ST!

From 1,210-ft to 1,810-ft above average terrain

Galveston
You know her as Kim Novak. But millions of movie fans knew her and loved her as Maggie Gault in the poignant drama, "Strangers When We Meet," co-starring Kirk Douglas, Ernie Kovacs and Barbara Rush. It's just one of the 60 great feature film attractions among the newly released Columbia Post-'50 Group II... distributed by SCREEN GEMS.
RELAX

Let WGAL-TV do your sales work. It is the outstanding selling medium in the Lancaster/Harrisburg/York TV market.
Dead center

Resolution to suspend equal-time requirements for broadcast appearances of presidential and vice presidential candidates this fall is destined to gather more dust. Senator John O. Pastore (D-R.I.), chairman of Communications Subcommittee, has made it known he won’t initiate action unless President Johnson and Senator Goldwater agree to meet on TV—and as of last Friday that agreement wasn’t in offering. Though Mr. Goldwater has said he’s ready (BROADCASTING, July 20), Mr. Johnson told news conference last Friday: “We’ll cross that bridge when we come to it.”

Senator Pastore is in key position to move or stall suspension resolution since it’s up to Senate to take action first on compromise version of resolutions already passed by House and Senate. “I’m not getting excited about it,” Senator Pastore said last week. He confided, however, he would be “excited” if resolution included congressional candidates.

Search for successor

Augmented committee to select successor to LeRoy Collins as president of NAB probably may be named this week by nucleus five-man executive committee. It’s expected full panel will be nine or ten broadcasters, with additional four or five selected from among small and large entities in both television and radio and taking into account geographical spread. Networks per se will not be on selection committee, with their viewpoints presumably available through affiliates.

Selection unit will start from scratch by virtue of decision of Clair R. McCollough, president of Steinman Stations, to eliminate himself from consideration (see page 57). Mr. McCollough concluded, after mature deliberation, that his personal situation “is no different now than it was when I rejected similar suggestions on previous occasions.”

UHF sale stalled

Quiet negotiations for acquisition by Cox Broadcasting Corp. of WBBE-AM-FM-TV Wilkes-Barre-Scranton, Pa., for roughly $3 million last week were reported stalemated. Conversations, which had reached contract stage, would have provided for present owners, Louis G. Baltimore, president, and his son, David M., to continue in charge. Price would have been second highest involving UHF station (WBBE-TV is on ch. 28). Highest price paid for UHF was estimated figure of $3.5 million for WNEP-TV, also in Scranton-Wilkes-Barre market, acquired by Taft Broadcasting Co. as part of Transcontinent Television Corp. sale approved last February.

Unrenewing renewals

FCC staffers were busy last week explaining why five actions granting renewal applications had been rescinded. Rumors had it that commission was instituting revocation proceedings. Facts, however, were less alarming. In one case, involving WIFE-AM-FM Indianapolis, Ind., clerical error was at fault. Stations got on list of those to be granted by staff before processing of applications was completed. Staff, red-faced, had to take grants back to finish job.

In four other cases, grants were pulled back so that staff could consider protests filed against applications. Protests were submitted to commission only day before grants were ordered, and didn’t come to attention of appropriate officials until after grants had been announced. Stations involved are WLCK Scottsville and WBVL Bourbonville, both Kentucky; WRYR Princeton, Ind., and WSEV Selbyville, Tenn.

Saying it with music

Though it’s probably meaningless, differences between President Johnson and GOP presidential nominee Barry Goldwater seem to include historic music-licensing issues. Some years back, when Smathers Bill to divorce broadcasters from Broadcast Music Inc. and from recording business was introduced, Senator Goldwater spoke out against BMI as institution that was stifling good music (BROADCASTING, Sept. 9, 1957). On other hand, Mr. Johnson’s KTBC Austin (currently in trusteeship for duration of his Presidency) was and reportedly still is one of BMI’s stockholder-owners.

Program supply

Preliminary plans for national program conference to assure long-range availability of TV non-network program sources have been drafted by WGN Inc. Ward L. Quaal, executive vice president of company, which also operates KDAL-AM-FM-TV Duluth and is affiliated in ownership with WPIX (TV) New York, has drafted invitation to “pilot group” of dozen group owners, independents and network affiliates to get their judgment on meeting. Preliminary session will be held in Chicago after Labor Day.

If sufficient interest is indicated, Mr. Quaal said plan would be to evolve agenda for conference to run two or more days—probably in Chicago because of central location. Most of those in pilot group, like WGN, are now in program syndication and production. Underlying conference is need for new program sources because of attrition in non-network programming, including off-network and first-run syndication and feature films (BROADCASTING, July 20).

Anti-CATV forces

Television Accessory Manufacturers Institute (TAME), whose opposition to entry of CATV’s around country has been scattered at best, now is preparing more organized contacts with municipal authorities and public considering CATV applications. TAME last week completed final arrangements and will announce soon it retained Robert R. Mullen & Co., Washington public relations firm.

Wave of the future?

International Telemeter has bullish plans to open its form of wired pay TV in as many as 10 major markets, including four (Miami, Atlanta, Houston and Dallas) where it announced franchises last week (story page 52). Once its wire systems get foothold in big population centers, Telemeter figures, there’ll be incentive for production of high-budget pay-TV programs—which up to now have been in short supply.

Another UHF deal

Negotiations were well advanced last week toward sale of WYTV(TV) Youngstown, Ohio (ch. 33), by Communications Industries Corp. to new company to be formed by Adam Young Inc., station representative, and others. Price: about $1.5 million. Sale, subject to usual FCC approval, is part of move by CIC to reduce its broadcast holdings to WJQZ Newark, N. J. CIC is selling WFME(FM) Newark (BROADCASTING, July 13), is understood to be in negotiations toward sales of WKST New Castle, Pa., and WEEK-AM-FM Poughkeepsie, N. Y. Edwin Tornberg & Co. participated as broker in WYTV negotiations.
We started with this simple shape

and wound up with the most exciting television studio around

It's WTMJ-TV Milwaukee, naturally. Our pioneering blood runs deep.

Back in '42 we built Radio City, considered the nation's best equipped broadcasting facility. Then came WTMJ-TV, first telecaster in Wisconsin. First with network shows. First with color. First in the eyes of adult Milwaukeeans. (WTMJ-TV attracts the most adult viewers. Isn't this the real pay-off?)

Now our new $1.5 million circular studio puts a special glow on an already bright picture. When completed, this one-of-its-kind facility with the latest in technical equipment will do the work of several conventional studios. Meaning even more exciting production, more versatility, more color in Milwaukee.

WTMJ-TV: most exciting television around, any way you look at it.
WEEK IN BRIEF

1963 was another record year for television finance, both in sales and profits. UHF’s had problems and compensation from networks was not overwhelming, but FCC report shows it was a generally sunny year. See...

RECORD TV SALES, PROFITS... 27

Subscription Television Inc. fills a void: feature films. United Artists will supply pictures exclusively on experimental basis. STV also has new contract to expand Los Angeles service area. See...

UA TO SUPPLY STV WITH FILMS... 65

Henry and Loevinger lead opposing factions on subject of case-by-case examination of commercial policies; Loevinger wins. Renewals granted to seven of eight Florida stations that sparked conflict. See...

STEP FORWARD OR BACKWARD?... 34

After 55 years of the same copyright laws, Congress considers new bill. Now legislators’ job is to ponder the bill’s wisdom, get it into shape. NAB’s Anello finds flaws, calls for clarification. See...

COPYRIGHT LAW PROPOSED... 64

Telemeter Corp. franchises just granted may mean pay TV will pick up southern drawl in fall of 1965. One firm plans to wire Houston and Dallas, another Miami and yet another Atlanta. See...

PAY TV TO INVADE SOUTH... 52

Oak Knoll Broadcasting gets nod from FCC to use KRLA Los Angeles facility on interim basis. Firm is not applicant for permanent license; 80% of profits will go to educational TV station. See...

OAK KNOLL GETS GRANT... 58

AAA committee criticizes NAB code’s waiver of political time in commercial count, but McCollough holds firm. Committee thinks waiver will add to clutter problem, NAB says it will wait and see. See...

NAB IN CLUTTER FIGHT... 44

NAB code’s counting of piggybacks as two commercials starting Sept. 1 will do more harm than good, agency executive asserts. Premium charges for piggyback spots will evade the issue, he says. See...

PIGGYBACK RULE MAY HURT TV... 45

Live television coverage of Olympic games in Tokyo this fall? Yes, if complex plans work out. Comsat will coordinate efforts to use Syncom III satellite, RCA and Japanese Broadcasting Corp. will foot bills. See...

OLYMPIC TV PLANS... 60

Foote, Cone & Belding is basing radio time buying on survey showing make-up of stations’ audiences. Stress is on who listens, not how many. Formats, F&C&B says, are essential: “Programing determines audience.” See...

LOOK FOR QUALITY IN RADIO... 48

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the victory of...

Survival!

with James Whitmore

Every episode of "SURVIVAL!" presents action, human interest and suspense in warm, revealing close-ups of men and women reliving their acts of heroism and selflessness. Exciting stories taken from the front pages are crammed with adventure...and in each of the 38 episodes a gripping climax—man's victory..."SURVIVAL!"

Narrating each ½-hr. episode—JAMES WHITMORE. Music score by NELSON RIDDLE. In charge of production—SHERIFF GRINBERG. "SURVIVAL!" is already sold in top markets acclaimed as a "top buy" by agencies, stations and clients. Send "SURVIVAL!" today. Call Seymour Reed, President, collect at (212) PL 7-0100 or write Official Films, 724 Fifth Avenue, New York, N.Y. 10019.
Henry hits majority vote on commercials

CLAIMS REGULATORY POLICY IS NOW IN 'CONFUSION'

FCC Chairman E. William Henry has rebuked commission majority that twice refused to take tough regulatory line in enforcing policy on commercialization.

He said majority had ignored past commission representations in matter and, in process, had thrown regulatory program into "confusion."

Chairman made comments in statement dissenting to FCC action, by 4-3 vote, renewing licenses of seven stations that staff had recommended be held up for inquiry into their commercial practices (see page 34). The stations are Wnat Natchez, WMOX Meridian, WJQS Jackson, all Mississippi; WKC Bogalusa, WJBO-AM-FM Baton Rouge, WYLD New Orleans, all Louisiana, and KTCs Fort Smith, Ark.

Commissioner Kenneth A. Cox joined in dissent. Commissioner Robert E. Lee was third member of minority. Majority was composed of Commissioners Lee Loewinger, Robert T. Bartley, Frederick W. Ford and Rosel H. Hyde.

Chairman's dissent, at least in spirit, was directed as much to commission's action—by same 4-3 vote—in granting renewal to seven Florida stations whose licenses had been deferred because of commercial practices.

Chairman, recalling that commission in January unanimously voted to give "closer attention" to commercialization on case-by-case basis, asked, "has the majority changed its mind?"

Wants Explanation • He said majority should explain its position. Without explanation, he said, majority "refuses to match the commission's action to its words."

Case-by-case approach was adopted when FCC abandoned proposed rule to limit commercials. Since January, chairman said, results of program "indicate there is a problem of substantial proportions."

If first results of commission inquiry are representative, he said, "there has been a decay of standards among broadcasters who carry the greatest number of commercials.

"In the place of meaningful standards we find a pervading sloppiness, neglect and cynicism."

He said the situation is result of temporizing and neglect by this agency—the harvest of years of saying one thing about standards of commercial practices while doing another.

"The time has come for us to face our responsibilities squarely, and to require broadcasters to face theirs," he said.

Majority, he said, refuses to seize opportunity to set standards. Without attempting to justify its position, he said, it says, in effect, "it does not care!"

In absence of standards, he said, marketplace encourages "slow erosion of the public's program service, a gradual slide toward lowest common denominator and a continuous rise in the overall level of commercialization."

Chesler buys 7 Arts' Grand Bahama stock

Stockholders in Seven Arts Productions at annual meeting in Toronto have approved previously reported plans to divest company's interest in Grand Bahama Development Co. and to redeem its outstanding convertible debentures (BROADCASTING, July 13). According to agreement, Louis Chesler, who had been Seven Arts' board chairman, will pay $6,548,220 for 495,000 shares which Seven Arts has held in the Bahama Development Co. He has also agreed to dispose of his 150,000-share interest in Seven Arts.

Mr. Chesler has promised to tender $7,645,000 of convertible debentures he holds in company. New York investment bankers Allen & Co. will lend up to $4.5 million on 5% notes to finance Seven Arts' debenture redemption.

Company said it would realize profit of $1,598,220 from sale of interest in Bahama land development venture.

Stockholders reduced number of board members from 15 to 12, electing seven new members.

LBJ should sell stations, says dean

Although President Johnson "doubtless leans over backward to avoid any improper pressure" on FCC, objective review of family ownership of broadcast properties would show "wisdom of divesting."

That is view of Columbia University Journalism School Dean Edward W. Barrett writing in summer issue of Columbia Journalism Review. He says it is time for someone with no political axe to grind" to speak on subject.

President's divestment, Dean Barrett says, "can perform a service for the integrity of the commission, for the dignity of the Presidency, and for his own place in history."

Reviewing Johnson family ownership in Texas stations since Mr. Johnson was congressman, Dean Barrett says there was room for doubt then and more doubt when he became member of Senate Commerce Committee "with direct authority over FCC matters."

But issue is even clearer with Mr. Johnson as President, dean writes: "There is no doubt that, as President, Mr. Johnson is now setting an unworthy example."

GOP issue • President's broadcast holdings have been subject of Republican fire since late last year (BROADCASTING, Dec. 16, 1963). His family owns Texas Broadcasting Co., but placed stock in hands of trustees week after Mr. Johnson became President (BROADCASTING, Dec. 2, 1963). Company is licensee of KTBC-AM-FM-TV Austin, Tex., and owns 29.5% of KWTX Broadcasting Co., licensee of KTX-AM-TV Waco, Tex. KWTX Broadcasting owns 50% of KBLX(TV) Bryan; 80% of KNAL Victoria, both Texas, and 80% of KXII(TV) Ardmore, Okla.

Henry says hearing was needed for GE

FCC's decision to renew licenses of General Electric Corp.'s three stations in Schenectady, N.Y., was sharply criticized by FCC Chairman E. William Henry Friday (July 24).

He said GE case, involving antitrust violations by company, raised serious questions concerning character qualifications. He said applications should have been set for hearing.

Chairman expressed views in dissenting statement that accompanied commission's order granting renewal to wgyw, WQPQ(FM) and WQPQ(TV) and their transfer to new operating unit.

Applications had been deferred since 1960 because of GE's pleas of guilty and nolo contendere to antitrust charges. Commission's decision was announced four weeks ago, but order was not published until Friday. Vote was 5-1. Commissioner Lee Loewinger did not participate.

Commission majority held that antitrust violations constituted serious offenses but said this fact counterbalanced
WEEK'S HEADLINERS

Charles R. Standen, VP-director of client services at Tatham-Laird Inc., Chicago, elected president and chief executive officer of agency. Kenneth Laird, former president, becomes board chairman, succeeding Arthur E. Tatham, who has been named to newly created post of chairman of executive committee. Herbert Daniels, VP-managing director of agency's New York office, becomes agency's first executive VP in charge of New York operations. Mr. Tatham explained board's actions are part of agency's growth plans and diversification.

Four executives of North Advertising, Chicago, each now VP, have been promoted to senior VP with division responsibility. They are: Fred Klein, senior VP in charge of client relations; Alice Westbrook, senior VP in charge of creative services; Harold Rosenzweig, senior VP-finance, and Robert Harris, senior VP-administration. Mr. Klein, formerly head of Doyle Dane Bernbach's Chicago office, joined North in 1961. Mrs. Westbrook and Mr. Rosenzweig are among agency's founding members. Mr. Harris joined North in 1962.

Frank Armstrong, chairman of management board, McCann-Erickson, New York, elected executive VP. He joined M-E as senior VP in October 1962. Earlier, Mr. Armstrong was president of Communications Affiliates Inc., marketing arm of The Interpublic Group of Companies, New York.

Howard Mandel, research group head and associate director of Kenyon & Eckhardt, New York, elected VP in charge of research for National Association of Broadcasters, effective Aug. 17, with headquarters in New York. He replaces Melvin A. Goldberg, who has joined John Blair & Co., New York, as VP for planning and research (Broadcasting, May 18). Before joining K&E in 1960, Mr. Mandel was with BBDO and various federal and New York state agencies. As NAB research VP he will work with Donald H. McGannon, president of Westinghouse Broadcasting Co. and chairman of NAB research committee, on furthering association's research program. Mr. Mandel also will be one of NAB's representatives on Rating Council Inc.

For other personnel changes of the week see FATES & FORTUNES

fact that pioneer broadcaster GE has rendered broadcast service "in the public interest for 40 years." Majority also cited, as important factor, establishment of separate subsidiary organization to assure close supervision of broadcast operations by top GE management.

Westinghouse Broadcasting Corp., whose parent concern was involved in same antitrust case as GE, had won renewal of its licenses in 1962 largely because of its programming which commission held to be outstanding.

Oral argument for MPATI

FCC last Friday (July 24) announced it will hold oral argument Oct. 9 on rulemaking that would allocate on regular basis channels 72, 74, 76, 78, 80 and 82 for airborne ETV in Illinois, Indiana, Kentucky, Michigan and Wisconsin.

Argument, as was rulemaking, was requested by Midwest Program on Airborne Television Instruction (Broadcasting, April 13). MPATI presently operates channels 72 and 76 on experimental basis.

FCC tells Lutheran group it won't issue ID ruling

FCC sponsorship identification rules are properly concern of licensee, commission said last Friday (July 24) in denying request by department of TV, radio and films of The American Lutheran Church, Minneapolis, for declaratory ruling on need for sponsorship identification of certain religious programs.

Commission said "decision as to whether or not sponsorship identification is required . . . is one which properly rests with the individual broadcast licenses." It is policy, commission added, not to make declaratory rulings unless specific facts or controversy are presented to federal agency.

Talks underway on U.S.-Soviet TV show exchange

U. S. Ambassador Foy D. Kohler predicted eventual exchange of TV programs with Russia at opening of American communications exhibit in Leningrad Friday (July 24).

He said "our government representatives and our scientists have already held discussions about cooperation in the field of communications satellites—holding out hope that in due course we may by this method have regular direct exchange of TV programs as well as more rapid and dependable telephonic and telegraphic communications."

3 P. R. UHF's to form NBC-TV regional network

NBC-TV expects to be servicing tapes of its programming on Aug. 15 to its new affiliate, WTSJ-TV San Juan, P. R. Two other stations—in Ponce and Mayaguez—are scheduled to begin operating later in year, and three stations, all UHF, will form regional network. Stations' operator is Telesanjuan Inc. Bulk of NBC-TV programs will be recorded at central taping in New York and transported by jet to San Juan. Stations are to program in English.

FTC will restrict ad claims for Enurol

Scheduled to be released Saturday (July 25) was Federal Trade Commission initial decision that would forbid National Research Corp. from making false therapeutic claims for Enurol, product for which claims have been made on radio and TV commercials.

FTC hearing examiner hit claims that Enurol could help "arthritis, bursitis, rheumatism or any other degenerative disease." He also said, among other things, it wouldn't decrease amount of cholesterol and that it isn't "new medical or scientific discovery . . ." Charges in original FTC complaint had been denied by NRC (Broadcasting, Dec. 30, 1963).

Hearing examiner said, however, that corporate name does not mislead public. He also advocated dismissing charges against Saul Sonnier, named as company official in complaint, because he "severed all official connection with the business" before complaint was made. Other officials named were Harold Sonnier and John C. Jackson.

BROADCASTING, July 27, 1964
Write your ticket to sales success

CALL

Ron Mercer
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INDIANAPOLIS 637-1375

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A.E. "Bud" Donegan
GENERAL MANAGER
OMAHA 342-7626

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National Sales Director

THE STAR STATIONS
SOLD NATIONALLY BY H-R Radio
WIFE AM-FM INDIANAPOLIS
KOIL AM-FM OMAHA
KISN PORTLAND

THE CONSISTENT LEADERSHIP STATIONS
TOP RATED PULSE
IN ALL 3 MARKETS

BROADCASTING, July 27, 1964
This exciting series should hit a new performance peak in prime time programming. Each half-hour was telecast only once over the NBC network (1959-60) and are the only episodes on which the original title, Richard Diamond, can be used.

Pre-release sales are WGN, Chicago; WPIX, New York; KTLA, Los Angeles; WFAA, Dallas; KVKN, Monahans, Texas; KGNC, Amarillo, Texas; WSAV, Savannah, Georgia; WKOW, Madison, Wisconsin; and WTIC, Hartford, Connecticut.
David Janssen battles tough guys, soothes ruffled clients and charms beautiful women in fast-paced adventures of crime, mystery and courtroom drama. Quality produced with top Hollywood guest stars and featuring the husky voice of Richard Diamond's answering service girl "SAM".
Some Negroes have money—Others don't.
Some are well educated—Others are not.
Some like sports—Others can live
Without it.

Simply put:
People are people.
And most people
Buy from people
Who understand them
Best.

That's the real reason
To buy Negro radio.

Negroes are closer
To Negroes—
So—they communicate
Better with Negroes.
They trust them more.
It's as elementary
As that.

One station in the
Greater New York
Negro Community
That everybody trusts
is WLIR.

This symbol of faith
Is its measure
Of strength.
It's the true power
Of any station:
Better than wattage—
Better than numbers—
Better than anything.

Think about it.
One doesn't buy time
Just to reach
An audience, but
To persuade them, too.
And for that—
You need people
Who speak best
To the people
You hope to sell.

**DATEBOOK**

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

- Indicates first or revised listing.

**July 20-31—Management seminar for young advertising and marketing executives and sponsored by the Advertising Federation of America. Northwood Institute, Midland, Mich.**

**July 27-28—Meeting of National Community Television Association executive committee, International Inn, Washington.**

**July 28—Statements favoring reduction of 10% manufacturer's excise tax on all-channel TV receivers to be presented to House Ways & Means Committee by Delbert L. Mills, Electronic Industries Association; Vincent Wasilewski, National Association of Broadcasters; William G. Harley, National Association of Educational Broadcasters, and Mort Farr, National Appliance and Radio-TV Dealers Association.**

**July 23-31—Third annual executive conference of the New York State Broadcasters Association, Otesaga hotel, Cooperstown, N. Y.**

**July 30—Senate Juvenile Delinquency Subcommittee hearing on alleged effects of violence and sex on television on children, with witnesses: Television networks; Caucus Room, Senate Office Building, Washington, D.C., 10 a.m.**

**AUGUST**

- **Aug. 3—Requests for legislation to reduce 10% excise tax on communications to be presented before House Ways & Means Committee by Robert D. L'Heureux, National Community Television Association.**

- **Aug. 4—Georgia Association of Broadcasters forum on CATV and pay TV. Featured speakers will be Robert C. L'Heureux, general counsel of National Community Television Association; John Pinto, vice president of RKO General Phonovision Co; Terry Lee, vice president for planning and development of Storer Broadcasting Co; William Carlisle, vice president for station services, National Association of Broadcasters; W. Theodore Pierson, Pierson, Ball & Dowd, Washington; Herb Jacobs, president of TV Stations Inc., New York; Morton Leslie, acting chairman of Television Accessory Manufacturers Association; William F. Quinlan, president of WRIR-TV, Greenfield, Mass.; Eugene Cogan, vice president and media director of McCann-Erickson, Atlanta; Bruce Merrill, president of Ameeco Inc., Phoenix; and chairman of National Community Television Association; Max Pagenlin, Washington attorney and former chief counsel of FCC, and Hibbert Slossberg, associated general counsel of FCC. Guests will present brief prepared speeches, then be questioned by a panel of state broadcasting association presidents. Advance registration deadline is July 24. Riviera motel, Atlanta.**

- **Aug. 5—Third annual TV day of Georgia Association of Broadcasters. Speaker will be Herb Jacobs, president of TV Stations Inc., New York. Riviera motel, Atlanta.**


- **Aug. 16-18—Summer convention of South Carolina Broadcasters Association, Ocean Forest hotel, Myrtle Beach.**

**DATEBOOK**

Aug. 16-22 — Sales management seminar sponsored by the National Association of Broadcasters in cooperation with the Radio Advertising Bureau and the Television Bureau of Advertising, Stanford University, Stanford, Calif.


Aug. 20—Tenth annual convention, National Association of Radio Announcers, Ascot House, Chicago.

Aug. 21-22 — Meeting of New Mexico Broadcasters Association, Kachina Lodge, Taos.


Aug. 24-Sept. 5 — Major British manufacturers in the field of broadcast communications will be displaying their products (radio-TV receivers, tape components and record players) at the 1964 National Radio and Television Exhibition, under the auspices of the British Radio Equipment Manufacturers' Association. Demonstration sets will show 225-line programs—the type transmitted on Britain's new BBC 2 program—as well as 405-line transmissions. Earl's Court, London.

Aug. 25-28 — Institute of Electrical and Electronics Engineers summer general meeting, Biltmore hotel, Los Angeles.

Aug. 25-28 — Western Electronic Show and Convention, Los Angeles. Twenty technical morning sessions at Statler-Hilton; 1,200 exhibits at Sports Arena and Hollywood Park, where visitors can attend five special afternoon sessions via closed-circuit TV.


Aug. 29-30 — Meeting of Arkansas Broadcasters Association, Coachman's Inn, Little Rock.

**SEPTEMBER**

Sept. 7-11 — International Conference on Microwaves, Circuit Theory and Information Theory, sponsored by Institute of Elect-

**RAB CONFERENCE SCHEDULE**

Dates and places for the Radio Advertising Bureau's fall management conferences, as set by the RAB board at its midyear meeting:

- **Sept. 17-18 — Tarrytown House, Tarrytown, N. Y.**
- **Sept. 21-22 — Homestead, Hot Springs, Va.**
- **Sept. 28-29 — Far Horizons, Sarasota, Fla.**
- **Oct. 1-2 — Hyatt House, San Francisco.**
- **Oct. 8-9 — Western Hills Lodge, Wagoner, Okla. (near Tulsa).**
- **Oct. 12-13 — Hotel Moraine, Chicago.**
- **Oct. 15-16 — Northland Inn, Detroit.**

**SMALL WORLD**

**310 LEXINGTON AVENUE, AT 125TH ST., NEW YORK 27.**

**PROGRAMMING TO THE NEGRO COMMUNITY 7 DAYS A WEEK — 365 DAYS A YEAR.**
We'd like to show you a picture of ATC's modular "building block" concept in Automatic Broadcasting systems. But we just can't do it. No two systems ever look the same. Each system is designed to the specific programming desires of management. This is why ATC systems are creating so much interest in the industry. Our building block concept tailors the system exactly to your needs.

We'd like to tell you just what you need in the way of an Automatic Broadcasting system. But we need your help. We need to know what it is you want to broadcast automatically. How long and why. To help you in this, ATC offers free a 35 page booklet entitled, "Planning for Automated Broadcasting." It helps you consider all aspects of Automatic Broadcasting without investing a penny. (There's a copy waiting for you now.)

We'd like to tell you just how much an Automatic Broadcasting system will cost. But we need to know exactly how you want your station to sound. ATC systems are priced on the basis of how many components are needed to do a specific job. You get no more than you need and certainly no less. Also, we need to know what equipment you now have which might be usable in the system. We work with you to get the price down, not up.

We'd like to tell you that switching over to Automatic Broadcasting is easy. But we can't unless the proper planning and preparation for Automatic Broadcasting is done beforehand. We can tell you, though, that the reward is well worth the effort. Your reward is better use of professional personnel. Your station is more dynamically effective seven days a week and night time, too. You enjoy complete error control over your program content. And, among other things, you maintain absolute control over your music policy.

We'd like to hear from you. Call or write us and tell us your thinking. Then we can show you the picture of what your Automatic Broadcasting system will look like. And cost.

AUTOMATIC TAPE CONTROL
1107 E. Crandon Ave.
Bloomington, Illinois

Automatic broadcasting—as easy as ATC...
"STRENGTH-IN-DEPTH"
"ABC's Chet Huntley and David Brinkley still are the team supreme in the art of easy-going commentary. Brinkley's bits of off-beat information are special joys. "NBC's news-depth was never more evident than on Monday, both in the floor work of its skilled reporters (Frank McGee, John Chancellor, Ed Newman, Sandor Vanocur) and in its ability to keep the story running through a long between-sessions lull, while the other two networks reverted to regular programming."
RICHARD K. DOAN, NEW YORK HERALD TRIBUNE

"MOST MEANINGFUL"
"Judging from the thoroughness of the NBC coverage of the morning activities, that network is far ahead of the other two. Particularly informative was the analysis of the morning's session by each of the net's major newsmen. It kept NBC on the air nearly an hour longer than CBS or ABC, but it was clearly the most meaningful broadcast service of the convention so far."
TERRENCE O'FLAHERTY, SAN FRANCISCO CHRONICLE

"A COMPLEMENTARY PAIR"
"It is easy to see why this pair (Huntley and Brinkley) has dominated convention coverage since 1952. As those who watch their regular 30-minute newscasts each evening can vouch, the two make a complementary pair. They work easily together, but in the long run prove to be just as human as all the rest."
FRANK WILSON, THE INDIANAPOLIS NEWS

"GREAT NEWS ORGANIZATION"
"The great news organization of NBC demonstrated again the abilities that have placed it first in audience favor. David Brinkley, who easily observes the world of politics in a light-hearted manner others can acquire only looking through the bottoms of wry glasses, shared the inevitable hanging studio with Chet Huntley. Though confined together for long hours, they seemed as agreeable as a couple on honeymoon and their mostly ad-lib operation went as smoothly as if it had been scripted."
AL SALERNO, N.Y. WORLD-TELEGRAM AND SUN

---

**No wonder more people watched the Republican Convention on the NBC Television Network than on the other two networks combined.**

<table>
<thead>
<tr>
<th>&quot;Strengthen-in-depth&quot;</th>
<th>&quot;Most meaningful&quot;</th>
</tr>
</thead>
</table>
| "ABC's Chet Huntley and David Brinkley still are the team supreme in the art of easy-going commentary. Brinkley's bits of off-beat information are special joys. "NBC's news-depth was never more evident than on Monday, both in the floor work of its skilled reporters (Frank McGee, John Chancellor, Ed Newman, Sandor Vanocur) and in its ability to keep the story running through a long between-sessions lull, while the other two networks reverted to regular programming."
RICHARD K. DOAN, NEW YORK HERALD TRIBUNE | "Judging from the thoroughness of the NBC coverage of the morning activities, that network is far ahead of the other two. Particularly informative was the analysis of the morning's session by each of the net's major newsmen. It kept NBC on the air nearly an hour longer than CBS or ABC, but it was clearly the most meaningful broadcast service of the convention so far."
TERRENCE O'FLAHERTY, SAN FRANCISCO CHRONICLE |

<table>
<thead>
<tr>
<th>&quot;Conscientious&quot;</th>
<th>&quot;A complementary pair&quot;</th>
</tr>
</thead>
</table>
| "NBC took the honors on the conscientiousness of its coverage. It stayed on longest in the afternoon — right through the Ike parley — and was the first to return to the convention in the evening."
PERCY SHAIN, THE BOSTON GLOBE | "It is easy to see why this pair (Huntley and Brinkley) has dominated convention coverage since 1952. As those who watch their regular 30-minute newscasts each evening can vouch, the two make a complementary pair. They work easily together, but in the long run prove to be just as human as all the rest."
FRANK WILSON, THE INDIANAPOLIS NEWS |

<table>
<thead>
<tr>
<th>&quot;Crisp wit&quot;</th>
<th>&quot;Great news organization&quot;</th>
</tr>
</thead>
</table>
| "In terms of editorial content it was a day when David Brinkley's dry manner stood out: during a long lull his crisp wit on NBC can be a source of sustenance for a viewer."
JACK GOULD, THE NEW YORK TIMES | "The great news organization of NBC demonstrated again the abilities that have placed it first in audience favor. David Brinkley, who easily observes the world of politics in a light-hearted manner others can acquire only looking through the bottoms of wry glasses, shared the inevitable hanging studio with Chet Huntley. Though confined together for long hours, they seemed as agreeable as a couple on honeymoon and their mostly ad-lib operation went as smoothly as if it had been scripted."
AL SALERNO, N.Y. WORLD-TELEGRAM AND SUN |

<table>
<thead>
<tr>
<th>&quot;Pre-empts programming&quot;</th>
<th>&quot;Greatest news organization&quot;</th>
</tr>
</thead>
</table>
| "If NBC's coverage should lead the survey list here, it's understandable. Its willingness to pre-empt regular programming earned the gratitude of the viewer who tuned in his set to follow the Convention."
BERNIE HARRISON, WASHINGTON EVENING STAR | "The great news organization of NBC demonstrated again the abilities that have placed it first in audience favor. David Brinkley, who easily observes the world of politics in a light-hearted manner others can acquire only looking through the bottoms of wry glasses, shared the inevitable hanging studio with Chet Huntley. Though confined together for long hours, they seemed as agreeable as a couple on honeymoon and their mostly ad-lib operation went as smoothly as if it had been scripted."
AL SALERNO, N.Y. WORLD-TELEGRAM AND SUN |
CONSISTENCY
“Huntley and Brinkley haven’t had a single bad moment...”
LAWRENCE LAURENT, WASHINGTON POST

“FINE INTERVIEWS”
“The Good Hunch Award belongs to NBC, which decided to remain on the air with convention commentary throughout the afternoon, until the conclusion of the Eisenhower news conference.

“And in the time when they were the only station dealing with the convention they worked in some fine interviews and fine summaries of the impressions gathered by the NBC team.”
HENRY MITCHELL, THE COMMERCIAL APPEAL, MEMPHIS

“CRISP ANALYSIS”
“Once again the Huntley-Brinkley combo, with an excellent location overlooking the convention hall, offered crisp commentary and analysis.”
KAY GARDELLA, NEW YORK DAILY NEWS

“MOST ACTIVE FLOOR TEAM”
“NBC appeared in the opening round to have probably the most active floor team...”
RICHARD K. DOAN, NEW YORK HERALD TRIBUNE

“OFTEN BRILLIANT”
“The only real suspense engendered during most of the long dry periods is that which derives from a desire not to miss the often brilliant humorous asides offered by these NBC observers (Huntley and Brinkley).”
WIN FANNING, PITTSBURGH POST-GAZETTE

“ABSORBING CAMERA WORK”
“NBC seemed to us to have the overall edge, via smoothest floor coverage and absorbing ‘human interest’ camera work during the lulls in convention action. Reuven Frank’s production and camera staff take credit.”
ATRA BAER, NEW YORK JOURNAL-AMERICAN

“IN A CLASS BY THEMSELVES”
“NBC’s Chet Huntley and David Brinkley were again in a class by themselves...”
BOB WILLIAMS, NEW YORK POST

“MORE PERCEPTIVE”
“NBC was best by a wide margin in the coverage of the night’s proceedings. It showed more vigor in getting to the heart of the various disputes or controversies; it had a surer touch in its handling of the farflung ramifications of such a sprawling event; and it got more perceptive and brighter comment from its two men at the top, Chet Huntley and David Brinkley.

“Frank McGee was particularly valuable as a backup man in the floor maneuvering, with others like Ed Newman, Sander Vanocur and John Chancellor also on the ball.”
PERCY SHAIN, THE BOSTON GLOBE

“THOROUGH AND FAST”
“NBC is still the leader in thorough and fast coverage. It’s Chet Huntley—David Brinkley team of anchormen towers above their rivals and they are backed by the largest staff who dig up unusual, informative sidelights.”
BEN GROSS, NEW YORK DAILY NEWS

Look to NBC for the best combination of news, information and entertainment.
How About It? Wouldn't You Like To Take A Ride With A Winner?

"The Girl from MGM-TV" Chris Noel

Like KOIN-TV Portland, Ore.? They just bought the new Zero One series...after the rating results in Portland, Me!

October

Oct. 4-5—Fall meeting of the Texas Association of Broadcasters, Hotel Texas, Fort Worth.

Oct. 4-6—Meeting of North Carolina Association of Broadcasters, Grove Park Inn, Asheville.

Oct. 5-6—Fall convention of New Jersey Broadcasters Association, Nassau Inn, Princeton.

Oct. 8-9—Meeting of Tennessee Association of Broadcasters, Mountain View hotel, Gatlinburg.

Oct. 8-10—Meeting of Alabama Broadcasters Association, Tuscumbia.

Oct. 15-16—Meeting of Indiana Broadcasters Association, Marriott hotel, Indianapolis.

Oct. 16—Deadline for reply comments in FCC inquiry into CATV ownership by broadcast licensees and related questions.


Oct. 19-21—Twentieth annual meeting of National Electronic Conference. Additional information may be obtained from R. J. Napolitan, NEC, 250 North LaSalle Street, Chicago. McCormick Place, Chicago.


Oct. 21-23—Fourth International Film & TV Festival of New York, to be held in conjunction with the eighth annual Industrial Film and Audio-Visual Exhibition. New York Hilton hotel. For additional information, write: Industrial Exhibitions Inc., 17 East 45th Street, New York 17.

Oct. 22-23—Fall meeting of Missouri Broadcasters Association, Ramada Inn, Jefferson City, Mo.

Oct. 25-26—Meeting of Massachusetts Broadcasters Association, Hotel Somerset, Boston.


November

Nov. 12-13—Fall convention of Ohio Association of Broadcasters, Christopher Inn, Columbus.

Nov. 16-17—Fall meeting of Oregon Association of Broadcasters, featuring reception for state legislators, Marion motor hotel, Salem.

Nov. 16-18—Annual convention of the Broadcasters' Promotion Association, Pick-Congress hotel, Chicago.


January


Indicates first or revised listing.
First Voting Machine?

"Yep. Cannon helped us get the vote, in Rhode Island.

"In 1841, folks here were fed up, 'cause they had to own a lot of land to vote. They set up a People's Party. Elected a Providence businessman, Thomas Dorr, for Governor. Only trouble: Samuel King, the incumbent, wanted to hold onto his job.

"So, Mr. Dorr rounded up some cannon and men with guns, and started the Dorr War against the militia. With just one man killed and two wounded (spectators at that) — he raised enough fuss so, in '42, the Landholders put through a better constitution that let more men vote. Pretty vigorous campaign!"

But then, the Providence market is always vigorous, in spending as in politics. It is Connecticut and Massachusetts, as well as all of Rhode Island. And, people in television say Providence is WJAR-TV.
Interest pops up

EDITOR: The story on Mogubgub Ltd. and pop art (Broadcasting, June 15) is creating an interest in many advertising agencies around the country. . . . Your article has certainly done much to excite the imagination of many commercial advertisers . . . thank you for identifying us with a trend that seems to be gaining momentum.—A. J. Silano, Mogubgub Ltd., New York.

Far East fan

EDITOR: I found Broadcasting in the library of Dentu, one of the biggest ad agencies in Japan. It was filled with interesting and useful features from the first page to the last. Please send me a subscription order form.—Masayuki Nakao, Matsuhashita Electric Industrial Co., Ltd., Tokyo.

Times do change

EDITOR: I really think that we ought to try to build a fire under broadcasting and newspapers toward a moratorium on electronic predictions of the winner of the November presidential elections, and do it on a voluntary basis. . . . WAVA under any circumstance is not going to broadcast any of these cybernetic predictions. I feel particularly close to this since, in 1948 I was working for Dr. George Gallup, when unequipped with anything but an adding machine we predicted that Dewey would, of course, clobber Harry Truman. Things have changed, haven't they?—Arthur W. Arundel, president, WAVA-AM-FM, Arlington, Va.

Which voice is real?

EDITOR: The article on editorializing (Broadcasting, July 13), which summarizes the 2½-day meeting of the National Broadcast Editorial Conference, is an informative and timely report on today's status of editorializing . . .

However, using the TIO statistical analysis of TV for a showing of present actuality—rather than merely the potential—of editorializing, it is indicated that only about one third of all TV stations editorialize, only about once a week, and that the editorials are usually only about two or three minutes long . . .

It appears the newspapers have little to fear in the way of competition in editorializing, contrary to the notion expressed by some speakers, unless the situation is changed.

We must ask, based on the history of the industry, and the present state of
Hartford-New Britain, market on the up-beat after a $40,000,000 face lift. And the home of...

WPOP (under new ownership), entertaining and informing the insurance capital of America. Now, WPOP (Joseph C. Amaturo, President and General Manager) appoints...

BLAIR RADIO, a Division of John Blair and Company, effective August 1, 1964, as its exclusive national representative. This selling power added to the Blair Group Plan makes it, more than ever, America’s most influential group of radio stations.
Contact renewed

EDITOR: This is murder. Tehran, Iran, is beautiful, but contact with the rest of the world is nonexistent. Please rush me a year's subscription to Broadcasting, including the Yearbook, as soon as possible.—Staff Sergeant Robert A. Martin, Armed Forces Radio and Television Service, APO 205, New York.

Thought that counts

EDITOR: Appreciate so much the Week's Profile sketch you were kind enough to run on me in Broadcasting, June 1. To my way of thinking you have an excellent publication.—Louis R. Draughon, president, WSIX Inc., Nashville.

Observations in Oregon

EDITOR: Perhaps your readers will be interested in a remarkable station I encountered in Oregon. Three individuals employed by kwsf-am-fm Eugene suffer from severe physical handicaps. But not one suffers a job handicap.

A Korean battleground cost James Huntington, chief engineer, both legs and three fingers of his left hand. Outstanding coordination and an unusual degree of manual dexterity have more than compensated for his physical loss.

An injury sustained in World War II left news director Dolph Janes paralyzed in the left arm and leg. Getting about in a battery-operated car equipped for short-wave broadcasting, Mr. Janes travels hundreds of miles daily on his news beat.

Program Director Dennis Celorie has been confined to a wheelchair since birth—a victim of severe cerebral palsy. Although unable to raise his arms above chin-level, he operates a control panel loaded with dozens of switches and knobs, reads meters and adjusts transmitter controls, and maintains a complicated filing system.

Mr. Marvin R. Steffins Jr., president of the Willamette Family Stations, has found that each of his so-called "handicapped" employees has "outstanding ability." His experience is typical of that of other enlightened broadcasters who have had the foresight to give a disabled worker a chance.—Harold Russell, chairman, The President's Committee on Employment of the Handicapped, Washington.
You know you belong in the Golden Triangle

The WSJS Television Market—No. 1 in North Carolina

Because WSJS Television’s Golden Triangle comprises a 3 metro city-33 county Grade A coverage that’s the No. 1 market in the No. 12 state, being No. 1 in population, households and retail sales in North Carolina.
An example of the print syndrome in action:

Harold Becker, a New York photographer, exhibits his command of both print and TV for Sprite (agency, McCann-Marchalk). The product's image is translated in an exciting and meaningful way, with taste appeal projected far beyond the average ad or commercial. Mr. Becker uses the same studio and same crew for both media, and can make the transition from print to TV and back again with complete freedom; a freedom borne of natural talent disciplined and tailored to advertising through his years in the print media.

Perhaps many of you have noticed, as I have, how many of the really exciting and effective commercials are being done by print photographers who have turned to television. Irving Penn for Pepsi Cola; Harold Becker for U. S. Steel and Sprite; Howard Zieff for Xerox and Ford—just to name a few.

Of course, this warms the cockles of any art director's heart, because these guys have been making us look good for years. Why have they made the transition to TV so easily and excelled so quickly? There are two reasons:

First, because of their years in print, they have accepted the discipline of advertising. Their first instinct is the dramatization of the product.

Second, these men are truly artists, rather than mere technicians who learned their trade in the school of B movies.

If you look even deeper, you find that the best writers and art directors in agencies are the ones who started in print and are currently working in both media. (I'm speaking, of course, of the ones who have spent enough years in TV to understand the extra dimensions of the television medium.) They are bound by their print discipline never to let technique dictate an idea, but vice versa. In other words, to them the medium, print or TV, becomes incidental to the idea. And let's face it, no one has even seen a good commercial or a good ad that didn't have a good idea behind it.

Speaking of art directors, let me just say that the ones who have ignored TV (and there are many talented ones who still can't be bothered) are not only limiting their outlooks, but perhaps shortening their careers. Conversely, the ones who have gotten into TV with both feet are really effective because of their early print discipline.

Does this mean that people who grew up in broadcast are suddenly without portfolio? Of course not. But you'll find that the best agency producers, writers and art directors are the ones who understand that they are in the advertising business and not the film business. They realize that much of what was done in films in the past is no longer applicable to this ever-changing business of instantly communicating an idea.

The point comes down to this: Good print people have been spending the last few years painfully learning and have interjected their discipline into the television medium. Good broadcast people have seen the light and are utilizing the talents of a Penn, a Becker or a Zieff. In a few years, I'll bet, the ones that don't won't be around.

Everybody agree?
May 13, 1964

Mr. Charles Mathews
General Sales Manager
Station WLBM-TV
3903 Biscayne Boulevard
Miami, Florida 33132

Dear Charlie:

Now that the dust has settled, I thought you might be interested to know that our recent promotion on WLBM-TV was a huge success. Not only for Bristol-Myers, but for the retailers themselves. We hope you benefited, too.

Let me thank you for your part in this program. Never in my experience has an advertiser desperately needed and received so much unqualified cooperation from a station.

Without your help, the traffic people, your copy department, and the valiant efforts of your slide projection group, we never could have done it. Our sincere thanks...it was genuinely appreciated.

Sincerely yours,

Edward E. Parmelee
Advertising Manager

EEP: sed

cc: W. R. McCurdy
T. A. Welstead
"Seasoned to Please!"

TOTAL NEWS
ED SULLIVAN
THE LUCY SHOW
RED SKELTON
GALE STORM SHOW

Beverly Hillbillies
RAWHIDE
MOVIE SPECTACULAR
The Defenders
THE SAINT

WKRG-TV
Mobile—Pensacola
Channel 5

Represented by H-R Television, Inc.
or
Call C. P. Persons Jr., General Manager
Another record for TV sales, profits

1963 SEES REVENUES OVER $1.5 BILLION, PROFITS CLIMBING 10%

The FCC in its annual report of a plethora of television financial figures last week offered further proof of TV's steady growth in both revenue and profit.

In 1963, the FCC's figures revealed, the three networks, their 15 owned-and-operated stations and the 550 other TV outlets included in the report amassed record revenues of more than $1.59 billion and record profits before federal income taxes of more than $343 million. Revenues were 7.5% above 1962's $1.48 billion and profits were up 10% from that year's $311 million. In 1962, however, revenues and profits gained 12.7% and 31%, respectively, over 1961.

Spot Shows Gain • Both network and national spot sales were up from 1962, and spot increased its financial lead over network revenue, a lead first gained in '62. In that year spot accounted for $395.5 million, or 41%, of the industry's total revenues: network time was credited with $521.5 million, or 40%.

The FCC's report showed that in 1963 spot was up to $600.7 million, 43% of the total, and network at $537.9 million, 39%. Spot thus accounted for some two-thirds of the increase in total time sales in 1963. The rest of the totals belong to local sales, $242.5 million, 19%, in 1962 and $256.1 million, 18%, in 1963.

The networks pulled in $537 million in revenues from time sales, and in-

<table>
<thead>
<tr>
<th>What happened to television's dollars in 1963</th>
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</thead>
<tbody>
<tr>
<td><strong>Tv Networks</strong></td>
</tr>
<tr>
<td><strong>INCOME</strong> $918,200,000†</td>
</tr>
<tr>
<td>Network time sales $357,000,000 58.5%</td>
</tr>
<tr>
<td>Program &amp; talent sales $345,800,000 37.7%</td>
</tr>
<tr>
<td>Sundry other sources $35,400,000 3.8%</td>
</tr>
<tr>
<td><strong>OUTGO &amp; PROFIT</strong> $79,723,000†</td>
</tr>
<tr>
<td>Paid to owned stations $34,900,000 3.4%</td>
</tr>
<tr>
<td>Paid to affiliates $15,600,000 18.2%</td>
</tr>
<tr>
<td>Agency commissions $80,000,000 8.9%</td>
</tr>
<tr>
<td>Technical expense $28,865,000 3.1%</td>
</tr>
<tr>
<td>Program expense $40,315,000 27.0%</td>
</tr>
<tr>
<td>Selling expense $22,167,000 2.4%</td>
</tr>
<tr>
<td>General &amp; administrative $41,372,000 4.5%</td>
</tr>
<tr>
<td>Profit before federal tax $56,400,000 6.1%</td>
</tr>
</tbody>
</table>

Source: for all figures—FCC financial reports for 1963. †Totals of income and outgo & profit do not precisely balance because of rounding.
### Individual market revenue for 1963 compared with 1962

<table>
<thead>
<tr>
<th>Markets</th>
<th>No. Stations Representing</th>
<th>Total Revenues 1963 ($000)</th>
<th>Total Expenses 1963 ($000)</th>
<th>Total Net Income 1963 ($000)</th>
<th>Network Gain or Loss 1962 ($000)</th>
<th>Spot Gain or Loss 1962 ($000)</th>
<th>Local Gain or Loss 1962 ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Albany-Schenectady</td>
<td>3</td>
<td>$6,664</td>
<td>$4,686</td>
<td>$1,978</td>
<td>$1,680</td>
<td>$1,769</td>
<td>$89</td>
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<td>Troy, N.Y.</td>
<td>2</td>
<td>$2,326</td>
<td>$2,041</td>
<td>$281</td>
<td>$616</td>
<td>$530</td>
<td>(40)</td>
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<tr>
<td>Albuquerque, N. M.*</td>
<td>2</td>
<td>$2,226</td>
<td>$2,221</td>
<td>5</td>
<td>$526</td>
<td>$540</td>
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<tr>
<td>Amorillo, Tex.</td>
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<td>$7,036</td>
<td>$2,052</td>
<td>$1,859</td>
<td>$1,921</td>
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<tr>
<td>Atlanta*</td>
<td>3</td>
<td>$11,915</td>
<td>$8,377</td>
<td>$3,388</td>
<td>$2,266</td>
<td>$2,413</td>
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<td>Bakersfield, Calif.</td>
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<td>$2,151</td>
<td>$1,755</td>
<td>$396</td>
<td>$654</td>
<td>$530</td>
<td>(12)</td>
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<tr>
<td>Baltimore</td>
<td>3</td>
<td>$2,591</td>
<td>$1,978</td>
<td>$612</td>
<td>$819</td>
<td>$1,258</td>
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<td>Birmingham, N.Y.</td>
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<td>$25,011</td>
<td>$12,414</td>
<td>$12,597</td>
<td>$1,417</td>
<td>$4,214</td>
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<tr>
<td>Boston-Noragata Falls, N.Y.</td>
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<td>$12,548</td>
<td>$8,028</td>
<td>$4,320</td>
<td>$2,745</td>
<td>$2,482</td>
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<tr>
<td>Cedar Rapids-Waterloo</td>
<td>3</td>
<td>$2,894</td>
<td>$2,158</td>
<td>$735</td>
<td>$952</td>
<td>$952</td>
<td>5</td>
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<td>Charleston Oak Hill-Huntington, T.Va.-Ashland, Ky.</td>
<td>4</td>
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<td>$1,191</td>
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<td>Charlotte, S.C.</td>
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<td>$1,755</td>
<td>$296</td>
<td>$782</td>
<td>$522</td>
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<tr>
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<td>2</td>
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<td>$1,943</td>
<td>$291</td>
<td>$745</td>
<td>$740</td>
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<tr>
<td>Chicago</td>
<td>4</td>
<td>$53,522</td>
<td>$32,328</td>
<td>$21,194</td>
<td>$6,786</td>
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<tr>
<td>Cincinnati</td>
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<td>$11,239</td>
<td>$6,929</td>
<td>$4,310</td>
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<td>$2,636</td>
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<tr>
<td>Cleveland</td>
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<td>$21,294</td>
<td>$10,900</td>
<td>$10,395</td>
<td>$3,333</td>
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<td>$365</td>
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<td>$573</td>
<td>$529</td>
<td>$531</td>
<td>(2)</td>
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<tr>
<td>Columbus, Ohio</td>
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<td>$5,591</td>
<td>$6,237</td>
<td>$3,254</td>
<td>$1,894</td>
<td>$1,769</td>
<td>(75)</td>
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<tr>
<td>Dallas-Fort Worth</td>
<td>6</td>
<td>$13,549</td>
<td>$9,770</td>
<td>$3,778</td>
<td>$2,509</td>
<td>$2,380</td>
<td>180</td>
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<tr>
<td>Denver</td>
<td>4</td>
<td>$3,680</td>
<td>$2,979</td>
<td>$717</td>
<td>$1,362</td>
<td>$1,362</td>
<td>**</td>
</tr>
<tr>
<td>Des Moines-Ames, Iowa</td>
<td>4</td>
<td>$8,218</td>
<td>$5,880</td>
<td>$2,339</td>
<td>$1,335</td>
<td>$1,361</td>
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<tr>
<td>Detroit</td>
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<td>$4,164</td>
<td>$3,116</td>
<td>$1,048</td>
<td>$1,147</td>
<td>$1,157</td>
<td>(10)</td>
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<tr>
<td>El Paso</td>
<td>2</td>
<td>$2,151</td>
<td>$2,089</td>
<td>$82</td>
<td>$498</td>
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</tr>
<tr>
<td>Evansville, Ind.</td>
<td>3</td>
<td>$2,481</td>
<td>$1,881</td>
<td>$601</td>
<td>$754</td>
<td>$754</td>
<td>(40)</td>
</tr>
<tr>
<td>Fort Wayne, Ind.</td>
<td>3</td>
<td>$2,729</td>
<td>$2,030</td>
<td>$699</td>
<td>$838</td>
<td>$880</td>
<td>(42)</td>
</tr>
<tr>
<td>Fresno-Hanford, Visalia, Calif.</td>
<td>3</td>
<td>$3,675</td>
<td>$3,956</td>
<td>$261</td>
<td>$883</td>
<td>$913</td>
<td>(30)</td>
</tr>
<tr>
<td>Grand Rapids-Kalamazoo, Mich.</td>
<td>6</td>
<td>$7,492</td>
<td>$4,447</td>
<td>$3,045</td>
<td>$2,078</td>
<td>$1,914</td>
<td>164</td>
</tr>
<tr>
<td>Green Bay, Wis.</td>
<td>4</td>
<td>$3,034</td>
<td>$2,684</td>
<td>$351</td>
<td>$1,033</td>
<td>$1,080</td>
<td>(47)</td>
</tr>
<tr>
<td>Greensboro-High Point, Winston Salem, N.C.</td>
<td>3</td>
<td>$4,199</td>
<td>$2,473</td>
<td>$1,726</td>
<td>$1,193</td>
<td>$1,193</td>
<td>**</td>
</tr>
<tr>
<td>Greenville-Washington-New Bern, N.C.</td>
<td>3</td>
<td>$2,238</td>
<td>$2,014</td>
<td>$224</td>
<td>$799</td>
<td>**</td>
<td>799</td>
</tr>
<tr>
<td>Greenville-Spartanburg, S.C.-Asheville, N.C.</td>
<td>4</td>
<td>$3,568</td>
<td>$2,730</td>
<td>$838</td>
<td>$1,006</td>
<td>$1,005</td>
<td>1</td>
</tr>
<tr>
<td>Harrisburg-Lancaster-York, Lebanon, Pa.</td>
<td>5</td>
<td>$4,889</td>
<td>$3,888</td>
<td>$1,001</td>
<td>$1,420</td>
<td>$1,453</td>
<td>(33)</td>
</tr>
<tr>
<td>Hartford-New Haven, N.Y.</td>
<td>3</td>
<td>$10,311</td>
<td>$6,431</td>
<td>$3,880</td>
<td>$2,047</td>
<td>$2,099</td>
<td>38</td>
</tr>
<tr>
<td>Honolulu</td>
<td>3</td>
<td>$3,927</td>
<td>$3,946</td>
<td>$20</td>
<td>$510</td>
<td>$517</td>
<td>53</td>
</tr>
<tr>
<td>Houston-Galveston, Tex.</td>
<td>3</td>
<td>$10,429</td>
<td>$6,534</td>
<td>$3,866</td>
<td>$2,028</td>
<td>$1,985</td>
<td>43</td>
</tr>
<tr>
<td>Huntsville-Occulata, Ala.</td>
<td>3</td>
<td>$2,061</td>
<td>$1,960</td>
<td>$101</td>
<td>$153</td>
<td>$147</td>
<td>6</td>
</tr>
<tr>
<td>Idaho Falls-Pocatello, Idaho</td>
<td>3</td>
<td>$2,671</td>
<td>$2,114</td>
<td>$562</td>
<td>$776</td>
<td>$739</td>
<td>37</td>
</tr>
<tr>
<td>Indianapolis-Bloomington, Ind.</td>
<td>1</td>
<td>$11,670</td>
<td>$7,516</td>
<td>$4,153</td>
<td>$2,166</td>
<td>$2,135</td>
<td>53</td>
</tr>
<tr>
<td>Johnstown-Altoona, Pa.</td>
<td>3</td>
<td>$3,806</td>
<td>$2,202</td>
<td>$1,604</td>
<td>$1,487</td>
<td>$1,418</td>
<td>16</td>
</tr>
<tr>
<td>Kansas City, Mo.</td>
<td>3</td>
<td>$10,055</td>
<td>$6,829</td>
<td>$3,226</td>
<td>$2,159</td>
<td>$2,280</td>
<td>121</td>
</tr>
<tr>
<td>Knoxville, Tenn.</td>
<td>3</td>
<td>$2,998</td>
<td>$2,117</td>
<td>$881</td>
<td>$915</td>
<td>$938</td>
<td>(23)</td>
</tr>
<tr>
<td>Las Vegas-Henderson, Nev.</td>
<td>3</td>
<td>$2,061</td>
<td>$1,960</td>
<td>$101</td>
<td>$153</td>
<td>$147</td>
<td>6</td>
</tr>
<tr>
<td>Lincoln-Rapid City, Nebr.</td>
<td>3</td>
<td>$2,671</td>
<td>$2,114</td>
<td>$562</td>
<td>$776</td>
<td>$739</td>
<td>37</td>
</tr>
<tr>
<td>Little Rock, Ark.</td>
<td>3</td>
<td>$2,827</td>
<td>$2,151</td>
<td>$676</td>
<td>$827</td>
<td>$846</td>
<td>(19)</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>3</td>
<td>$61,568</td>
<td>$46,323</td>
<td>$15,245</td>
<td>$6,730</td>
<td>$6,845</td>
<td>(115)</td>
</tr>
</tbody>
</table>

Increase of 3.2% over 1962.

Compensations paid to the networks' O&O's, however, dipped to $349.9 million, a drop of 3.3% from 1962's $361.1 million. Although compensation to affiliated stations rose 1.5% from $164.5 million to $166.9 million, these figures include affiliates picked up by the networks during the year. Although some of this drop may be attributed to the commercial hiatus prompted by the assassination of President Kennedy, the major contributor to the loss probably the reductions in daytime compensation rates that all three networks initiated in 1963. However, the networks continued their trend
toward getting increasing percentages of their revenues from sales of programs and talent. For networks, only 40% of revenue was from time sales, while stations accounted for 94% of stations' revenues. The networks and their o&os pulled in total revenues of $820.3 million, had expenses of $684.1 million and profits of $136.2 million. Of industry totals, that's 51.4%, 54.6% and 39.7%, respectively. About 86% of the networks' expenses was accounted for the technical and programing fields with the remainder written off to selling, general and administrative expenses. The other 550 stations reporting had $570 million in expenses, with 57% going to technical and programing efforts and 43% to the other categories.

Median revenues of profitable stations in markets with three or more outlets: $1,712,934. For stations with losses, median revenues were $436,616.
### Bullseye estimate

The accuracy of Broadcasting estimates of 1963 television time sales, published in this magazine last Feb. 17, was confirmed last week by official FCC tabulations.

Broadcasting had estimated that total time sales were $1.384 billion (FCC); the last FCC week put them at $1.394 billion, only a fraction of one percent higher than the magazine's figures.

In various categories of time sales Broadcasting (B) and FCC figures compared as follows: network, $543 million (B) and $537 million (FCC); spot, $584 million (B) and $600 million (FCC); local, $256 million in both reports.

All time sales are after deduction of frequency and promotional discounts but before deduction of commissions to agencies and sales representatives.

### STATIONS PAYMENTS TO PROPRIETORS, PARTNERS, OR STOCKHOLDERS, 1963
(excludes payments from surplus)

<table>
<thead>
<tr>
<th>Stations reporting payments:</th>
<th>Number</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>$200,000 - 300,000</td>
<td>2</td>
<td>$ 425,407</td>
</tr>
<tr>
<td>150,000 - 199,999</td>
<td>8</td>
<td>1,336,265</td>
</tr>
<tr>
<td>100,000 - 149,999</td>
<td>10</td>
<td>1,218,666</td>
</tr>
<tr>
<td>75,000 - 99,999</td>
<td>17</td>
<td>1,499,550</td>
</tr>
<tr>
<td>50,000 - 74,999</td>
<td>30</td>
<td>1,788,759</td>
</tr>
<tr>
<td>25,000 - 49,999</td>
<td>87</td>
<td>3,140,946</td>
</tr>
<tr>
<td>15,000 - 24,999</td>
<td>56</td>
<td>1,058,641</td>
</tr>
<tr>
<td>10,000 - 14,999</td>
<td>41</td>
<td>493,321</td>
</tr>
<tr>
<td>5,000 - 9,999</td>
<td>37</td>
<td>279,272</td>
</tr>
<tr>
<td>Under 5,000</td>
<td>37</td>
<td>94,691</td>
</tr>
<tr>
<td>Total</td>
<td>325</td>
<td>$11,429,458</td>
</tr>
</tbody>
</table>

### RELATIONSHIP OF LOSSES TO PAYMENTS TO PROPRIETORS, PARTNERS

1. Total number of stations reporting losses 122
2. Number of total amount of losses $13,245,824
3. Number of lost stations which reported payments to proprietors etc. 57
4. Number reporting a loss which was less than:
   a. The amount reported to proprietors etc. and depreciation expense reported 6
   b. The amount paid to proprietors etc. 3
   c. The amount of depreciation expense 35
   d. The combined total paid to proprietors etc. and depreciation expense 7

### BROADCAST EXPENSES OF 3 NETWORKS AND 565 TV STATIONS IN 1963
(1000s of dollars)

<table>
<thead>
<tr>
<th>Type of expenses</th>
<th>Networks</th>
<th>TV stations</th>
<th>Other TV stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical</td>
<td>$28,665</td>
<td>$16,211</td>
<td>$90,123</td>
</tr>
<tr>
<td>Program</td>
<td>487,239</td>
<td>55,754</td>
<td>234,761</td>
</tr>
<tr>
<td>Selling</td>
<td>22,167</td>
<td>12,232</td>
<td>68,253</td>
</tr>
<tr>
<td>Total payments</td>
<td>579,443</td>
<td>104,659</td>
<td>$569,861</td>
</tr>
</tbody>
</table>

### PRINCIPAL EXPENSE ITEMS OF TV STATIONS WITH TIME SALES OF $25,000 OR MORE
CLASSIFIED BY VOLUME OF REVENUES
(Stations Operating Full Year 1963 Only)

<table>
<thead>
<tr>
<th>Average per station reporting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenues</td>
</tr>
<tr>
<td>$1,268,961</td>
</tr>
<tr>
<td>VHF</td>
</tr>
<tr>
<td>$1,397,572</td>
</tr>
<tr>
<td>UHF</td>
</tr>
<tr>
<td>$500,677</td>
</tr>
</tbody>
</table>

### BROADCAST FINANCIAL DATA OF 3 NATIONAL TELEVISION NETWORKS AND 565 TV STATIONS, 1963
(in millions of dollars)

<table>
<thead>
<tr>
<th>Items</th>
<th>Networks</th>
<th>TV Stations</th>
<th>Other TV Stations</th>
<th>Total 3 Networks and 565 TV stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Revenues from the sale of time:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Network time sales a. Sale of network time to advertisers $537.0</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Deductions from network's revenue from sale of time to advertisers:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a. Paid to owned and operated stations 34.9</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b. Paid to affiliated stations 166.9</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total participation by others (excluding commissions) in revenue from sale of network time 201.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Total revenues from sale of network time 335.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Non-network time sales:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a. National and regional advertisers 131.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b. Local advertisers 42.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total non-network time sales 174.0</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total time sales 509.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Deduct - commissions to agencies, representatives, etc. 80.6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Total net sales 228.6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>B. Revenues from incidental broadcast activities:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a. Talent and programs 345.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b. Sundry broadcast revenues 85.4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total incidental broadcast revenues 430.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C. Total broadcast expenses 579.4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>D. Broadcast income (before federal income tax) 56.4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Not all stations reported all expense items.

### Broadcast, July 27, 1964

(LEAD STORY)
THE MOST SENSATIONAL SUCCESS STORY
OF ANY CHILDREN’S SHOW SYNDICATED BY

TRANS-LUX

THE LEADER IN TELEVISION PROGRAMS FOR CHILDREN

THE MIGHTY HERCULES

130 FIVE AND A HALF MINUTE PROGRAMS IN B/W OR COLOR

THE MOST PRE-SOLD ADVENTURE HERO OF ALL TIME.

- SEE HERCULES BATTLE THE FIVE HEADED HYDRA.
- SEE HERCULES CONQUER THE THRACIAN ARMIES.
- SEE HERCULES CRUSH THE DREADED MASK OF VULCAN.
- SEE HERCULES TAME THE CHRYSORIAN UNICORN.
- SEE HERCULES OUTWIT THE SEA WITCH.
- AND MORE! MORE! MORE!

TRANS-LUX

TELEVISION CORPORATION

NEW YORK, 625 Madison Avenue, PLaza 1-3110
CHICAGO • LOS ANGELES • MIAMI BEACH • ZURICH, SWITZERLAND
Lee to hold down fort during FCC hiatus

The last days of July traditionally witness an FCC working overtime to clear up as much of its backlog as possible before the commission's annual August recess. In addition, it's vacation time for at least six of the seven commissioners.

Commissioner Robert E. Lee, as he customarily does, will serve as acting chairman. The last commission meeting before the hiatus will be held this Wednesday (July 29).

Chairman E. William Henry plans to spend Aug. 3-23 at Nantucket, R. I., with his family.

Commissioner Rosel H. Hyde has a schedule of association meetings. He will attend the executive committee meeting of the meeting of the National Association of Railroad and Utilities Commissioners in Portland, Ore., Aug. 5-6, the American Bar Association symposium on procedures of regulatory agencies in policymaking, New York, Aug. 11, and the meeting of the West Virginia Broadcasters Association Aug. 28 in White Sulphur Springs.

The New York World's Fair is part of Commissioner Kenneth A. Cox's vacation plans, and possibly some touring in the Carolinas.

Commissioner Lee Lovengriner plans to spend two weeks at an Eastern Shore Maryland beach with his family.

Commissioners Robert T. Bartley and Frederick W. Ford have made no plans.

Chairman Henry will convene the August commission meeting, required by statute, on the 31st.

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**NUMBER OF UHF TELEVISION STATIONS REPORTING PROFIT OR LOSS BY VOLUME OF TOTAL BROADCAST REVENUES, 1963**

(Stations operating full year only)

<table>
<thead>
<tr>
<th>Revenues of:</th>
<th>Total number of stations reporting profits</th>
<th>Number of stations reporting profits of:</th>
<th>Number of stations reporting losses of:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,000,000 - 1,500,000</td>
<td>300,000</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>800,000 - 1,000,000</td>
<td>300,000</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>600,000 - 800,000</td>
<td>300,000</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>400,000 - 600,000</td>
<td>200,000</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>200,000 - 400,000</td>
<td>200,000</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>100,000 - 200,000</td>
<td>100,000</td>
<td>2</td>
<td>6</td>
</tr>
<tr>
<td>Less than 100,000</td>
<td>50,000</td>
<td>2</td>
<td>6</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BROADCAST REVENUES, EXPENSES, AND INCOME OF TELEVISION NETWORKS AND STATIONS, 1962-1963</th>
<th>(In millions of dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 networks (including 15 owned- and operated stations)</td>
<td>$820.3 $754.2 8.8%</td>
</tr>
<tr>
<td>550 other stations:</td>
<td></td>
</tr>
<tr>
<td>464 VHF</td>
<td>737.8 697.6 5.8</td>
</tr>
<tr>
<td>86 UHF</td>
<td>39.1 34.4 13.7</td>
</tr>
<tr>
<td>Subtotal</td>
<td>776.9 732.0 6.1</td>
</tr>
<tr>
<td>Industry total</td>
<td>$1,597.2 $1,486.2 7.5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BROADCAST EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>3 networks (including 15 owned- and operated stations)</td>
<td>$584.1 $642.8 6.4%</td>
</tr>
</tbody>
</table>

**TV MARKETS RANKED BY VOLUME OF REVENUES SHOWING MEDIAN REVENUES OF STATIONS REPORTING PROFIT OR LOSS, 1963**

(Stations Operating Full Year Only)

<table>
<thead>
<tr>
<th>TV Markets (Ranked by Descending Volume of Revenues)</th>
<th>Total Number of Stations Reporting</th>
<th>Stations Reporting Profits</th>
<th>Median Revenues</th>
<th>Stations Reporting Losses</th>
<th>Median Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARKETS WITH THREE OR MORE TV STATIONS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1st - 25th</td>
<td>94</td>
<td>87</td>
<td>$4,368,668</td>
<td>7</td>
<td>$449,624</td>
</tr>
<tr>
<td>26th - 50th</td>
<td>84</td>
<td>70</td>
<td>1,927,007</td>
<td>14</td>
<td>383,111</td>
</tr>
<tr>
<td>51st - 96th</td>
<td>134</td>
<td>104</td>
<td>916,359</td>
<td>30</td>
<td>476,196</td>
</tr>
<tr>
<td>Total 96 Markets</td>
<td>312</td>
<td>261</td>
<td>$1,712,934</td>
<td>51</td>
<td>$436,616</td>
</tr>
<tr>
<td>MARKETS WITH TWO TV STATIONS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1st - 25th</td>
<td>50</td>
<td>45</td>
<td>$1,300,871</td>
<td>5</td>
<td>$620,460</td>
</tr>
<tr>
<td>26th - 50th</td>
<td>50</td>
<td>38</td>
<td>650,270</td>
<td>12</td>
<td>536,707</td>
</tr>
<tr>
<td>51st - 61st</td>
<td>20</td>
<td>12</td>
<td>353,383</td>
<td>8</td>
<td>148,836</td>
</tr>
<tr>
<td>Total 61 Markets</td>
<td>120</td>
<td>95</td>
<td>$779,509</td>
<td>25</td>
<td>$468,099</td>
</tr>
<tr>
<td>MARKETS WITH ONE TV STATION</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1st - 25th</td>
<td>25</td>
<td>25</td>
<td>$754,783</td>
<td>...</td>
<td>...</td>
</tr>
<tr>
<td>26th - 50th</td>
<td>25</td>
<td>22</td>
<td>411,286</td>
<td>3</td>
<td>$384,021</td>
</tr>
<tr>
<td>51st - 75th</td>
<td>25</td>
<td>15</td>
<td>223,617</td>
<td>10</td>
<td>192,827</td>
</tr>
<tr>
<td>76th - 101st</td>
<td>26</td>
<td>5</td>
<td>17,693</td>
<td>21</td>
<td>84,661</td>
</tr>
<tr>
<td>Total 101 Markets</td>
<td>101</td>
<td>67</td>
<td>$418,461</td>
<td>34</td>
<td>$132,696</td>
</tr>
</tbody>
</table>

---

**LEE TO HOLD DOWN FORT DURING FCC HIATUS**

The last days of July traditionally witness an FCC working overtime to clear up as much of its backlog as possible before the commission's annual August recess. In addition, it's vacation time for at least six of the seven commissioners.

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FOR A NEWS-HUNGRY PUBLIC

...THE LARGEST STAFF AND BEST FACILITIES IN OUR PART OF AMERICA

These are the men—and the machines—that collect, photograph, and broadcast WHIO news via AM, FM and TV. There is no comparable service in our part of the nation. The natural consequence: around the clock more news-hungry people listen to WHIO-AM and FM—watch WHIO-TV. Ask George P. Hollingbery to prove it.

TOM FRAWLEY—WHIO Radio/TV Director, current President of the Ohio Associated Press Broadcasters Association

DAN WAYNE
Newscaster

PHIL DONAHUE
Newscaster

MAC McFARLIN
Newscaster

TOM ANDREWS
Newscaster

ANDY CASSELS
Newscaster Photographer

AL BROWN
Newscaster Photographer

CHUCK UPTHEGROVE
Photographer

The WHIO News Scout—first on the scene for at-the-scene reporting.

The WHIO Air Scout—puts our reporter only minutes away from all corners of our area.

WHIO COPTER for twice daily traffic reports with Lieutenant Russ Guerra, from the Dayton Police Traffic Bureau.

COX BROADCASTING CORPORATION stations:
WSB AM-FM-TV, Atlanta;
WHIO AM-FM-TV, Dayton;
WSOC AM-FM-TV, Charlotte;
WIOD AM-FM, Miami;
KTVU, San Francisco-Oakland.

WHIO-TV • CBS • CHANNEL 7
WHIO-AM-FM • DAYTON, OHIO
FCC again rebuffs chairman

Case-by-case approach to overcommercialization
gets another setback as FCC renews licenses of
seven Florida stations for full three-year terms

An FCC minority's attempt to police "excessive" commercialization on a case-by-case basis ignited stormy debate within the commission last week. When it was over—after 2½ hours—the minority—led by FCC Chairman E. William Henry—had received its second setback within a month.

The commission, by a 4-3 vote, overrode staff recommendations and granted regular three-year licenses to seven of eight Florida stations whose renewal applications had been deferred since Feb. 1 because of questions about commercial practices. The eighth will be asked to clarify its commercial policy. The staff had recommended one-year renewals for six of the stations.

The action followed by less than a month a commission decision, by a same 4-3 vote, to instruct the staff to ignore the commercial practices of six radio stations, in Mississippi, Louisiana, and Arkansas, in considering their renewal applications (BROADCASTING, July 6). And last week, this decision was affirmed. Staff had recommended that letters of inquiry be sent the stations.

The decision on the Florida stations isn't a fatal blow to the case-by-case approach. But the commission is giving it a different look. New procedures have been adopted to permit closer commission supervision of the staff and to reduce the time the staff spends on the campaign. And indications are that only the most extreme cases of overcommercialization will be brought to the commission's attention.

Loevinger and Henry • The principal disputants in the debate that preceded the vote on the Florida stations were Commissioner Lee Loevinger and Chairman Henry. Commissioner Loevinger led both winning assaults on the case-by-case approach, and was joined both times by Commissioners Robert T. Bartley, Rosel H. Hyde and Frederick W. Ford.

Chairman Henry is largely responsible for the commission's adoption of the case-by-case approach. The commission followed his suggestion in the matter last January, when it abandoned its proposal to limit commercials by rule. Voting with him to implement the policy were Commissioners Kenneth A. Cox and Robert E. Lee.

Staff members who were present described the debate as one of the most heated commissioners have engaged in for years. Commissioner Loevinger is reported to have called the case-by-case approach "silly" and "a phony." Chairman Henry for his part, is said to have characterized Commissioner Loevinger's attack as a "diatribe" and to have accused him of attempting to assume a "popular" role in opposing the commission policy.

Henry's Dissent • Contributing to the high feeling was a dissent Chairman Henry was preparing to the commission's action in the case involving the stations in Mississippi, Louisiana and Arkansas. A draft of the dissent was distributed to the commission Wednesday. The document had not been released as of Thursday, but is said to be sharply critical of the majority for abandoning the policy the commission adopted in January.

The majority, however, reportedly feels that the case-by-case approach has become a petty operation, that the staff's time could better be spent in reducing its own backlog of work and that the practice, in any case, wasn't

COMMERCIAL PREVIEW: Burry's cookies

Slow baking is the claim but fast selling is the aim of a new saturation spot TV campaign by the Burry Biscuit Division of the Quaker Oats Co. in New York, Los Angeles, Boston and other major markets.

The grinning trio of tuneful bakers shown here gleefully praise the virtues of Burry's Gauchos, Happy Family, Chocolate Chip and Cello line. The spots emphasize Burry's slow-baking process, a method claimed to endow the goods with vast superiority. Each commercial features a specific product.

The spots for the "best darn cookies in the neighborhood" were made by Weightman Inc. Philadelphia, the Burry division's advertising agency.
COMPETENT

She's a top-notch secretary at General Motors. Her job calls for intelligence, tact, good humor and, most of all, plenty of initiative.

Her skills reflect the variety of talents possessed by the women who work for GM. They are also employed as lab technicians and librarians, designers and dietitians, supervisors and scientists, statisticians and stylists, test-drivers and trained nurses—to say nothing of a wide variety of manufacturing occupations.

Women play an important part in GM progress. They have in the past and they will in the future. In fact, more than 80,000 of GM's 640,000 employees are women—as are more than half of the individual shareholders. Clearly, women are very essential people at General Motors . . . a company that counts people as its most important asset.

GENERAL MOTORS IS PEOPLE . . .

Making Better Things For You
the answer to the “overcommercialization” complaints received by the commission.

The Florida stations voted full-term renewals are WFLA-TV and WTV(TV), both Tampa, and radio stations WEZY Cocoa, WHOO Orlando, WQAM Miami, WNN Lakeland and WNVY Pensacola. The staff had recommended one-year renewals for all but WNVY.

With Commissioner Ford swinging over to give the Henry-Cox-Lee side a majority, the commission voted, 4-3, to ask WMFJ Dayton for a clarification of its commercial policy.

Since February, the staff has been pulling from the file those renewal applications showing the highest number of commercials and analyzing them on the basis of promise versus performance. Those showing the most glaring discrepancies are brought to the commission, along with a detailed memo and a proposed letter of inquiry for the station.

New Procedure - Under the new guidelines laid down by the commission last week, the staff will gather the statistical information, but it won’t prepare any letters until specifically instructed to do so by the commission. This is designed to save the staff’s time as well as to avoid any unnecessary deferrals of renewal applications.

Few commissioners or staff members were ready last week to write off the case-by-case campaign against overcommercialization as a dead letter. In fact, the staff was preparing to bring several new cases to the commission’s attention this week. But it was generally agreed that only those stations apparently guilty of the grossest overcommercialization would get the commission's attention.

Just how strong a case the staff would have to find in order to convince the commission to take action remains to be seen. In the three renewal periods that have passed since Feb. 1, the staff has not yet found one station a majority of the commission is willing to punish for overcommercialization.

A major argument advanced by the majority against the case-by-case approach, as it has been administered, is that it won’t remedy the situation the majority feels that the public complaints about.

Most of the stations caught in the staff’s net have been relatively small AMs. But the majority feels most complaints are directed against commercials that interrupt television programs. And the stations involved, according to the majority view, are usually large, network affiliated outlets that comply with the National Association of Broadcasters commercial code. No proposals have been offered to deal with that situation.

The members of the majority are also concerned about the staff’s mounting workload. They feel this should be whittled down before any new projects are undertaken.

Another argument advanced against the policy is that the present program reporting form on which the staff relies for its information is a poor instrument for measuring promise versus performance. Some members of the majority feel that the questions are “fuzzy” and that licensees, therefore, shouldn’t be blamed for providing vague answers.

Business briefly...

The Savings and Loan Foundation, Washington, through McCann-Erickson, New York, has purchased sponsorship of NBC-TV’s color special Small Town (Sept. 18, 10-11 p.m. EDT).

Allied Old English Co., Newark, N. J., through Venet Advertising, Union, N.J., has purchased a heavy schedule of radio and TV announcements in New York promoting its Polynesian Punch. The summer radio campaign consists of 60-second spots on WOR, WNBC, WNEW and WABC. The TV schedule includes sponsorship in several WNEW-TV shows.

The Nestle Co., White Plains, N. Y., through Leo Burnett will participate in new season programs The Andy Williams Show, The Jonathan Winters Show, Daniel Boone, Mr. Novak, The Virginian and International Showtime, all on NBC-TV.

Helena Rubinstein Inc., New York, through Ogilvy, Benson & Mather, New York, has purchased sponsorship in 10 NBC-TV evening programs next season.
Go back where they come from

...and ask them what they think. That's the best way to find out about a place. Just ask the people who live there. That's what we did. We asked media buyers in seven cities about the radio stations in the market they lived in.* You'll find some revealing answers on the following pages.

*Findings are based on Charles Harriman Smith/Associates, Inc. estimates, subject to qualifications which any CBS Owned radio station or CBS Radio Spot Sales representative will supply on request.
Go to San Francisco

…and talk to the media buyers who know the city best because they live there. Ask them which local stations they pick for the bulk of their buying.

Nine out of ten pick KCBS as one of the top three.

Ask them why. Their choice of the most effective showcase for commercials is a talk and information format such as KCBS’s.

Other reasons for their choice of KCBS are that they rate the station best in overall news job, as having the most active news department. Added to this, they rank the station high in believability as well as service to its community.

And they put their money where their choice is. KCBS RADIO.

Ask your KCBS salesman or CBS Radio Spot Sales representative for the complete study.

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Go to St. Louis

…the time buyers there are from Missouri and they’ve got to be shown. When we asked them to pick the three best buys in the market, 96% chose KMOX—50% more than the next station.

And their reasons go beyond just the numbers.

St. Louis time buyers rate the KMOX talk and information format as one of the best showcases for their commercials.

Equally important, they rank KMOX first in believability, editorial effectiveness, best overall news job, most active local new department and just about every other measure of a station’s impact on its community.

And they put their money where their choice is. KMOX RADIO.

Ask your KMOX salesman or CBS Radio Spot Sales representative for the complete study.
Go to Philadelphia

don't talk to the Philadelphia lawyers, just speak to the time
buyers who live there and know the market best.
You'll find that 93% of them pick WCAU Radio as one of the
three best buys in town (63% more than picked the next station).
Their reasons?
They picked WCAU's talk and information format as being the
best effective showcase for their commercials.
They pick the station which they rate highest in believability,
editorial effectiveness, best overall news job, and just about every
other criterion of a station's standing in its market.
And they put their money where their choice is. WCAU RADIO.
Ask your WCAU salesman or CBS Radio Spot Sales representative
for the complete study.

Go to Boston

... ask the time buyers who live there which local radio stations they
pick for the bulk of their buying. 96% of these frugal New Englanders
named WEEI Radio among their top choices.

Why? One reason is they feel that they're giving their commercials
a more effective environment on a talk and information/good
music station rather than competing with other formats which shall
remain nameless (namely Rock & Roll, Top 40, Serious Music, or
Country and Western).

They choose WEEI because of its service to the community, editor-
ial effectiveness, and programs most favorably talked about.

And they put their money where their choice is. WEEI RADIO.
Ask your WEEI salesman or CBS Radio Spot Sales representative
for the complete study.
Go to Chicago

the natives are friendly. Speak to the media men who live in the market. They know the territory best.
You'll find that nine out of ten of them pick WBBM Radio as one of the top three local stations for the bulk of their buying. Their reasons are sensible.

They buy time for commercials. They feel that theirs are heard best on WBBM's kind of talk and information/good music format.

They choose WBBM because of its lead in believability, its editorial effectiveness, best overall news job, most active local news department, programs most favorably talked about.

And they put their money where their choice is. WBBM RADIO. Ask your WBBM salesman or CBS Radio Spot Sales representative for the complete study.

Go to Los Angeles

...and ask the time buyers who live there about this booming sprawling megalopolis of the West.

Which local stations do they choose for the bulk of their buying? Eight out of ten of the media men and women who know the market best pick KNX Radio as one of the top three. Why?

Because they prefer the KNX format of talk and information as the most effective showcase for their commercials.

Because they rank KNX first in believability, editorial effectiveness, best overall news job, most active local news department, etcetera, et cetera, et cetera.

And they put their money where their choice is. KNX RADIO. Ask your KNX salesman or CBS Radio Spot Sales representative for the complete study.
Go to New York

...it's a great place to visit, but the time buyers who live there know the city best. Ask which stations they buy. Eight out of ten pick WCBS Radio as one of the top three. And for very commercial reasons.

Their commercials, they feel, get the most attention on a station with a talk & information format such as WCBS's. They rate it a more effective showcase than Rock & Roll, Good Music, Top 40, and Serious Music programming.

Their messages cannot help but be enhanced by WCBS's outstanding reputation. They rated it first in editorial effectiveness, tied or first in best overall news job and most active local news department.

And they put their money where their choice is. WCBS RADIO. Ask your WCBS salesman or CBS Radio Spot Sales representative or the complete study.

So when you go to all of these markets, go with the CBS Owned radio stations...
The choice of media experts who live in the market:

San Francisco  St. Louis  Philadelphia  Boston  Chicago  Los Angeles  New York

The CBS Owned Radio Stations

Represented by CBS Radio Spot Sales
Media test project seeks FCC permit

The Milwaukee Journal, in conjunction with its own WTMJ-TV and three other commercial TV stations in the city, is ready to begin a three-year, controlled investigation into media mixing. The Journal Co. last week asked the FCC for a regular license to simplex super-audible signals that will activate a muting device attached to selected receivers in connection with the research program.

The Journal Co.'s application said that WISN-TV, WITI-TV and WUHF-TV (ch. 18) will also apply for simplex authorizations, based on the Journal Co. program.

The key to the success of the media-mix study is the controlled program made possible by the participation of all four Milwaukee commercial TV's and the Journal (BROADCASTING, Feb. 24). The study is being made by The Milwaukee Advertising Laboratory, a division of the Journal Co.

Muting attachments are to be installed in about 1,500 homes that will be split into two panels (or matched markets) of 750 homes each—although for actual research samples the program will rely on 600 homes per matched market. This device is designed to mute given commercial announcements from both the audio and video reception.

The two panels, during testing periods, will be exposed to different commercial messages, that is, panel “A” may receive a given commercial that is muted from the receivers of panel “B” and vice versa. This plan will be applied in a variety of combinations, the Journal Co. said, and is to be tied in with similar programs with Journal subscribers.

The laboratory is presently in its third 90-day period of technical tests of the muting device.

Consumer Diary ▪ Panelists in a matched market are given consumer diaries every week that cover more than 50 product categories. Monthly reports will be issued from each panel “covering brands bought, size, quantity, price, point of purchase and any special inducements involved,” according to the laboratory’s brochure. These reports will be restricted to advertisers and agencies “involved in testing their specific brand or brands in the product category under which it falls. It is the monthly and cumulative reports of each panel for the brand and product class under test which will be the source of all estimates of the sales effects of the advertising strategies being tested.”

Subscriptions to the media testing service will cost $30,000 and will entitle the subscriber to all data for the three-year period of the test. The study itself is estimated to cost over $1 million.

Agency appointments...

▪ The Indiana State Democratic Central Committee has appointed Ruben Advertising Agency, Indianapolis, to handle the 1964 Democratic campaign in Indiana.

▪ Central Airlines has appointed Tracy-Locke Advertising, Dallas, to handle advertising for its operations located in the south-central part of the country. The agency will take over the $250,000 account Sept. 1. Former agency was D'Arcy Advertising, St. Louis.

▪ The High-Life Packing Co., Chicago, has appointed Edward H. Weiss and Company, that city, to handle its advertising. High-Life markets Orleans dog food and Lolli-Pups dog candy. The company is planning a major expansion of its advertising program.

▪ B. T. Babbitt Inc., New York, with an estimated $500,000 per year billing, appoints Daniel & Charles, New York, to handle all of its advertising with the exception of its Charles Antell cosmetics. The Babbitt account was resigned by Geyer Morey Ballard Inc. because of a product conflict (BROADCASTING, July 20). D & C primarily receives Babbitt cleaning products, such as Bab-O cleaner and Cameo metal cleaners.

NBC Radio sales up 78.7%

NBC Radio last week reported sales of more than $5 million for the mid-April to mid-July period. The total represents new and renewed business placed by 29 advertisers and accounts for a 78.7% volume increase over the similar period last year.

The addition of Pet Milk Co., St. Louis, through Gardner Advertising, marks the return of that advertiser to network radio after being out of the medium for 10 years.

Armstrong introduces new products

Three new Armstrong floor products are to be introduced this year with heavy radio-TV support on network television and radio, it was announced last week by Armstrong Cork Co., Lancaster, Pa.

Commercials for One-Step Floor Care, Wood One-Step, and Floor Mark Remover will be used on The Danny Kaye Show, Password and On Broadway Tonight, all on CBS-TV. Floor Mark Remover will be promoted on The Arthur Godfrey Radio Show on CBS Radio beginning this October.

Agency is BBDO, New York.

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Agency is BBDO, New York.
TV clutter to be thickened by politics?

4A committee criticizes waiver on political spots being counted as commercial time

The National Association of Broadcasters has deliberately lost a battle in the war its code authority and advertisers are waging against clutter, according to a committee of the American Association of Advertising Agencies.

The code authority has announced that subscribers can run political commercials through the November campaigns without counting them in their totals of commercial time (Broadcasting, June 1). Richard A. R. Pinkham, senior vice president of Ted Bates & Co. and chairman of the AAAA's broadcast operating committee, said that the ruling "constitutes a giant step backward." His remarks were contained in a letter to Clair McCollough, president of the Steinman Stations and chairman of the NAB's TV code board. A copy of the letter was also sent to Howard H. Bell, code authority director.

Mr. McCollough, however, last week replied that the code will not renege on the waiver, and that the AAAA's comments on the subject were welcome.

Mr. Pinkham's letter said "If stations are to be allowed to schedule spot political announcements in addition to existing commercial regulations without any reduction of the usual clutter of credits, promotions and billboards, etc., the public can only suffer still further. And ad effectiveness, too."

He said stations should carry political announcements "through the scheduling of such spots in unsold commercial positions or, if need be, through pre-emptions." He ended by asking for reconsideration of the waiver.

McCollough Responds - Mr. McCollough's reply, drafted after consultation at the NAB last week, said Mr. Pinkham's suggestion that the political spots be put in unsold time slots was impractical. He pointed out that the campaigning well might want time in a specific period—prime time, for example—and not be willing to settle for an unsold slot.

But he didn't attempt to refute the main AAAA arguments. He stressed, rather, that the waiver is an experiment contained within a short period of time and can only be judged after the fact. The waiver is an attempt to erase a very real problem facing broadcasters, he said, and if it adds substantially to clutter difficulties between now and November it will be reconsidered then.

Mr. McCollough also noted that he was speaking only for the TV code board, at which Mr. Pinkham's letter was directed. The radio code board was not involved in the exchange.

Meanwhile, Storer Broadcasting Co. announced that its five TV stations will stay within the standard code regulation despite the waiver.

In the Storer policy memo distributed to stations, Bill Michaels, TV vice president, said the waiver was considered not in the company's long-range best interests. The Storer stations hence would continue to include political announcements in their "maximum content calculations." In a participating half-hour program, he explained, the stations will retain the maximum six commercial minutes, even though the code waiver permits additional political announcements within the program.

Shulton used to illustrate integrated spot

The National Association of Broadcasters' idea of a smoothly integrated multiple-product commercial was pictorially presented in the July issue of TV Code News, sent to code subscribers last week.

The NAB's code authority used as an example a new commercial for Shulton Inc. that was separately listed among a number of announcements judged as either integrated or piggy-backs (see page 45).

The two products in the integrated spot are Old Spice stick deodorant and after-shave lotion, which the publication said "are different but related in nature." Shulton's agency is Wesley Associates Inc., New York.

The NAB said the spot has "a continuing, compatible, creative theme, using the same announcer. . ." The deodorant is featured first, then the lotion, then both are shown together. "It's interesting to note," the Code News reports, "that Shulton created the commercial before the TV code's new multiple-product amendment was announced."

Opening with the deodorant message, announcer stresses freshness . . .

...the freshness theme carries over to the lotion...then a final dual shot
Piggyback rule may hurt TV

Agency executive says total commercial time, not number, is the issue

The National Association of Broadcasters and station groups may have acted to bring an end to the piggyback controversy effective Sept. 1, but the issue is far from settled in the mind of at least one major agency executive, H. W. (Hank) Shepard, senior vice president of Edward H. Weiss & Co., Chicago.

NAB's piggyback rule has attempted in good faith to solve a problem, Mr. Shepard said last week, but what really has resulted is a situation "that will hurt the TV medium more than the original problem."

Like most agencies and advertisers, Weiss believes that the issue of "clutter" needs attention and correction, Mr. Shepard said. But the TV industry by its course "is conveying to many of us that the piggyback 'corrective' action was and is a hybrid composed of one small part 'clutter' and one large part revenue opportunity," he asserted.

"Although the premium charge compensates the station for the possible loss of revenue when one piggyback replaces two commercials, "the idea that dollars can make piggybacks acceptable is almost as much a puzzle as the policies which outlaw piggybacks on some stations," Mr. Shepard said.

"I believe the total amount of commercial time per hour should be the prime issue," he continued, "not the number of different brands occupying any given announcement."

Mr. Shepard contended that the industry "is kidding itself" when it takes the position that the daytime viewer can be exposed to more commercial time than the nighttime viewer, or "that retail advertisers can present a number of different items for sale cafeteria style in 60 seconds while the national advertisers who supply the bulk of television's revenue are limited by unrealistic regulations."

The industry has failed to say anything about advertising effectiveness or what can be done creatively to sell a product in 30 or 60 seconds, Mr. Shepard said. "There is a built-in control factor at work in this area," he pointed out.

"Only a few major and minor claims can be presented effectively in 60 sec-

onds," he said, "and even less claims can be built into a 30-second commercial. Since the length of the commercial is dependent upon the creative mission, no advertiser or agency will air for long piggybacks that won't sell the products featured at an acceptable cost efficiency."

From the creative standpoint, he continued, most dual-product integrated commercials will be too contrived to sell each product with equal emphasis and effectiveness. If one of the two products does not sell well, advertisers will quickly abandon this technique and the dollars will go to other brands or media."

The Weiss agency official explained that a study of most piggybacks now on the air will show they "usually are much easier and more pleasant to watch than the series of commercials during station break time." This prompted his suggestion that one answer to cleaning up the clutter "might be found by restructuring station break time to accommodate one commercial unit of time" with the cost of other participations increased to cover the revenue loss in this period.

"Although dramatic, if such a move could prove to deliver more attention, more awareness or greater advertising effectiveness for all commercials," Mr. Shepard said, "the advertisers would welcome this kind of change."

Some radio stations with policies of restricted numbers of commercials per 15-minute segment "are a joy to hear," he observed, "and because of under-commercialization offer much to advertisers."

Mr. Shepard also cited the "awesome job of determining what is or isn't a piggyback" and questioned just how such judgment can be handled by stations, the NAB or the networks.

"Confusion and frustration will reign because judgment is not black and white," Mr. Shepard argued, and the rules, regulations and definitions of what constitutes a piggyback will inevitably result in "much friction and debate."

Television will suffer, Mr. Shepard warned, "when advertisers and agencies throw in the sponge and go elsewhere to sell their customers."

More multiproduct ads okayed

TV code office passes 28 commercials, augmenting list of approvals last month; Shulton cited as example

The National Association of Broadcasters last week made public its second evaluation of multiple-product television commercials, listing nine companies. The first list included 35 integrated and 44 piggyback commercials (BROADCASTING, June 15). Current list is in the July issue of TV Code News."

The NAB's TV code offices in Washington, New York and Hollywood classified the advertisements. Beginning Sept. 1, stations subscribing to the code will count the piggybacks as two commercials, the integrated announcements as one. The Code News also included a pictorial presentation of an advertisement for Shulton Inc., judged as integrated, which demonstrated the meshed multiple-announcement (see page 44). The list: Integrated


Piggybacks

Beecham Products Inc.: one commercial featuring Brylcreem and Macleans. Campbell's Soup
McCALL'S MAGAZINE GOLDEN MIKE AWARD to Ruth Lyons for outstanding woman in Radio and Television for many reasons—including her annual Christmas Fund which has raised over $2,750,000 for children in 80 hospitals.

GEORGE WASHINGTON HONOR MEDAL from the Freedoms Foundation at Valley Forge to WLW Television documentary program—"Citizen"—powerful story on an immigrant becoming an American citizen.

OHIO STATE UNIVERSITY AWARD... to WLW Television documentary program—"Citizen"—for meritorious achievement in educational and public service broadcasting.

OHIO STATE UNIVERSITY AWARD... to WLW Television documentary program—"The Last Prom"—as a powerful example of what local television programs can achieve.
GEORGE FOSTER PEABODY RADIO AWARD for Education from University of Georgia and the ENCASED GEORGE WASHINGTON HONOR MEDAL, the highest Award for Radio given by the Freedoms Foundation at Valley Forge, to WLW Radio program—"Government Under Law"—endorsed by J. Edgar Hoover as a study of our American freedoms under the Constitution for a greater appreciation of our American heritage. Above left, Jack Gwyn, emcee and program coordinator. Below right, Ed Mason, program guest, head of Cincinnati office of the Federal Bureau of Investigation.

EMMY AWARD nominations, as one of 9 regional Station Award winners, for WLW Television documentary program—"The Last Prom"—powerful story on teenage driving.

ALFRED P. SLOAN AWARD (right) for creative excellence to Gene McPherson as writer-producer of WLW Television documentary—"The Last Prom."

We deeply appreciate this recognition, and pledge, that wherever there is a WLW Station—Cincinnati, Indianapolis, Columbus, Dayton—the warm and friendly spirit of a station with a single mindedness for public service to the community will prevail above all other considerations.

CROSLEY BROADCASTING CORPORATION, a subsidiary of AVCO

TELEVISION STATIONS: WLW-T, Cincinnati / WLW-C, Columbus / WLW-D, Dayton / WLW-I, Indianapolis / WLW RADIO, Cincinnati
No revision, no seal

Four television commercials for Carbamine Antacid have been turned down by the code authority of the National Association of Broadcasters.

The NAB in its July TV Code News quoted the commercials as claiming the remedy "helps soothe and promote the healing of irritated stomach linings caused by over-acidity" and said "this is viewed as involving self-diagnosis and treatment that goes beyond acceptable claims under the code."

Howard H. Bell, code director, said the advertising agency, Arthur L. Gray & Associates, Miami, "has shown no willingness to revise the commercials."

Co.: one with tomato and oyster stew, one with chicken noodle and shrimp, one with vegetable beef and clam chowder. Chemway Corp.: one with Lady Esther face cream and Pretty Feet. Ex Lax Inc.: two, both featuring Ex Lax tablets and senior citizens. General Mills Inc.: one with Cheerios and Lucky Charms. Helena Curtis Industries Inc.: one with Miss Spray Net and Enden, three with Magic Secret and Miss Spray Net. Kellogg Co.: one with corn flakes and bran flakes. Helena Rubenstein Inc.: one with Lotus Lash and Tintillate, one with Tintillate and Long Lash. Richard Hudnut Co.: one with Fashion Quick and Light & Bright, one with Fashion Quick and Creme Rinse.

Well-handled 30's can equal 60's effect

Still more ammunition for the piggyback battle may have been supplied indirectly last week by a representative of the Scherwin Research Corp. during a Chicago advertising seminar talk about the company's progress in testing of television commercial effectiveness.

Scherwin's Don McCollum told the annual summer creative workshop sponsored by Advertising Age that testing of commercials by his firm proves there is no special "magic" to the 60-second format.

Actually, he said, the 30-second spot can be just as effective as the one-minute commercial and even more so. The vital factor is quality and not length, he indicated.

One area of research by Scherwin into the comparative effectiveness of different lengths or "matched" versions of the same product commercial, he said, disclosed that the 30-second version measured 74% as effective as the one-minute version while the 20's proved two-thirds as effective as the minutes. These were averages, he indicated, and in certain cases the shorter spots far surpassed the longer.

The use of shorter commercials in the "back-to-back" format "has produced handsome rewards for many advertisers," Mr. McCollum noted.

Mix Them Right * As for integrated commercials, Mr. McCollum said that the right combination of products can achieve greater effectiveness than if the products stood alone. An ideal combination, he said, was a tie-in of products like "hamburgers and ketchup."

Mr. McCollum's guideposts for enhancing the effectiveness of any TV commercial: The spot should give one unified impression; the video should do the primary job with the audio in the supporting role; the structure and order of presentation should be as simple as possible; the story should be in the viewer's terms, not that of the manufacturer; the spot should involve the viewer through believable situations, and the commercial's "entertainment," if any, must have product purpose.

WGN-TV Chicago was host to the workshop at its studios Wednesday evening for demonstrations of new techniques in video tape editing and new methods of making commercials. Ward L. Quaal, executive vice president and general manager of WGN TV, looking ahead into TV's future, predicted 3.2 million color sets in the station's coverage area by 1975.

Nationally he forecast 3 million color homes by the end of this year and said "by 1972 black-and-white-televison will be virtually a thing of the past."

Other highlights of the seminar:

The advertiser can make effective "pictures" on radio, too, according to Ted H. Factor, senior vice president of Doyle Dane Bernbach, Hollywood. He demonstrated how his agency has used radio effectively with the translation of highly pictorial print media ideas into aural images.

James J. McCaffrey, board chairman of C. J. LaRoche & Co., New York, noted that an advertising medium's function "goes beyond mere exposure" of the advertiser's message. He cited the need for proper interrelation of media planners, research tools and organization to produce the most effective marriage of advertising messages and media.

Rep appointments ...


K W N T Davenport, Iowa: Mid-West Time Sales, Kansas City, Mo., as regional representative.

Look for quality not quantity

FC&B makes survey of radio stations to determine type of audience, formats

It's not how many listeners a radio station has, but what kinds of people they are that timebuyers at Foote, Cone & Belding, Los Angeles, are using as a guide to their buying this fall. And they're getting their answers, not from the rating books, but from replies of station management to questionnaires sent by FC&B to about 1,000 radio stations across the nation.

The qualitative measure of a radio station is the one that counts, the agency media department has decided. "Good radio buying," it says, "is no longer a matter of reaching the most ears per dollar. Nor would it be even with valid quantitative yardsticks. With stations more numerous and more specialized, the problem has become one of selecting the right segment of the total audience."

Format Types * The answer, for FC&B, at least, is knowing station formats, for "programming determines audience" and "programming is something definite, consistent, even classifiable." The agency has grouped all radio stations into five classes, into which it believes most stations fall naturally, although the names of the classes, FC&B admits, are "working titles" and subject to change. These are:

"Youth appeal. Programed to the general likes of the broad masses of listeners, but with emphasis on the young adult; contemporary in design to match the fast pace of American living."

"Moderate. Also aimed at the mass audience, but somewhat less broad in scope because it is less specifically directed at the young adult."

"Vintage. Appealing to that segment of the listening world which first discovered radio through soap operas, radio drama and other kinds of pre-TV daytime radio."

"Specialized. Most often, programing to ethnic blocs of the population."

"Background. Catering to a selective audience through mood music and related production techniques and appropriate announcer personalities."

The Questions * To get this information, FC&B asked some basic questions, which can be summarized as follows:

"Programming: What general phrase describes the 'sound' of the station? To what type of audience is the pro-
Everybody benefits

when Rural Electrics help open the window on the world

Because we live with history as it happens, we are better able to meet its challenges when they face us.

And, thanks to our consumer-owned rural electric systems, all Americans... not just those in or near the big cities... can sit in on the great events of our times. They can watch the drama of a national convention as it moves to nominate a candidate. They see and hear the world’s statesmen as they debate an issue in the United Nations.

Rural electrics provide the power for radios and television sets across the countryside. They provide the energy that rolls the presses of many a small newspaper.

Built with the help of Rural Electrification Administration loans, rural electric systems also furnish the power for lonely radar stations that scan the skies and flash news to our defense centers. Ranger towers that guard our state and national forests... telephone relay stations that help speed messages across the country... missile sites and vital defense installations in remote areas... depend on rural electrics for power. The rural electrics meet these and other responsibilities with the continuing help of REA loans.

The result is a nation whose citizens sit secure and informed before a window on the world... ready to speak and act with a united voice. And everybody benefits.

20,000,000 people working together to serve their communities.

AMERICA’S Consumer-Owned RURAL ELECTRIC SYSTEMS

For more information, write National Rural Electric Cooperative Association, 2000 Florida Avenue, N.W., Washington 9, D.C.

BROADCASTING, July 27, 1964
A return to integrated commercials

When George Schlatter agreed to produce the commercials for the Texaco Star Parade specials this summer as well as the programs themselves, the deal was that he'd do them live, integrated into the show and, as far as possible, by the personalities of the program. "Homogenized" is the producer's word for the spots.

"Our goal was the same as that of every producer of commercials," Mr. Schlatter said last week, "to capture and hold the attention of the audience right through the commercial message. Our approach was to make the Texaco spots part of the Texaco programs, to let the entertainment continue right into the commercials, so that the audience doesn't know it's watching a commercial until it's too late to sneak into the kitchen and by that time we hope we have our viewers so entranced that they won't want to stop watching."

The producer started by asking for a list of things that Texaco has to sell. "We took that list, almost word for word the way we received it, set it to music and came out with the animated gas pump sequence on the first program," he said. "Then we asked what a motorist should expect in the way of service when he stops at a Texaco station and this, again with almost no change except to adapt it to the hoedown rhythm, gave us the song-and-dance number that Molly Bee and the Texaco singers did on the second show.

Waste Not, Want Not: "Incidentally and importantly, it was the homogenized approach that enabled us to get Molly to do this commercial. She was on the show as a guest star, with her own solo number, and she was not about to change her role to that of a spokesman for the sponsor's products. But in rehearsal she saw the way the commercial developed naturally in the course of the show and when I mentioned to her that it would be a shame to waste such a good performance spot on just any girl singer she readily agreed that she ought to do it herself."

The way Molly and the Texaco singer service station attendants put it: "When your car pulls in for Texaco service ... they know what to do. Confidence is what they sell, they do it right, they do it well, they almanac left [square-dance step] up to your ear and start the service of the big bright star, fill up the tank with the best gasoline and Sky Chief, that's what I mean."

"Put some water in the radiator so the car won't get in trouble later. Now see if the tires need some air and check the tread if it's getting bare. Clean off the windshield and make it glow, rub real hard with a daisy doe ..."

"We change your oil and lubricate to make sure that it runs real great. We check your points and spark plugs too; there's nothing we can't check for you. There's maps for free at your Texaco station and the cleanest restrooms across the nation, so bring your car to a Texaco dealer ... there's nothing he can't do for you ... and you can trust your car to the man who wears the star—the big, bright Texaco star."

And, at that, the show moved along into another hoedown number, this one without any commercial connotation but, in the opinion of Mr. Schlatter and many members of the audience, no more entertaining than the filling station routine.

Cornfield Pitch: In addition to the homogenized production commercial, each of the Texaco Star Parade programs also includes a "viewpoint" commercial delivered by Meredith Willson, star of the series. "Our aim here," Mr. Schlatter explained, "is to give the sales story from the point of view of the audience, not the salesman. Meredith grew up in Iowa and, as his music shows, he's never lost the small-town folksy touch. He's the 'man in the street,' or maybe the 'man just in from the cornfield' would be a more apt description.

"He's one of us and what he says we take just that way. When he explains that he doesn't understand anything about the ingredients of gasoline or what makes one brand better than another, most of us go along with him. And when he says that more than 20 years ago he drove into a Texaco station because at that

Beer sales gains vs. TV spot spending

A study released last week correlating sales and media expenditures of major brewing companies offers evidence that increased sales and the use of spot television have gone hand in hand in recent years.

Data covering 1957-1963 compiled by New York representation firm Edward Petry & Co. shows that the "big five" in the beer industry gained an average of 45% in barrel sales over those years, while nearly tripling their spot TV spending.

The five leaders—Anheuser-Busch, Schlitz, Pabst, Carlings and Falstaff—registered a 10-million barrel gain during the '57-63 stretch. At the same time, sales for the remainder of the in-
GOP may bank heavily on TV

Indications are that the Republicans will spend more money than ever before on television to elect their national ticket, but aides close to Senator Barry Goldwater (R-Ariz.), the party's presidential nominee, say it'll be a few weeks before decisions can be made.

According to an FCC report, the GOP spent $5,431,293 on network and spot television in the 1960 presidential campaign and Democrats spent $6.2 million (Broadcasting, April 17, 1961).

How much to spend this year—and where and how to spend it—was the subject of a private conference involving top GOP finance officials and the party's advertising agency, Leo Burnett Co., during the Republican convention at San Francisco.

It has been learned through party sources that Richard L. Cullen, representative on the Republican account, brought the finance people up to date on what the agency has been doing for the GOP since it went to work for the Republicans Jan. 1, 1963. Television strategy was a part of this discussion.

Decisions Delayed • It has been reported that one proposal prepared for that meeting would boost GOP TV buying plans for "national television" alone to $4.5 million. But hard and fast arrangements couldn't be consolidated because (1) at the meeting time the party's ticket had not yet been nominated and (2) it was felt that the presidential candidate would be likely to have his own ideas and make changes both in personnel and plans of the Republican National Committee.

Senator Goldwater's top agents—the men who organized and executed the four-year campaign for his convention victory—are already being superimposed on the structure of the national committee. Dean Burch, an Arizona lawyer named by the senator to be chairman of the national organization and who is expected to have a major say in the campaign, will report to his new post in Washington today (July 27).

Spending strategy, especially that concerned with amounts to be funneled into particular media, is not the kind of information political workers like to discuss. But everything being said about the Goldwater campaign by people who should know is that it will rely heavily on television. TV was credited by Goldwater people as a major factor in the senator's crucial triumph in the California primary and was said afterward to be "one of the major keys to victory" in November (Broadcasting, June 8).

dustry declined by over 1 million barrels.

The Petry report offers a breakdown of spot TV outlays and sales for the five majors in each of the seven years considered. The biggest percentage gain in sales was achieved by Carlings which climbed 80% for the period while increasing its spot TV budget from approximately $1.2 million to $4.5 million.

**NBC-TV registers 4th quarter sales**

Advertisers over a five-day period, starting July 15, signed for NBC-TV's nighttime fall shows in buys representing $4.95 million in billings for the fourth quarter. NBC-TV last week also reported about $3.2 million worth of daytime sales for the new season during the same period.

Among the nighttime sales: Dow Chemical, General Cigar, Lehn & Fink, Mead Johnson and Norwich Pharmacal in 90 Bristol Court; Beecham, General Cigar, L&F and Norwich in The Man from U.N.C.L.E.; American Motors, General Cigar, L&F and Vick Chemical in That Was the Week that Was.

Daytime advertisers signed in the period included Alberto-Culver, American Home Products, Campbell Soup, Colgate-Palmolive, Duffy-Mott, General Mills, Grove Labs, Thomas Leeming, Mars Inc., Mennen, National Cotton Council, Pharmacia, Pittsburgh Plate Glass, Plough, Vick.

NBC-TV also said that its Andy Williams/Jonathan Winters, Kentucky Jones and Daniel Boone periods on next fall's nighttime schedule were virtually SRO for the quarter—a few scattered minutes remaining for sale. This near-SRO was reached in the past 10 days.

Molly Bee and Texaco singers in 'homogenized' commercial

that with Ed Wynn on radio. To achieve this relationship calls for a combination not too common these days, he notes: First, one company sponsorship of a full program, such as Texaco has with its summer specials on CBS-TV; second, a client such as Texaco which is willing to let the producer try something different, and, finally, an agency such as Benton & Bowles which is progressive minded and ready to offer the producer full cooperation in developing the homogenized commercials, done live during the broadcast.
Big league touch to minor budgets

Smaller advertisers—those with billings under $1 million—will be courted by a new subsidiary agency of Norman, Craig & Kummel, New York, formed to offer clients a mixture of small-agency intimacy and large-agency facilities (CLOSED CIRCUIT, July 20).

NC&K last week said the new organization, Howard Marks Advertising / Norman, Craig & Kummel, should not be equated with multiple agency ownership since no interagency product conflicts will be allowed.

Howard Marks, who recently sold a Cleveland agency bearing his name to Marcus Advertising of the same city, will be president of the subsidiary and a vice president in NC&K.

The arrangement includes Mr. Marks’ purchase of stock in NC&K.

Norman, Craig & Kummel President Norman B. Norman explained that the subagency will have the services of NC & K—research, marketing, media and public relations—on request, but otherwise will operate autonomously. None of Mr. Marks clients at his former Cleveland agency will move to the new firm.

Presumably when an account which started with the branch agency exceeded $1 million in billings it would be transferred to the parent agency, Mr. Norman said, but this would be flexible, and would depend on the needs of the particular client.

Mr. Marks said the billings of his Cleveland agency, totaling about $3 million, had been divided nearly equally between broadcast and print media.

NC&K had to turn away about five potential clients in the past year, due to their relatively small size, according to Mr. Norman. He said that NC&K had taken on accounts of less than $1 million in the past which later grew to multimillion media spenders, but that the new arrangement would facilitate such growth stories from both agency and client viewpoints. The biggest share of Norman, Craig & Kummel’s $50 million-plus domestic billings are placed in broadcast media.

The new agency, which begins with a staff of six people, is located at 75 East 55th Street, New York.

Also in advertising...

New name = W. D. Lyon Co., Cedar Rapids, Iowa, advertising agency, plans to change its corporate name to Creswell, Munsell, Schubert & Zirbel Inc. The change, according to President Robert B. Creswell, will coincide with the company’s Aug. 1 move to new offices in the Merchants National Bank building.

4A West moves = The American Association of Advertising Agencies has moved its western offices from San Francisco to Beverly Hills. The new location is at 8500 Wilshire Boulevard, 90211. Telephone: Oleander 7-3711.

Spots available = Hammond Organ Co., Chicago, has produced five one-minute TV commercials at MPO studios, Hollywood, and is making them available to its dealers for local advertising. The spots include 10-second tags for the local dealer’s message.

Political note = Richard H. Ullman Associates, Hollywood-based broadcast syndication firm, is introducing a package of five customized political jingles. Politicals, ranging in length from 10 to 31 seconds. Custom designed for local, state, regional or national candidates or issues, political may be bought singly for $240, or lower with quantity discounts.

Pay TV to invade the South

Three firms granted Telemeter franchises to wire Atlanta, Miami, Dallas and Houston for coin-box operation planned to start in the fall of 1965

Plans for wired pay-TV systems in four major southern cities were brought to light last week in an announcement by International Telemeter Corp. that it has granted franchises for construction and operation of its Telemeter system in Atlanta, Miami, Houston and Dallas.

The agreements envision construction of cables reaching a minimum of 75,000 homes in each of the four cities, with a capital investment of $15 million estimated for installation of the systems, authorities reported.

International Telemeter, a subsidiary of Paramount Pictures Corp., operates a Telemeter pay system in West Toronto through Trans-Canada Telemeter. That operation has been the testing ground for Telemeter for the past several years.

The new franchises have been granted to Home Theaters Inc. for Houston and Dallas, to Florida Home Theaters Corp. for Miami and to Home Theaters of Georgia for Atlanta. Telemeter mentioned the fall of 1965 as a possible starting date in each of the cities.

Each of these groups said financing plans would begin immediately and Home Theaters Inc. reported that it has already signed contracts with the Southwestern Bell Telephone Co. for cable grid construction and circuit maintenance for its Dallas and Houston operations. International Telemeter President Leslie Winik noted that these were the first agreements for a Telemeter system to be signed with a Bell System affiliate. The Atlanta and Miami groups are in negotiations with Southern Bell Telephone Co.

The Telemeter announcement said engineering surveys have already been made in the four areas to be wired.

Homes Targeted = According to Telemeter the Dallas project will cover 100,000 homes in a 45 square mile area and in Houston 80,000 homes will be reached within 50 square miles.

President of Home Theaters Inc. is John Allyn, a partner in Francis L. duPont & Co., Chicago, and a co-owner of the Chicago White Sox baseball club. Other principal stockholders are C. Hamilton Moses, president of Midwest Video, Little Rock, Ark.; A. E. Dahl,
Join THE FOREST RANGERS!

JOIN THE FOREST RANGERS IF YOU WANT:

- The only first-run, color, outdoor, adventure television series available for syndication in the U.S.
- A show completely pre-tested in the Canadian market and currently No. 1 Canadian children's TV show, top show in its timeslot, and offering four times the share of audience held by established children's series.
- 78 half-hour episodes of outdoor action for children, available in color or black and white.
- The only children's TV show that combines the excitement of forest fire fighting, gold prospecting, space capsules, helicopters and wild animals—all in a contemporary setting.
- An award-winning series that informs by entertaining, and introduces youngsters to the vast North American outdoors.

To join THE FOREST RANGERS, write ASP Productions Ltd., Kleinburg, Ontario, or call 288-1158
Top executives (possible sponsors?) drawn to Ike’s lunch

Some of the bluebloods of U. S. industry—a group of corporation executives that a salesman might envy as a rarely equaled private assemblage of potential sponsors—were guests of AB-PT President Leonard H. Goldenson at a luncheon for General Dwight D. Eisenhower (at right, Mr. Goldenson sits at the general’s left) in San Francisco during the Republican convention. Not only top industrial executives but leaders in the arts, banking and other fields were among guests honoring the former president, who served as political consultant to and commentator for ABC News during the GOP convention. On hand for the luncheon, held July 15 at the St. Francis Hotel, were Elmer W. Lower, president, ABC News, at left; James Hagerty, VP in charge of corporate relations, AB-PT (foot of table); Robert Montgomery, TV advisor to General Eisenhower (head of table) and guests including:


Florida Home Theaters, which is planning the Miami operation is led by Budd Mayer, president of Budd Mayer Co., food brokers. Mr. Mayer said a review of Telemeter’s pay-TV research in Canada had indicated this will be an “extremely profitable” business. Other major parties in the Miami operation are Herbert K. Cummings, vice president, Consolidated Foods Corp.; Floridiana businessmen Burton Kahn and Harvey Salomon and Robert Haverfield, attorney.

President of the Atlanta group—Home Theaters of Georgia—is Jack Rice. Others are Fred J. Turner, retired president of Southern Bell Telephone; Bobby Dodd, director of athletics at Georgia Tech University; W. H. Murray, citrus grove owner, and F. M. Byrd, attorney.

A major difficulty confronting pay-TV operators has been and continues to be acquisition of programming of a quality subscribers will pay for. Subscription Television Inc., the wired pay-TV company which started operations on the West Coast this month is fighting for a firmer foothold, last week announced its first procurement of first-run feature films (see page 65).

Significant in the new Telemeter franchises is the development of plans by the Atlanta and Miami groups to exchange programming. Mr. Rice of the Atlanta syndicate suggested still further possibilities in this area:

“Through an interchange of pay-TV programs with Florida Home Theaters Corp., operating in an adjoining state, we shall materially increase the flow of quality entertainment and sports to be offered our subscribers and those in Miami. As other Telemeter systems start operations in adjacent areas, we propose to extend this concept, thus assuring an ever-widening pool of diversified program material.”

Paramount Pictures Corp., which developed the Telemeter system, estimates that its total investment in the field of pay-TV over the past 10 years has been in the $15 million range.

The Telemeter system uses an “on the spot” collection method for subscriber payment—a coin slot on the home equipment accepts nickels to half-dollars. Three pay channels are available, two of these presenting programs exclusively, the other serving parttime as a “barker,” offering program information.

Senate okays Collins 53-8

The Senate last week confirmed 53-8 the nomination of LeRoy Collins, outgoing president of the National Association of Broadcasters, to be director of the Community Relations Service, a new federal bureau set up to ease implementation of the Civil Rights Law.

Mr. Collins, whose resignation from the NAB becomes effective Aug. 1, already is at work in his new job although no money has yet been appropriated. A request for $1.1 million to establish the relations service and provide 51 jobs in it was sent to Capitol Hill last week.

John L. Perry, Mr. Collins’s administrative assistant and speech writer both while he was Florida governor and NAB president, has been assisting Mr. Collins in his new job and is expected to
Crowell-Collier gets short-term

FCC cites cooperation, firm's reorganization in giving licenses to 3 AM's

The FCC last week climaxd an investigation begun in 1961 by giving Crowell-Collier Broadcasting Corp. "the equivalent" of short-term licenses for its three radio stations.

The investigation centered on the programming and operations of the stations—KFWB Los Angeles, KWEB Oakland, Calif., and KDWB St. Paul.

The commission, in a letter to Crowell-Collier, said its investigation disclosed "several serious matters" before the company was reorganized in 1962.

But the letter also noted that the company had been candid in its dealings with the commission, that most of the matters studied had occurred before 1962 and that Crowell-Collier had been reorganized and since late 1961, had taken steps to prevent a recurrence of the "derelictions."

On balance, the commission said it felt "the most appropriate resolution" is to grant the renewal applications for the term to expire April 1, 1965. This is the expiration date for stations in Minnesota. The renewal date for California stations is Dec. 1, 1965.

But the commission said, "these grants are considered . . . to be the equivalent of short-term grants. This procedure will afford the commission an opportunity to review the stations' operations."

The "derelictions" cited in the commission's letter included 1958 broadcast over KFWB containing material "which you conceded to be objectionable" concerning a "highly controversial" issue in a state election.

The letter also mentioned "screa promotional announcements" carried by the California stations in 1959 and 1960, remarks broadcast over KFWB "which were objectionable under your own broadcast standards," and the airing of contests and promotions between 1959 and 1962 "which were improperly conducted and which in some instances misled the public."

The letter added that Crowell-Collier, as licensee of KFWB, paid a fine in 1961 for violating the terms of its license by operating after midnight with excess power.

The commission's letter also noted that a civil suit has been filed in a Cali-
The Chesapeake and Potomac Tele-
phone Co. of Maryland assisted the project.
Since the end of EIA and Ford
Foundation support, the TV program
has been continued by the county school
system.
Under the Washington county sys-
tem, every school in the county is able
to receive six channels carrying instruc-
tion aimed at every grade from the first
to the senior year in high school. The

projects main aims were: (1) to improve
the educational program and (2) to do so
at reasonable cost.
A report on the five-year project
evaluates the project's findings.

How It Works = An example given
of improvement in the school system's
curriculum involves science instruction.
Before TV, the county's elementary sys-
tem offered a minimum of science in-
struction, determined mainly by what
the individual teacher felt qualified to
teach. The high schools offered one-
year courses in physics, biology and
chemistry.
Now, with the TV program, science
instruction starts in the first grade and
continues through high school with a
related series of courses that grow in
complexity and scope. The high schools
are now able to offer two years each of
biology, physics, and chemistry.
On the cost front, the expenditures of
the school system were $368 a pupil in
1961-62. The range among states in
1960-61 was from $207.32 in Missis-
sippi to $683.28 in New York. Without
TV, a budget increase of almost $1
million would be needed to duplicate
the courses added to the instructional
program through TV. The annual op-
erating cost of the system is about
$280,000 including cable charges and
salaries.
The cost of establishing the closed-cir-
cuit TV system and operating it for five
years was about $1.3 million, excluding
telephone company cable installation
costs.
What It Shows = Among conclusions
reached after evaluating the TV project:
- Pupil achievement can improve sig-
ificantly when TV is used consistently
as a teaching aid.
- TV accelerates the teacher's profes-
sional growth.
- TV makes it possible to improve
the curriculum and enrich the educa-
tional program more easily and eco-
nomically.
- TV does not replace the teacher or
substitute techniques and procedures
which would eliminate regular class-
room learning activities and personal
teacher-pupil relationships.
- Operational costs can be met with-
out increasing the normal school budget
as savings result from redeployment of
teaching equipment, altered scheduling
of personnel and changed organization
within schools.
- Greater equality of educational op-
portunity is brought to all pupils as
children in the small rural school have
the same TV teachers and variety in
courses as do children in the larger
schools.
- TV changes the role of the class-
room teacher and makes him, along
with the TV teacher, part of a teaching
team.

The ETV test was a success

A five-year experiment in the use of
television in school classrooms has been
termed a success and has passed from
the experimental stage into acceptance
as an important educational resource.
The experiment was the "Washington
County (Md.) Closed-Circuit Educa-
tional Television Project." Conducted
from 1956 to 1961, it was sponsored by
the Electronics Industries Association
and the Ford Foundation for the Advancement
of Education of the Ford Foundation.
The Chesapeake and Potomac Tele-
audio visual relay-application project.
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the Electronics Industries Association
and the Ford Foundation for the Advancement
of Education of the Ford Foundation.
The Chesapeake and Potomac Tele-
avio visual relay-application project.

The experiment was the "Washington
County (Md.) Closed-Circuit Educa-
tional Television Project." Conducted
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tional Television Project." Conducted
from 1956 to 1961, it was sponsored by
the Electronics Industries Association
and the Ford Foundation for the Advancement
of Education of the Ford Foundation.
**McCollough doesn’t want NAB job**

One man who will not be the new president of the National Association of Broadcasters is Clair McCollough, president of the Steinman stations and long a power in NAB matters. But the NAB, he has suggested, should choose a new head quickly.

In a letter sent last week to Willard Schroeder, wood-am-fm-tv Grand Rapids, Mich., and chairman of the NAB executive committee, Mr. McCollough said he had heard he was being considered for the post but his “personal situation is no different now than when I rejected similar suggestions on previous occasions.” But he did have some strong words of caution for Mr. Schroeder, whose committee will study presidential possibilities.

“Since I was responsible during my term as NAB joint radio and television board chairman for setting up an executive committee of board officers to function in the event the NAB found itself without a president,” he said, “I now offer the further suggestion that the executive committee make its selection as quickly as possible for NAB board approval.

“I speak from the experience of NAB operation during the period following the death of Harold Fellows and before the election of Governor Collins to the NAB presidency. Also, there looms on the horizon many current possibilities and conquer” statement, he said, was directed in general at the immediate problems facing the NAB, and he said he would elaborate on the subject no further at this time.

**ABC back in St. Louis**

WBBY Wood River (St. Louis) has joined ABC Radio. The network said last week that the affiliation marks a return by ABC to that market. ABC Radio was previously with WAMV East Saint Louis, Ill., which went dark earlier this year. Wbbw will operate with 5 kw day and 1 kw night effective Aug. 16. Woody Sudbrink is president and owner of the station.

**WDBC joins CBS Radio**

Wsbk Escanaba, Mich., an independent, has affiliated with CBS Radio, effective next Sunday (Aug. 2). The station is on 680 kc with 1 kw fulltime and is scheduled to increase its daytime power to 10 kw later in the month. It is owned by Wsbk Broadcasting Co., headed by President A. E. Dahl. In the CBS Radio lineup it replaces WJAN Ishpeming, Mich., which has reportedly gone off the air.

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**EXCLUSIVE BROADCAST PROPERTIES!**

**MIDWEST** — Fulltimer serving single station market of over 12,000 population. This fully automated facility will gross approximately $55,000 this fiscal year and is priced at a total of $75,000 with 29% down. **Contact—Richard A. Shaheen in our Chicago office.**

**EAST** — Daytimer in beautiful stable market. Expect to gross $90,000 in 1964. Total price of $150,000 on basis of 29% down and long terms. **Contact—Barry Winton in our Washington office.**
Oak Knoll gets interim grant for KRLA facility

FCC votes 4-3 to let custodian run facility while 19 others compete for permanent license

Oak Knoll Broadcasting Corp., a nonprofit educational organization, last week won a grant from a divided FCC for an interim operation on the facilities of KRLA Pasadena-Los Angeles, which is scheduled to go off the air Aug. 1.

The commission, by a 4-3 vote, held that there is a need for an interim service during the processing of, and hearing on, the 19 applications for a permanent license on the KRLA facility. The commission says the proceeding will probably last three years.

In selecting Oak Knoll from among five contenders for the interim operation, the commission placed great weight on the fact the applicant is not among those seeking a permanent license. The Oak Knoll grant, the commission said, "would most completely avoid disadvantage or detriment" to the applicants for a permanent license. The majority said this outweighed all other comparative factors.

The commission also cited Oak Knoll's proposal to donate 80% of the profits it earns to KCET(TV), Los Angeles' only educational television station, and the remaining 20% to charity. The commission held an oral argument on the five applications last month (Broadcasting, June 29).

Chairman E. William Henry and Commissioners Rosel H. Hyde, Robert E. Lee and Kenneth A. Cox constituted the majority. Commissioners Robert T. Bartley, Lee Loevinger and Frederick W. Ford dissented—not because of opposition to Oak Knoll but because of their view that, under the circumstances, no interim grant should be made.

Expected Income * Oak Knoll, a subsidiary of the Broadcasting Foundation of California, anticipates, on the basis of KRLA's experience, yearly operating income of $1.5 million. The station operates on 1110 kc, with 50 kw day, and 10 kw night.

KRLA was denied renewal of its license in 1962 on the grounds of fraudulent contests and falsified logs, but has remained on the air through a series of stays and extensions pending judicial review and commission consideration of various pleadings.

Donald R. Cooke, 100% owner of the licensee corporation, at one point proposed giving the station's stock to the Broadcast Foundation as a means of keeping the station on the air. The proposal, made after the station exhausted its court appeals, was turned down by the commission on the ground Mr. Cooke had no license to transfer (Broadcasting, Feb. 24).

Although the interim operation is scheduled to begin Aug. 1, new court action could result in KRLA staying on the air a while longer. Counsel for Radio Eleven Ten Inc., which was one of Oak Knoll's competitors for the interim operation, might appeal the commission's decision. Radio Eleven Ten comprises six applicants for the regular license.

Any appeal would be accompanied by a request to stay the commission's action. And if this were granted by the court, the commission would have to decide whether to give KRLA another lease on life or to let it go silent Aug. 1.

Besides Radio Eleven Ten, four of the applicants that are seeking the facilities for communities outside of Pasadena have indicated they would appeal. They have argued that any interim operation would prejudice their chance of proving the need for the facility somewhere other than Pasadena.

This view received support from Commissioner Bartley, in a dissenting statement in which he was joined by Commissioner Loevinger. Commissioner Bartley wrote that a finding of "impelling public need" must be made to justify an interim operation and that this would be "highly prejudicial" to those seeking use of the facility in some other location.

He also called the grant "violative" of statutory requirements for an evidentiary hearing. He said "substantial and material questions of fact" concerning Oak Knoll's financial, technical and programming proposals were not resolved in hearing as, he said, the rules require.

Ford sworn in for second term

FCC Commissioner Frederick W. Ford (left) is sworn in for his second seven-year term as a member of the commission. Chairman E. William Henry held the Bible, as commission Secretary Ben Waple administered the oath. The brief ceremony was held before the start of the commission meeting Wednesday. Photo by Arthur K. Gearheart.
it fallow. The majority also said the operation would protect U. S. rights to the frequency which, under international agreements, might be challenged if it were not used. The commission also said a "substantial case" had been made for operating the station in Pasadena, from the standpoint of services in that city.

Besides Oak Knoll and Radio Eleven Ten, the applicants for the interim operation were California Regional Broadcasting Corp., Goodson-Todman Broadcasting Inc. and Crown City Broadcasting Co. The three are also seeking the permanent license. Goodson-Todman and Crown City, both Pasadena, threw their support to Oak Knoll in the oral argument (BROADCASTING, June 22).

The commission majority said it preferred Oak Knoll and Radio Eleven Ten because they were not applicants for a regular license. "No application for a regular license could derive any advantage from the interim operation," the commission said.

**Oak Knoll Preferred**   
"As between Oak Knoll and Radio Eleven Ten," the FCC added, "we prefer Oak Knoll because not even its principals will be participants in the subsequent proceeding. . . . There is also the consideration that a very substantial portion of the funds derived from the Oak Knoll interim operation will go to the support of the UHF educational station in the area. . . ."

The commission majority said the interim operation would not prejudice the chances of those applicants seeking to move the frequency. Each of the applicants in the hearing will have "the identical burden . . . of establishing a greater need for the use of the frequency in his respective community," the commission added.

The commission promised to ignore the interim operation in its consideration of the competing applications for permanent authorization. "In order to insure that no advantage can be gained by the Pasadena applicants," the commission said, "we now state that in the subsequent proceeding we will resolve (the question) without regard to the interim authorization. . . ."

**Authority Cited**   
The majority conceded the commission's rules don't specifically cover the procedure it followed. But, the commission said the grant is consistent with the policies "underlying" the conditional grant rule. "To hold that the commission is without power of positive action in situations not anticipated by its rules would be inconsistent with the dynamic nature of the broadcasting industry and its requests, and with the basic discretion and duties conferred and prescribed by the Communications Act," the commission said.

The grant to Oak Knoll was cond-

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**BIG MARKET—BIG OPPORTUNITY**

Upstate Michigan, dear reader, is the greatest "new" opportunity in the U.S.

Take autos and automotive products for example:—There are actually more cars per household in the 39 counties that make up WWTV/WWUP-TV's viewing area than in Detroit and Wayne County (1.35 vs. 1.26).

Regardless of your product or service, the nearly MILLION people of Upstate Michigan represent a big market to you. Annual retail sales, nearly a BILLION dollars.

Consult your jobbers and distributors in this important, growing area as to the influence of WWTV, WWUP-TV in these 39 counties—or ask Avery-Knodell for the whole story.

---

**TEN WAYS TO RAISE YOUR RATES**

**TOPS THE AGENDA**

**SHIRT SLEEVE SEMINAR**

Lubbock, Texas  September 26 and 27, 1964

12 hour Brainstorm with such names as McLendon and McAlister.

Free Tickets to the Texas-Texas Tech Football Game

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<table>
<thead>
<tr>
<th>Name: ________________________________</th>
<th>Station: ____________________________</th>
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</thead>
<tbody>
<tr>
<td>Address: ______________________________</td>
<td>City &amp; State: ________________________</td>
</tr>
<tr>
<td>Enclose check for $100. (full registration fee) and you will receive hotel reservation, plus tickets to the Texas-Texas Tech game, by return mail. (Reservations received after deadline—checks returned immediately)</td>
<td></td>
</tr>
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</table>

Mail to THE BRAIN, Box 20496, Dallas, Texas
Comsat sets Olympic TV plans

Satellite relay from Japan to California will be major link with video tapes to be jetted from Montreal to Europe

Segments of the Oct. 10-24 Olympic games in Tokyo will be telecast live to the U. S. if plans revealed last week by the Communications Satellite Corp. prove successful. The intricate international agreements also will allow Europe to obtain films of the games earlier than would otherwise be possible. Comsat will act as anchorman in the experimental space-TV project.

The arrangements were discussed in Washington by officials of Comsat, the National Aeronautics and Space Administration, the European Broadcasting Union, the Japanese Broadcasting Corp. (NHK) and others (BROADCASTING, July 6). The transmission will be via Syncom III, which NASA plans to launch in mid-August as a part of its regular satellite program.

The programs will be sent by microwave link to a Japanese ground station 50 miles outside Tokyo. It is still being built, but is expected to be completed by the end of August. The signal then will be sent to the satellite, in a stationary orbit on the equator, and then will be picked up at the U. S. Navy base at Point Mugu, Calif., and relayed for distribution to the Los Angeles test board of the Bell System.

Costly Modification • The Point Mugu base is being modified for the project at a cost of $250,000, and Comsat estimates the total cost of the effort will be about $350,000. RCA has agreed to provide $200,000 of the cost and NHK will chip in the rest, up to $150,000. The FCC last week granted Comsat's application for the Point Mugu modifications.

Comsat said the transmissions, which it described as nonprofit, were prompted by a State Department statement that they would be in "the national interest." The White House last week said the experiment was an outstanding example of cooperation between the U. S. and Japan.

NBC has a contract with the Japanese for TV rights to the Olympics, but the Comsat announcement last week said the network has agreed to "make available the opening day ceremonies to all other U. S. networks and stations for simultaneous telecast without charge." The network plans at least 16.5 hours of Olympics programming during the games.

NBC's plans are far from solidified, however. It may take only the opening ceremonies live and rely on tapes for the rest of its coverage. NBC News' James Kitchell will produce the live show. Depending on the quality of the satellite's relay, however, more may be picked up to augment its tapes. Olympic coverage pool arrangements allow ABC-TV and CBS-TV to use, at four-hour intervals, three-minute news spots a day.

One drawback to watching the opening ceremonies on live TV: They will begin at 1 a.m. EDT.

EBU's Problems • Coverage plans are doubly complicated when EBU and the Canadian Broadcasting Corp., one of its 21 members, are taken into account. Each is to receive one hour of coverage within a specified three-hour period on each day of the Olympics. Canada will tape the events in Los Angeles, then fly the tapes to Canada. EBU plans to check the signal in Los Angeles, send it on a microwave circuit to Buffalo, and then to Montreal. EBU will then send video tapes to Europe on chartered jets. The union is also scheduling planes from Japan with tapes of the games, but the flights from Montreal are expected to win the race by some 12 hours, thus allowing Europeans to see the games on the same days they are played. The microwave link and airplane costs are among those extras that will be at the participants' expense.

CBC is not using the EBU system because of its expense (estimated at about $50,000) and because it's a relatively short flight from Los Angeles to Canada.

Comsat last week also worked in a few words of caution: "(1) The satellite has to be successfully launched and positioned, (2) the Point Mugu ground station has to be successfully modified in a very narrow amount of elapsed time for this kind of job and (3) the Syncom III satellite was not basically designed for TV capability, and the quality will not be as good as that of the satellites in the global commercial communications satellite system."

In an attempt to improve the quality of the transmitted picture, Japan is "furnishing a 'bandwidth reduction system' for possible use. This, by slowing down picture transmission, may gain reception quality." The equipment is expected to be installed at Point Mugu by Sept. 15.

Saudi Arabia signs pact with NBC International

NBC International has entered into an agreement with the government of Saudi Arabia to provide that country with 13 television stations within the next 12 years.

An initial staff of 21 American tech-
nicians will work with 70 Saudis and will be joined by at least 50 additional Americans as the project progresses.

The installation and operation of two interim stations at Jidda and Riyadh are planned by next April. Permanent installations eventually will be constructed in these cities and at Mecca, Taif, Medina, Buraida-Enaize and Al Kharj. Plans call for all the stations to be linked by microwave relay.

17 nations consider joining Comsat

Delegates from 17 nations met in Washington last week to consider participating in the Communications Satellite Corp. The Russians weren't there, and the Russians weren't talking.

Two questions must be settled for the meeting to end a success: The governments involved have to agree on organizational principles for a global system of satellite communications, and technical details for participation in that system have to be worked out by the companies or agencies which will actually implement it within each country.

Under the proposed international arrangements Comsat would serve as manager of the global system on behalf of all members. Initially, Comsat will retain about 61% ownership of the space facilities, apportioning 24% among those nations at the conference, and reserving 15% for other nations that might want to make a capital contribution at a later date. The U. S. share will never fall below 51%.

In addition to the U. S., the conference includes representatives from Australia, Austria, Belgium, Canada, Denmark, West Germany, France, Ireland, Italy, Japan, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

Although the Soviet Union seemed willing to cooperate in the joint effort at an earlier meeting in October, Comsat chairman Leo D. Welch reported last week that the Russians refused to disclose whether or not they were working on their own system.

But if the Russians develop their own space network, they will not be alone. Secretary of Defense Robert McNamara told a news conference that the Defense Department will need a space communications system of its own. He said the decision was made "much to my regret," but was necessary because of security, technical and diplomatic problems inherent in trying to use the commercial network for military purposes. The Defense Department and other U.S. agencies will probably use Comsat for routine administrative communications, as they now use present commercial facilities.
AB-PT reports record quarter
40% increase in earnings
lifts six-month period
28% over first half of '63

American Broadcasting-Paramount Theaters, New York, last week reported record second quarter operating earnings of $2.56 million, a gain of 40% over the like period of 1963. The second quarter advance lifted AB-PT's first half operating earnings 28% over last year's level for the first six months.

A statement by AB-PT President Leonard Goldenson attributed the increases to "improvement in television and radio broadcasting and theaters" and noted "some benefit" from lower federal tax rates. Mr. Goldenson said ABC-TV had gained audience in daytime and nighttime programming and pointed to seven programs, new in the past season, which will return to the network in the fall.

The report to stockholders made note of AB-PT interest in two current Broadway musicals, "Fade Out-Fade In" and "High Spirits" and ABC-Paramount Records release of original cast albums of both shows.

In another investment AB-PT has joined with Warner Bros. Pictures in filming the Broadway production of "Hamlet" which will be shown in theaters this fall (BROADCASTING, July 6).

Six months ended June 30:

<table>
<thead>
<tr>
<th></th>
<th>1964</th>
<th>1963</th>
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</thead>
<tbody>
<tr>
<td>Earned per share</td>
<td>$1.20</td>
<td>$1.01</td>
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<tr>
<td>Operating earnings before federal taxes</td>
<td>$10,170,000</td>
<td>$8,977,000</td>
</tr>
<tr>
<td>Net earnings</td>
<td>$5,474,000</td>
<td>$4,573,000</td>
</tr>
<tr>
<td>Capital gains, after tax</td>
<td>$41,000</td>
<td>$384,000</td>
</tr>
</tbody>
</table>

DDB files plan to go public

Doyle Dane Bernbach Inc., New York advertising agency, plans to offer 247,080 shares of class A stock to the public soon.

A registration statement filed at the Securities and Exchange Commission in Washington last week said that 25 stockholders, who own stock equivalent to 97.3% of the firm, will offer all of their class A stock, or about 24.8% of the firm. Although there are only 249,727 shares of class A stock outstanding, the sellers also own the vast majority of the class B stock outstanding—7,478 shares. The class A stock carries one vote per share; class B, 100 votes.

The prospectus says 25,000 of the shares will be offered initially to company employees.

Underwriters of the sale will be led by Francis I. duPont and A. C. Allyn Inc. in New York. Price of the stock will be announced before the sale, which is expected in about one month.

DDB's 1963 billings were $83.4 million, making it the 18th largest agency in the U. S. and the 20th in the world.

The sellers and their class A holdings, according to the SEC registration statement:

William Bernbach, 26,858; Evelyn Bernbach, 36,281; Ned Doyle, 63,139; Maxwell Dane, 33,627; Belle Dane, 2,950; Marvin Corwin, 2,295; Joseph R. Danz, 3,000; B. H. Doberman, 11,568; Robert Gage, 21,240; Edward T. Russell, 9,429; John F. Dillon, 1,200; Lester Feldman, 375; Paula Green, 625; Helmut Krone, 2,600; Robert H. Levenson, 625; Montgomery N. McKinney, 3,102; Leon Meadow, 250; Sidney Myers, 175; Dorothy Parisi, 2,000; Leonard L. Press, 619; David Reider, 1,875; Phyllis Robinson, 3,129; Ben Spiegel, 375; William Taubin, 3,000; Jerome Wertans, 200.

Lucy gets $735,289 as Desilu actress-boss

In a proxy statement mailed to stockholders to remind them of the company's annual meeting in Hollywood on Aug. 18, Desilu Productions Inc. listed the yearly salaries of its executives who are paid more than $30,000 for the fiscal year ended May 2.

Lucille Ball was paid $127,404 for her work as president and $177,885 as an actress. She was also credited with $280,000 deferred salary as actress with another $150,000 for her acting the prior year. Her aggregate remuneration: $735,289.

Jerry Thorpe, who resigned May 4, was paid $65,000 as vice president for programing, with $35,000 deferred, and $1,980 as program director for a total of $101,980. W. Argyle Nelson Sr., a vice president, was paid $61,154 and had $14,100 deferred for a total of $75,254; Edwin E. Holly, another vice president, was paid $61,164 and had $10,000 deferred, totaling $71,164.

Oscar Katz was hired as executive vice president of Desilu in April with an annual salary of $100,000.

Cox Broadcasting added to Big Board

Principals in Cox Broadcasting met with New York Stock Exchange President Keith Funston in the exchange gallery July 17, the day on which the corporation was given a Big Board listing.

James M. Cox, Jr., board chairman of the company, opened trading with a purchase of 100 shares at an initial price of 21 3/4. On July 23 the price was unchanged. Ticker symbol assigned to the broadcast stock is "COX." The NYSE lists 2,750,000 shares of the issue with 2,650,000 now outstanding.

Next to a chart showing Cox properties are (l-r) Marcus Bartlett, vice president; Clifford M. Kirlant, Jr., secretary-treasurer; Frank Gaither, vice president; Mr. Cox; Mr. Funston and J. Leonard Reinsch, Cox president.
Storer revenues up 7.6% in first half

The six months ended June 30 were a record first half for Storer Broadcasting Co. Revenues were $21,430,332, up 7.6% from the $19,917,858 registered in 1963's first half.

The second quarter of this year for the company showed TV revenues up 10.5% and radio revenues up 9.5%. The radio stations' increases were due primarily to the firm's WHN New York, which it bought in 1961.

Six months ended June 30:

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<thead>
<tr>
<th></th>
<th>1964</th>
<th>1963</th>
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<tbody>
<tr>
<td>Earned per share*</td>
<td>$0.63</td>
<td>$0.61</td>
</tr>
<tr>
<td>Total revenue</td>
<td>9,130,858</td>
<td>7,869,744</td>
</tr>
<tr>
<td>Income before income taxes</td>
<td>1,751,233</td>
<td>1,214,557</td>
</tr>
<tr>
<td>Net income</td>
<td>884,254</td>
<td>580,388</td>
</tr>
</tbody>
</table>

*Based on 2,013,128 shares outstanding.

Rollins earnings up

Rollins Broadcasting Inc. last week reported booming business for the year ended April 30, with revenues up 15.6% over the year before and earnings up 54.1%. Both were company records.

Year ended April 30:

<table>
<thead>
<tr>
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<th>1964</th>
<th>1963</th>
</tr>
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<tbody>
<tr>
<td>Earned per share</td>
<td>$0.63</td>
<td>$0.61</td>
</tr>
<tr>
<td>Revenue</td>
<td>9,130,858</td>
<td>7,869,744</td>
</tr>
<tr>
<td>Earnings before federal taxes</td>
<td>1,751,233</td>
<td>1,214,557</td>
</tr>
<tr>
<td>Net income</td>
<td>884,254</td>
<td>580,388</td>
</tr>
</tbody>
</table>

Capital Cities' profit up 44%

A favorable first half report last week by Capital Cities Broadcasting Corp., New York, showed net profits reaching $1.3 million, a gain of 44% over the 1963 first half.

Frank M. Smith, Capital Cities president, noted increased demand for sponsorships by local businessmen and further development of stations as major causes for increased profits.

Six months ended June 30:

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<tr>
<th></th>
<th>1964</th>
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<tbody>
<tr>
<td>Earned per share</td>
<td>$0.63</td>
<td>$0.61</td>
</tr>
<tr>
<td>Revenue</td>
<td>9,130,858</td>
<td>7,869,744</td>
</tr>
<tr>
<td>Operating profit</td>
<td>3,822,721</td>
<td>3,231,894</td>
</tr>
<tr>
<td>Income before taxes</td>
<td>2,713,861</td>
<td>1,944,595</td>
</tr>
<tr>
<td>Net income</td>
<td>1,399,261</td>
<td>912,445</td>
</tr>
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</table>

Motorola has record earnings

All six divisions of Motorola Inc., including color TV, helped contribute to the firm's record sales and earnings so far this year, Robert W. Galvin, board chairman, said last week. Semiconductor products also are achieving "remarkably increased sales," he said.

First six months of 1964:

<table>
<thead>
<tr>
<th></th>
<th>1964</th>
<th>1963</th>
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<tbody>
<tr>
<td>Earned per share</td>
<td>$2.15</td>
<td>$1.22</td>
</tr>
<tr>
<td>Sales and other revenues</td>
<td>192,023,984</td>
<td>172,168,220</td>
</tr>
<tr>
<td>Income before federal income taxes</td>
<td>17,119,647</td>
<td>10,486,053</td>
</tr>
<tr>
<td>Earnings</td>
<td>8,678,218</td>
<td>4,913,994</td>
</tr>
</tbody>
</table>
New copyright law proposed

Present law dates back to 1909—before radio, TV, phonographs; NAB may oppose bill on three specific proposals

If the laws regulating copyrights in the U. S. have been confusing in their application to the broadcast media and the recording industry, one reason is that the last major revision of these laws occurred in 1909—well before broadcasting and phonograph recording became major factors in the entertainment field.

Last week a 36-page bill was introduced jointly in the House and Senate that proposes a complete revision of copyright laws to, in part, take into consideration the impact of television, radio and modern video and audio recordings.

This bill, the product of nine years' work by the Copyright Office, was prepared with the advice and close cooperation of lawyers representing various interests that will be affected by the revision, such as broadcasting, publishing and education.

Identical versions were introduced by Representative Emanuel Celler (D-N.Y.), chairman of the House Judiciary Committee who offered HR 11947, and Senator John L. McClellan (D-Ark.), chairman of the Senate Patents, Trade-marks and Copyrights Subcommittee, who introduced S 3008.

Some broadcast lawyers who have followed developments in the bill's drafting will join an American Bar Association copyright committee and representatives of the Copyright Office for a full discussion of the bill in New York Aug. 3.

In order that adequate time could be given to a thorough review of the nation's copyright laws Congress has extended through Dec. 31, 1965, all renewal copyrights that would have lapsed during the period of the study.

It is expected that Congress will adjourn before its committees can examine the bill, and it will be introduced again early in the new Congress that convenes next year. The bill was offered last week so that all interested parties would have a document on which to base their comments.

Neither Broadcast Music Inc. nor the American Society of Composers, Authors and Publishers, the two major music licensing organizations, would comment on the bill last week. Spokesmen said they had not had sufficient time to study it.

Douglas A. Anello, general counsel of the National Association of Broadcasters, said he'd not had an opportunity to review the bill in detail but he added that judging from his first reading he would oppose the legislation unless there were adequate clarification of three major points.

Mr. Anello said he was "disappointed" that the bill omits a recommendation that the $250 minimum automatic fine for copyright violations be changed to give courts discretion not to assess the minimum fine if they found an offense were not deliberate.

In addition, Mr. Anello said, a section on making copies of recordings is not sufficiently clear. The bill should only prohibit copying for sales purposes, not for such uses as replaying on the air, he said.

And, Mr. Anello continued, the bill's language in Section 13 could be interpreted to eliminate copyright protection from uses of protected works by community antenna television systems. A federal appeals court has blocked broadcast efforts to protect alleged program property rights from use by CATV's, and the court has indicated that relief may be available only through the copyright laws or directly from Congress. The decision was rendered on the basis of the existing copyright code and before the revision measure was introduced last week (Broadcasting, July 20).

If they are "trying to write out copyright protection against CATV," Mr. Anello said of the new bill, he will oppose it.

That section says that the following is not an infringement: "reception of a broadcast embodying a performance or exhibition of the work on a single apparatus of a kind commonly used in private homes, unless a direct admission fee is charged to see or hear the broadcast, or unless the receiving apparatus is coin-operated."

The new law would also add sound recordings to the list of works protected under the copyright laws but they would be protected only against actual duplication or dubbing, the Copyright Office said.

Another major provision of the new bill would extend the duration of a term of copyright to life plus 50 years. Presently copyrights are issued for 28 years and are renewable for another 28-year period.

One lawyer noted that commercial broadcasters might be pleased with a provision that would require educational broadcasters to respect copyrights unless they are broadcasting to classrooms.

Letters on fairness made public on Hill

Complaints of two broadcasters about Democratic National Committee requests for free time to answer programs carried by their stations were made public by two Republican congressmen last week.

Representative Craig Hosmer (R-Calif.) said one of the Johnson admin-
UA will supply STV with feature pictures

Films will be first run for TV on 'exploratory' basis; pay-TV firm-General Telephone sign contract

Contemporary motion pictures, the self-admitted major lack in the initial program schedule to Subscription Television Inc., will be part of future schedules, starting July 31 in Los Angeles. An agreement for United Artists Corp. to supply feature films to STV's pay TV service on an "experimental and exploratory basis," has been concluded, according to a joint announcement of Arnold M. Piker, executive vice president of United Artists, and Sylvester L. (Pat) Weaver, STV president.

This is the first agreement by any major picture company to provide its pictures for use on the closed-circuit pay-TV systems of STV in Los Angeles, where three-channel program service began July 17 (Broadcasting, July 21), and San Francisco, where STV is to start supplying programs to subscribers on Aug. 14 (see story below).

While the ability to present such films as "Irma la Douce," "Lilies of the Field" and "Love Is a Ball," to pick only three from the list of United Artists pictures now available to STV, the arrangement is a far cry from the ideal of first-run films for pay TV at the same time (or ahead of) their showing in the community's major theaters. The terms give STV the right to present these films nine months after the end of the first-run motion picture theater release, or while they are playing the second-run houses.

But it is first run for television. The films which United Artists is making available to STV will not be released to commercial television during the year of the UA-STV agreement. STV plans to schedule each feature twice in the same evening, probably at 7:30 p.m. and 9:30 p.m., and to repeat each picture on the same early show-late show basis every three months during the contract year. The motion pictures will be presented without editing, without interruption and without commercials.

Spread the Service * Plans to expand STV's service area in the Los Angeles region were revealed last week when the pay TV company reported that it had signed a contract with the General Telephone Co. of California to supply it with program transmission facilities. Like the earlier contract with the Pacific Telephone & Telegraph Co., this new contract must be approved by the California Public Utilities Commission before General Telephone can connect new subscribers to STV.

In the case of the PT&T contract, the process of securing PUC approval was long and drawn out. The agreement was filed with the commission in February, hearings were held in Los Angeles March 25 and in San Francisco April 1 and approval was given on June 3.

STV gets court turndown, may have trouble in San Francisco

The good news about obtaining current feature pictures (see story above) was welcome at STV last week, where other news was not so sunny. Blackest was the rejection by the California State Supreme Court of Subscription Television's petition to have the constitutional amendment to outlaw pay TV in that state removed from the November ballot.

STV had argued that if approved by the California electorate the measure would be subsequently thrown out by the courts as an abridgement of free speech that violates both the federal and state constitutions. The California court, in turning down the STV plea, did so without comment.

Also last week, STV faced the threat that the city of San Francisco might go to court in an attempt to stop the company from transmitting TV coverage of the home games of the San Francisco Giants to subscribers in that city when service starts there on Aug. 14. The concern of the San Francisco supervisors about the pay-TV coverage of baseball is that this could have an adverse effect on attendance at Candlestick Park, the Giants' home field, and that any major reduction in gate receipts at the park might delay retirement of the $5.5 million in revenue bonds issued by the city to help finance the construction of the $15 million park. The team has been paying the city about $420,000 a year, from fees on paid admissions and parking revenue.
Four Star’s new project

‘Spectacular Showcase’, first offering of feature films, to be color package of 14 Italian, 1 Japanese products

Details of Four Star Distribution’s entry into feature film syndication (BROADCASTING, July 6) were announced last week. Len Firestone, vice president and general manager, disclosed that the initial package, Spectacular Showcase, will include 14 Italian films and one Japanese feature. All are in color and each runs 90 minutes.

In reviewing Four Star’s entry, Mr. Firestone said the 15 features represented about 10% of the pictures the company screened over a nine-month period.

Four Star’s feature-film program entailed the acquisition of the exclusive services of Jay Cipes and Ed Palmer, independent film packagers and distributors who operate in Europe. Four Star acquired all rights to film product owned by these packagers.

All of the films were given special editing and retitling—they will be offered for TV release in their English version.


CBS-TV prepares five religious shows

CBS-TV is preparing five special religious telecasts from European locations for presentation next season.

Hour programs are planned from the Sistine and Pauline chapels in Vatican City, focusing on paintings by Michelangelo, and from the Netherlands, focusing on the past and current history of that nation’s Jewish community.

Half-hour programs will deal with the Waldensian Protestant sect of the piedmont area of northern Italy, the Jewish community in Hungary and the Greek Orthodox patriarchy in Turkey. In the latter program, Greek Orthodox Patriarch Athenagoras will be interviewed.

CBS-TV said the half-hour broadcasts would be presented on the Lamp Unto My Feet series (Sundays, 10-10:30 a.m. NYT), but set no dates for these or the hour programs.

Program notes...

**New package** • SESAC announced last week that the first package from its new Pacemakers series of LP’s will be introduced in August. “The Morning Man” series, musical selections for programming in morning shows, consists of more than 100 melodies.

**Second Part** • CBS-TV will telecast a Lincoln Center Day special Sept. 20 (9-10 p.m. EDT), which will include excerpts of three plays in repertory being presented at the New York City theater. The program is the second in a series of five annual telecasts commemorating the anniversary of the opening night of the Lincoln Center for the Performing Arts. Included in the program will be scenes from Arthur Miller’s “After the Fall,” S. N. Behrman’s “But For Whom Charlie” and Eugene O’Neill’s “Marco Millions.” A progress report will be given by Dr. William Schuman, president of the center.

**Football specials** • United Artists Television next September will release a series of 13 half-hour taped specials about professional football and the National Football League.

Titled Pro Football Special, the series will have New York Giants coach Allie Sherman and TV personality Bill Cullen as hosts. Several coaches and players from every NFL team will appear during the series.

**KALI asks waiver of program origination rule**

KALI San Gabriel, Calif., last week asked the FCC to grant the Spanish-language station a waiver of the rule requiring an outlet to originate a majority of its programming from the community to which it is licensed. Three weeks ago KALI became the first station in commission history (according to the FCC) to be liable for a fine under that rule (BROADCASTING, July 6).

The San Gabriel station did not formally ask the commission to reconsider
the $4,000 forfeiture, although it did say that it will do so. KALI said that the commission has been "aware of the fact that a substantial portion of the station's broadcasting was presented on a remote basis." This was shown in KALI's 1962 application for license renewal, the station said, pointing out that previous FCC inspections of KALI's San Gabriel facilities produced no complaints.

KALI said that it made a survey and found most of its Spanish-language audience centered to the south of San Gabriel. The station used the remote broadcasts, KALI said, in order to bring its programing closer to its audience.

The commission was asked to authorize KALI to broadcast 57% of its programing on a remote basis, 25.6% from a Hollywood studio and 17.4% from either its San Gabriel studio or transmitter site.

Four Star Television
adds two music firms

Four Star Television has acquired Sherman Music and DeVorzon Music from Billy Sherman and Barry DeVorzon, whose Valiant Records has also become a part of the Four Star family. Warner Brothers, which has handled distribution of the Valiant label recordings, will continue in that capacity. The new companies are members of BMI, as is Four Star Television Music Publishing Co. Four Star's other music firm, BNP Music Publishing Co., is affiliated with ASCAP.

Mr. Sherman, who has handled the business affairs of the music companies, and Mr. DeVorzon, who was in charge of artists and repertoire for them, have joined Four Star's executive staff, reporting to Alfred Perry, music director. Also coming to Four Star is Bodie Chandler, writer for Sherman-DeVorzon, who will assume A&R and publishing duties. Writers Don Crawford, Vern McEntire and Dick and Don Adrisci will also continue their association with the reorganized music companies.

SAG members to vote on new TV contract

Screen Actors Guild on Wednesday (July 22) mailed ballots to its membership asking for ratification of the new TV contract negotiated by the SAG board with the Association of Motion Picture and Television Producers (Broadcasting, July 13). In addition to providing for increases in residual fees for TV entertainment films to total 165% for six runs instead of the previous 140% and for payments for foreign use of TV programs for which actors were not formerly paid, the new agreement calls for overtime payment for all players, not just those earning less than $1,500 a week or $900 for three days work.

Players in that upper bracket will get double time for all hours over 10 in any working day, meaning $75 an hour for the three-day players and $68.18 for the weekly, series and term contract performers. For actors below the $900-$1,500 status, the former overtime provisions of time-and-a-half for the ninth and tenth hours, and double time after that, continue unchanged.

Music re-use payments growing, AFM reports

Music re-use payments for broadcast commercials are on the upgrade, at least in Hollywood, according to Local 47 (Los Angeles) of the American Federation of Musicians. In 1963, members of the local received $119,000 in re-use fees for TV spots and $70,000 for the re-use of radio spots. For 1962, the re-use payments were $98,000 for television, $51,000 for radio.

The AFM local, reporting on the broadcast re-use situation in the July issue of its monthly membership magazine, Overture, reminded readers that "one of the major points in recent negotiations between the AFM and television producers was a strict clause protecting musicians against unauthorized re-use of musical sound track." Failure of "certain subordinate personnel at Revue Productions to adhere to this portion of the contract has resulted in a settlement of $78,000 recently paid to 278 members of Local 47... Had the company re-recorded the music, as required by contract, the total cost to them should have been in the neighborhood of $12,000," it was noted.

Sales up 300%”

Twentieth Century-Fox Television last week reported sales for the first six months of 1964 up 300% over sales for all of 1963.

The company's five TV series that will begin next fall, all have been sold in markets Australia, Venezuela and Uruguay. The new series are Peyton Place, Voyage to the Bottom of the Sea, 12 O'clock High, Daniel Boone and Valentine's Day. The programs—except for Boone on NBC-TV—are slated to start this fall on ABC-TV.
More harsh words on TV news

Goldwater continues to hit CBS on attempts to 'falsify'; Wallace criticizes 'slanting, distorting'

A CBS reply to Senator Barry Goldwater's criticism of its coverage of him caused the Republican presidential candidate to renew his attack on CBS's reporting.

The senator said the CBS reply was "the fourth or fifth absolute attempt of theirs to falsify."

He reviewed the alleged first three in an exclusive copyrighted interview granted KOOL-TV Phoenix and played July 17 on CBS Evening News with Walter Cronkite at the conclusion of the Republican convention in San Francisco (Broadcasting, July 20). CBS answered the senator in the same broadcast.

The next day Senator Goldwater amplified his views on his treatment by CBS in a copyrighted interview with The (Phoenix) Arizona Republic. "He termed the network's treatment of him as a policy of 'constant harassment,'" the Republic said.

"It's not just me, either," he continued, "It's any conservative, Democrat or Republican. Dr. [Frank] Stanton (president of CBS) just doesn't understand that these things are going on."

The senator said he believed European newspapers, which have been harshly critical of his views, obtain their impressions of him from "other news organizations that distort my position," according to the Republic. He named the New York Times and the Washington Post.

An Echo from Wallace - An outburst against news media also came from the Democratic side last week when Governor George C. Wallace of Alabama appeared on CBS-TV's Face the Nation.

Announcing his withdrawal as a candidate for President, the governor said, "I think the American people are sick and tired of columnists and TV dudes who get on the national networks, and instead of reporting the news as it is, and shame the devil, which is what they are supposed to do, try to slant and distort and malign and brainwash this country."

People in Alabama "are tired of being maligned by distorted versions of what happens in our state," Governor Wallace said. "And I can tell you that there are millions of people in this country that themselves are tired of the distorted, slanted, absolute dishonest lying by the news media—that is, a portion of it, a great portion of it, not all of it."

NAB's Taylor outlines fall clinic agendas

The formats have been established for the National Association of Broadcasters radio program clinics this fall, Sherrill Taylor, NAB's vice president for radio, announced last week.

Mr. Taylor, speaking to a meeting of the Idaho Association of Broadcasters in Burley, said the NAB's program study committee has approved plans for discussions of news and editorials, trends in talk shows and drama and commercial production. Featured will be case histories of seven successful programming ideas and a three-man panel—one each from top 40, middle-of-the-road and "sweet music" stations—discussing "patterns in music."

Registration for the clinics has been heavy, Mr. Taylor said, "and only a limited number of openings are left."

The clinics will be held Sept. 18 in Palo Alto, Calif., Sept. 21 in Memphis, Sept. 23 in Omaha and Sept. 25 in Tarrytown, N. Y.

Charles M. Stone, NAB's radio code manager, made a strong plea at the Idaho meeting for wider support of the code by radio outlets.

"We can't answer our critics with individual whispers," he said. "They can only be answered through the strong voice of a united industry's radio code."

FOI bill is passed by Senate committee

Legislation that would give news media or any private citizen the right to go to court to win access to government information was approved by the Senate Judiciary Committee Tuesday (July 21).

S 1666, a freedom of information bill intended to remove some of the arbitrary bars occasionally utilized by federal agencies to shroud some of their activities, has been supported in the main by the National Association of Broadcasters and press groups but generally opposed by individual government agencies (Broadcasting, Nov. 4, 1963).

Although it provides some new disclosure language, the bill takes into account needs for secrecy in cases of national security or, in the case of broadcasters, the FCC's practice of keeping confidential the financial data broadcast licensees are required to provide for annual economic reports (see page 27).

Meanwhile, a House subcommittee has written 20 federal agencies, commissions and boards, all below the cabinet level, asking them to explain why they require personnel not directly involved in public information operations to report contacts with news media.

In letters to the chairmen of each organization, Representative John E. Moss (D-Calif.), head of the House Foreign Operations and Government Information Subcommittee, said "initial investigation . . . indicates that the prac-
Indefendants won the GOP convention-week race

Networks may spend millions to cover a convention, but if the big show has a predictable plot, viewers flock to the independents.

American Research Bureau's Arbitron reports for New York show both an overall audience increase and an increase in the unaffiliated stations' share of that audience during the Republican convention.

Comparison with a preceding non-convention week reveals a switch in the normal viewing ratio. The independents gained a lead early in the prime-time period and widened the until about 10 p.m. Sets-in-use also increased between 5% and 10% though, and if most of these "extra" viewers tuned in for the convention, network totals would not be much lower than in a normal evening.

There may not be a "loser," but the independents were clearly the winners, this year.

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Bar official sees place for radio-TV in courts

The rights of the individual must be balanced with the public interest in allowing television to cover trials, according to Orville Richardson, president of the Missouri Bar Association. Appearing on Ask the Lawyer on KMOX St. Louis, he noted that in Colorado the defendant has the right to decide if he wants to be shown on television. This, Mr. Richardson, said, is a case where privacy has been recognized.

He said the original objection to live trial coverage was due to distractions caused by broadcasting equipment. However, he feels that all distractions can't be removed from a courtroom and witnesses should be able to tolerate minor distractions.

Mr. Richardson noted that broadcasting equipment today is not as distracting as it was when the American Bar Association's Canon 35 was put into effect. The ABA passed Canon 35 in the wake of the Lindbergh kidnap-murder trial in the early 1930's.

One bar association complaint, Mr. Richardson said, was that perhaps there are some lawyers and judges seeking public office who might want to take advantage of live trial coverage to be "ham actors." He said this is a "danger, but it is minor and can be solved in the end."

Nebraska photo ban draws barrage of protests

A ban on news photographers at meetings of the Nebraska board of education brought protests last week from the Nebraska Broadcasters Association, Sigma Delta Chi's state chapter, KFOR Lincoln, and two local papers.

Nebraska Broadcasters President A. James Ebel (KFOR Lincoln-KGIN Grand Island) sent the six board members a letter of protest on the recommenda-

tion of an NBA subcommittee. He said he hoped the board would reconsider the ruling at its next meeting.

The controversial ban, a reversal of previous policy, resulted from an incident involving a television cameraman a year ago, according to a spokesman for the board. He did not name the cameraman or reveal details of the "incident."

WLII feeds reports of riots in Harlem

Independent radio stations in the U. S., and stations in Canada and France last week reported the news of the Harlem rioting in New York City by using tapes or beeper descriptions provided by WLII New York, a Negro-oriented station.

The reports included on-the-spot coverage of the rioting as well as meetings of Negro leaders with city officials and other commentary and summaries.

Stations which carried WLII's coverage included WAMO Pittsburgh, KSFO San Francisco, WABQ Cleveland and

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Governors' committee to study election returns

Early declarations of election "winners" based on East Coast returns and broadcast to West Coast areas where voting is still going on continues to worry Nevada's Governor Grant Sawyer, among others.

Governor Sawyer, chairman of the National Governors Conference, announced Wednesday (July 22) that he has appointed nine governors—five Democrats and four Republicans—to a committee that will investigate the election broadcast situation. The Nevada governor called for a study of possible new election laws at the organization's conference in Cleveland last month and said he thought the broadcast aspect should be examined (BROADCASTING, June 15).

Governor Sawyer asked the committee to meet soon with network representatives.

Gospel show expands its station list

New sales of Bob Poole's Gospel Favorites to three Triangle TV stations and five southern radio stations, was announced last week by Claude E. Free- man, vice president of Poole Productions of the Southeast, Greenville, S. C. The show is now on 60 TV stations and 20 radio stations.

More than 100 programs in the one-hour video-taped series are now available, Mr. Poole said. Gospel Favorites went into TV syndication three years ago and entered radio syndication this year.

The new stations are: WHP-TV Harrisburg, WLYM-TV Lancaster-Lebanon, and WSN-TV York, all Pennsylvania; WHPE High Point, N. C.; WAVP Avon Park, Fla.; WETB Johnson City, Tenn.; WCB1 Columbus, Miss., and WARI Abbeville, Ala.

IATSE keeps hands off pay-TV issue

Pay television was expected to provide one of the hottest floor fights of the convention of the International Alliance of Theatrical Stage Employees, held last week in Louisville, Ky. But the subject never came up for debate by the delegates of the behind-the-scenes, below-the-line unions. Instead, a resolution designed to put IATSE on record as opposing any legislative move to outlaw pay TV or any other attempt to retard it was withdrawn.

The proponents of the resolution, representatives of Hollywood studio workers who look to pay TV to provide more employment, agreed to drop the measure in order to avert a battle that could have split IATSE into two hostile factions: theirs and that of the locals representing theater employees who see in pay TV a threat to the existence of the theaters. The agreement to withdraw carried the stipulation that no motion opposing pay TV be presented to the convention.

Another explosive issue, the fight of six Hollywood locals to upset the videotape agreement negotiated last December by IATSE President Richard F. Walsh, was kept off the convention floor early in the week when it was referred to a grievance committee. The protesting locals, representing cameraman, film editors, lab and sound technicians and make-up and hair stylists (jobs largely dependent on production on film), have objected that the president had no right to make such an agreement without consulting the various locals or to put it into effect without ratification by the locals.

In his annual report to the convention, Mr. Walsh called attention to the growing interest in video tape by production organizations, including some of the major motion picture companies as well as TV producers, and to the failure of the Hollywood locals to do anything about it. "Under laws existing in this country it is important that unions have contracts to cover all work which comes under their jurisdiction," he said, so "finally I worked out a contract . . . in every respect equal or superior to contracts of other unions doing tape production work."

On Thursday, in the convention's final hours, the protesting Hollywood locals appealed to the delegates to override the unilateral action of the president and veto the video-tape agreement. Mr. Walsh asked for support of the contract, which the locals insisted undermined their negotiating position, and he carried the day by better than 10 to 1. In his concluding remarks to the convention, which were warmly received, Mr. Walsh suggested that the TV-tape problem would be worked out amicably to the best advantage of the IATSE.

The convention delegates directed President Walsh to take whatever action he deems necessary to obtain a governmental subsidy for the motion picture industry. They adopted a resolution recommending to the government that the tariff on raw film should not be increased and another recommending that the tariff on finished positive film should not be decreased. (Such action, it was feared, could lead to "runaway processing" as favorable costs abroad had led to "runaway production" in the recent past.) And the delegates requested a congressional investigation of the bad effects of a consent decree that divorced the production of motion pictures from their distribution and exhibition.

The incumbent administration was unanimously re-elected with the single substitution of Canadian Vice President Hugh J. Sedgwick of Toronto for former Vice President Travers.

News for hard of hearing

In an attempt to aid the hard of hearing who prefer radio news to receive broadcasts more clearly, WWIL-AM-FM Fort Lauderdale, Fla., last Monday (July 20) began an experimental program with the Department of Health, Education and Welfare.

Initially, the test consists of a single five-minute news program at 11 a.m. each weekday, featuring the most important national, state and local news items. According to Jack Swart, WWIL news director, the regular news program will be screened to eliminate hard-to-distinguish words sound sequences. It will be read slowly and clearly. New proper names, which a listener should learn, will be repeated.

In addition, through use of electronic filters, WWIL hopes to transmit during the special news program only that range of audible frequencies best received by those with impaired hearing.
WGN to syndicate TV 'Barn Dance'

Television syndication of the pioneer National Barn Dance of radio was announced last week by Mid-America Video Tape Productions a division of WGN Inc., licensee of WGN-AM-TV Chicago. The program marked its 40th anniversary in May and has been on WGN over three years and on WGN-TV since last September.

A package of 26 half-hour video-tape programs is being offered under the new title of The Barn Dance. The shows are produced especially for the package and are not off-the-air recordings of the WGN-TV program. WGN Inc. said the package already has been sold for five markets in Illinois to Archway Cookies through Marineau Advertising, Battle Creek, Mich.

WGN Inc. said other program properties are being planned for production by its syndication division. The division's full hour Great Music video-tape program packages continue to be active, including use in 12 countries overseas. Series three of Great Music presently is running on 24 stations in the U. S., while series four is on 21 stations.

5 babies bring big Borden’s contract

The Aberdeen, S. D., baby bonanza will pay off even more handsomely this fall for Mr. and Mrs. Andrew Fischer, parents of quintuplets born Sept. 14, 1963.

The Borden Co., New York, has announced that the Fischers signed a three-year contract giving the firm "sole and exclusive worldwide license" to use the entire Fischer family in advertising, sales promotion and publicity campaigns for all Borden products. The contract includes an option for six successive three-year terms.

The quints already are signed to a Curtis Publishing Co. contract giving the firm rights to stories about the family, and to Brown & Bigelow for use of paintings of the family on calendars. Borden's rights include a long list of products—from foods to soap and glue. Curtis holds radio and TV, in addition to publishing rights.

Bay state broadcasters have new who's who list

The Massachusetts Broadcasters Association has put out a complete, up-to-date membership roster that includes pictures of members, their addresses and phone numbers; a city/town index listing the stations licensed to each town in the state; a listing of essential information about the stations.

Copies of the roster have been sent to many of those interested in Massachusetts broadcasting as well as to the FCC and the National Association of Broadcasters. They are available at $1 each from Donald A. Thurston, MBA president, 466 Curran Highway, North Adams.

Drumbeats . . .

RAB adds colleges - WELJ Scranton, Pa., has underwritten the costs for the University of Scranton and Marywood College, both Scranton, in the Radio Advertising Bureau's college plan which lets a station provide the RAB's sales material and advertising research plus 52 RAB weekly mailings for any college. The underwriting cost is $150 per year. There are now eight colleges and universities that are participating in the RAB plan.

Long lenses needed - KGIN-TV Grand Island and KOLN-TV Lincoln, both Nebraska, in conjunction with the local newspapers are sponsoring a convention photo contest for off-the-tube convention pictures. Participating newspapers run tips on the best methods of shooting stills from the armchair convention seat and the best pictures win camera outfits.

Gift from guests - Tom Kennedy, host of NBC-TV's daytime quiz show "You Don't Say!", last week presented a check for $6,000 to Attorney General Robert F. Kennedy as a donation to the John F. Kennedy Memorial Library. The check represented prize money won by guest celebrities during special versions of the program. NBC televised the pre-taped series last week (Monday-Friday 3:30 p.m. EDT).

On-the-scene - More than 2,000 Boy
Scouts served as Jamboree reporters for radio stations in their home towns during the sixth annual national Boy Scout Jamboree at Valley Forge, Pa., July 17-23. The scouts recorded news tapes of the meeting on tape recorders and tape donated by the 3M Co.

**Metaphysical pills** - The Napoleon Hill Foundation, Columbia, S. C., has announced a new service for radio stations. "Success Vitamins," a 25-second program capsule, features Dr. Napoleon Hill, philosopher and author, who delivers one of his original epigrams accompanied by a musical pad. The program will be available Aug. 10 from the Napoleon Hill Foundation, Box 1721, Columbia.

**Get out and listen** - WINS New York is using a multimedia campaign promoting "1010 wins in '64." The campaign is using an election year approach with a basic ribbon and slogan appearing on all advertising. In utilizing the interchangeable parts, the print advertisements double as posters and the bumper stickers represent an elongated version of the ribbon and slogan both in art work and copy.

**New see this** - WCSC-AM-FM-TV Charleston, S. C., has donated two camera chains, two projectors and associated control equipment to the USS Forrestal. It will be used aboard the supercarrier as a closed-circuit system for entertainment and intraship communications. According to the station, the equipment is worth $50,000.

**Freedom awards** - The Freedoms Foundation, Valley Forge, Pa., is accepting nominations for its 1964 awards until Nov. 1. Medals and certificates will be given in both radio and television categories for programs which have "brought about a better understanding of the American Way of Life." Nominations should include a recording and script or synopsis of individual programs, date of original broadcast, name of station or network and name of sponsor. They may be sent to the foundation at Valley Forge. Material submitted must have originated since Nov. 1, 1963.

**Presidential poll** - WYRE Annapolis, Md., conducted a surprise listener poll on July 17 to find out how a Goldwater-Johnson contest would fare in its area. Erny Tannen, WYRE president said the audience received an advance warning and the station even interrupted a record to start the poll. Result: President Johnson 142, Senator Goldwater 124. Mr. Tannen explained that about 50% of the responses were local, with the other 50% distributed evenly between Washington and Baltimore. He conducted a similar poll at another station in 1948 and forecast a Truman victory by 2-1.

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**FATES & FORTUNES**

**BROADCAST ADVERTISING**

*Catherine Pitts*, senior TV commercial producer at Grey Advertising, New York, elected VP and TV production supervisor. Mrs. Pitts, formerly with William Esty Co., joined Grey in 1957.

*Donald B. Buckley*, Grey VP and copy supervisor, promoted to associate creative director. Prior to joining Grey in 1960, Mr. Buckley was VP and copy supervisor of Warwick & Legler, New York.

*W. Sandell*, formerly general manager of Revere-Wollensak division of Minnesota Mining & Manufacturing Co., St. Paul, appointed general sales and marketing manager of Videotape Productions of New York Inc., 3M subsidiary. Mr. Sandell, who joined 3M in 1951, is succeeded in Revere post by R. J. Gavin, who has been elected VP and general manager of division.

*Ernest M. Lundell* elected VP in charge of advertising and merchandising of Grocery Store Products Co., West Chester, Pa. He succeeds Frank B. Rhodes, who resigned.

*Joseph Harris*, formerly associate media director at BBDO, New York, elected VP and media director of Daniel & Charles, that city.

*Gene R. Moore* and *Henry J. Newbauer* Jr., join Cunningham & Walsh, New York, as account executives. Mr. Moore was formerly products marketing manager at Bon Ami Co., that city. Mr. Newbauer was previously account executive at Fuller & Smith & Ross, Pittsburgh. *George Brenning* joins C&W as assistant account executive. He was formerly senior market analyst at Ted Bates & Co., New York.


*Richard J. Gay* joins J. M. Mathes Inc., New York, as administrative assistant. He was formerly with Grey Advertising, that city.

*Robert R. Lindsey*, director of plant, and *Lee Baer* and *James E. McNamara*, account group heads, elected VP's of BBDO, New York.

*Charles A. (Tony) Wainwright* joins North Advertising, Chicago, as VP in client relations division and supervisor on Toni Co. account. Mr. Wainwright had been in Chicago office of N. W. Ayer & Son where he had creative and account responsibilities for Illinois Bell Telephone Co., as well as TV assignments on Plymouth Valiant and United Air Lines. *Martin Ryan*, VP in charge of media at North's Chicago office, assumes added duties as supervisor of agency's marketing services division.

*Joseph F. Welch*, previously account executive at Benton & Bowles, New York, named advertising manager of International Salt Co. (Sterling brand salt products and Pfeiffer Foods), Clarks Summit, Pa.

*Daniel M. Lissance*, associate research director of BBDO, New York, joins Kudner Agency, that city, as vice president and director of research.


*James Hollyday*, Patrick J. McGrath and John Sheedy, all account supervisors at Benton & Bowles, New York, elected VP's.

*William R. Muller Jr.*, previously VP and marketing director of Donahue & Coe, Los Angeles, joins San Francisco office of Campbell-Ewald Co. as account supervisor.

*Todd Gaulocher* appointed manager of Crosley Broadcasting Corp.'s Chicago sales office, in charge of TV. He succeeds *Harry Albrecht*, who was named general consultant to all national sales offices of Crosley organization.

*Jack Allen*, account executive with Metro Television Sales in Chicago, joins ABC Television Spot Sales, that city, in same capacity.

*Robert J. Keenan* and *Richard E.*
Masilotti appointed account executive and sales planning and development manager, respectively, in central sales division of NBC-TV, Chicago.

Robert G. Baal, since October 1962 VP and general manager of Broadcast Development Corp. and consultant to National Television Sales Inc., both New York, joins NBC Radio network, that city, as director of sales.

M. Wells Huff, David W. McLain and James S. Reeder Jr. join Gardner Advertising, St. Louis, as account executives.

Leslie Watson joins Strong Productions, Gaithersburg, Md., advertising and PR agency, as account executive.

Ronald G. Smith appointed account executive at were Cleveland.

James Miller and Vivian Sutlin elected VP's at North Advertising, Chicago. Mr. Miller is account director; Miss Sutlin is copywriter.

Andrew R. Wasowski and Deanne T. Leety join copy department of W. N. Ayer & Son, Philadelphia. Mr. Wasowski was formerly in copy department at Fuller & Smith & Ross, Los Angeles. Mrs. Leety was previously in copy department of Ben Sackheim, New York.

Walter Lurie, formerly executive VP of Bruck & Lucie Inc., New York advertising agency, joins Frank B. Sawdon Inc., Los Angeles, as stockholder and senior VP. Mr. Lurie reportedly will take his accounts and staff to Sawdon, effective Aug. 1.


Dudley D. Carroll Jr., for past three years VP and account supervisor at BBDO, New York, joins Lennen & Newell, that city as vice president and executive on P. Lorillard Co. account.

Fred Eichhorn appointed manager of commercial services at KGW-TV Portland, Ore. Dick Bode, formerly sales service manager, succeeds Walter Hawthorne as KGW-TV merchandising manager. Mr. Hawthorne has joined N. W. Ayer & Son (Philadelphia) as northwest district manager. Bill Zervis joins KGW-TV as sales service manager, succeeding Mr. Bode.

Ray Barnett, former VP and Los An-
sentatives. On West Coast, Fred Delahay has been transferred from Los Angeles office to Katz’ radio sales staff in San Francisco.

Donna Merrill appointed director of broadcast media department of Milici Advertising, Honolulu, succeeding Paul Yamamoto, who has joined sales staff of KONA-TV, that city.

John F. Tobin, with ABC Films, New York, since 1961, appointed national sales manager of WNBC-TV, that city.

William Workman, previously production group head at J. Walter Thompson Co., New York, joins radio-TV commercial department of Cunningham & Walsh, that city, as executive producer. Stuart Woods joins C&W’s New York office as copywriter. He was formerly copywriter with De Garmo, that city. Stanley L. Challiss joins agency as sales promotion copywriter. He was formerly with Compton Advertising, Chicago.

THE MEDIA

Kevin Sweeney has resigned as general manager of KGML (Catalina Island) and KBIG (FM) Los Angeles, “sometime before fall,” he announced Friday. He said he will continue as officer, director and stockholder of the licensee corporations, which he bought 40% of in March 1963, following his resignation as president of Radio Advertising Bureau. John Poole, board chairman of the John Poole Broadcasting Co. and KBIQ Inc., licensees of stations, will resume as chief executive officer. Alan Fischler, station manager of KGML and KBIG, will oversee day-to-day operations. Mr. Sweeney plans business-vacation trip to Europe before “tackling some of the other objectives” he had when he left RAB.

Frank Fogarty, executive VP of Meredith Broadcasting Co., Omaha, elected president of recently created CATV company, Meredith-Avco Inc., new joint venture of group station owners Avco Corp. (Crosley Broadcasting) and Meredith Publishing Co. (Meredith Broadcasting) (Broadcasting, July 6). Also elected: Arthur Rasmussen, financial VP of Avco, who will be VP of CATV company; H. Y. Engeldinger, treasurer of Meredith Broadcasting, treasurer, and Gordon Tuttle, assistant general counsel and secretary of Avco, secretary. Elected to board of directors of new company were Payson Hall, executive VP of Meredith Publishing and president of Meredith Broadcasting; John Murphy, president of Crosley Broadcasting, and four officers named above.

Howard S. Kester elected executive VP and group manager of WLOF Orlando, Fla., KEZY and KEZRLFM Anaheim, Calif. He will also serve as station manager of Anaheim stations. Raymond (Bocky) Smith elected VP and station manager of WLOF, and Robert Keith elected VP and general sales manager of WLOF. Messrs. Keith and Smith have been with WLOF for 16 and 17 years, respectively.

D. Thomas Miller, general manager of WBKB-TV Chicago, elected VP of ABC affiliate of station. Mr. Miller joined ABC in June 1961 as director of central division of ABC Television Spot Sales, became WBKB general manager in October 1963. Earlier he was with CBS-TV and Harrington, Righter & Parsons.

George Norford, NBC executive, joins Westinghouse Broadcasting Co., New York, August 1, as general executive reporting directly to firm’s president, Donald H. McGannon. Mr. Norford has held several executive posts at NBC since 1952 and recently had been on leave of absence from NBC serving as New York Governor Nelson Rockefeller’s staff of State Commission for Human Rights. Mr. Norford’s responsibilities at Westinghouse will center mainly on recruiting and training minority group members for employment within Westinghouse Broadcasting Co. and its subsidiaries.

A. E. (Bud) Donegan, general sales manager of WIFE Indianapolis, appointed general manager of KOL Omaha. He succeeds Steve Shepard (Broadcasting, July 20). Both outlets are licensed to The Star Stations Inc. Other KOL appointments: Sandy Jackson, production manager; Bob Wilson, operations manager; Ray Willes, program director.

Donald W. Reynolds Jr., owner and general manager of KPUB Pueblo, Colo., elected president of newly organized Pueblo Radio Association, composed of six stations in Pueblo: KAPI, KDZA, KCSI, KFEL, KGHF, and KPUB.

Ed Pigeon of Santa Fe appointed executive secretary of New Mexico Broadcasters Association, succeeding Gar Packard, also of that city, who resigned because of other commitments.

Stu Wayne, for past two years station manager of WRCB Levittown, Pa., appointed general manager of WXEN Dover, Del.

Stan R. Hagan, formerly VP of Dixie Broadcasting Co., appointed general manager of Scripps-Howard Broadcasting Co.’s WNOX Knoxville, Tenn. R. B. Westergard, former wnox general manager who is on leave of absence, will remain officer and director of Scripps-Howard Broadcasting. Mr. Hagan previously was general manager of KOME Tulsa, Okla.

Stephen C. Trivers, formerly director of program operations at WPAT Passaic, N. J., appointed general manager of WQVA Geneva, N. Y.

Robert J. Kaufman, general attorney for program and sales contracts in ABC legal department, elected to newly created post as vice president in charge of program and sales contracts. Edward Masket, formerly director, elected also to newly created post of vice president in charge of program business affairs at ABC-TV. Both are headquartered in New York.

Vern Hanna, formerly director of finance for Wolverine Tube Co., Detroit, appointed secretary-treasurer of Carroll Broadcasting Co., owners and operators of WKFJ Flint, Mich.

Marion B. (Hank) Tribbley elected executive vice president, member of board of directors and general manager of WNTC-FM-TV and WGTC Greenville, N. C. Mr. Tribbley had been serving as acting general manager of stations.

Earl W. Hickerson, former operations and assistant manager of KOCO-TV Oklahoma City, Okla., appointed to newly created post of administrative assistant and operations director of WFMY-TV Greensboro, N. C.
Joseph Stamler, former VP and general manager of WADC-TV New York and more recently account executive at Triangle Program Sales, that city, elected president of Polaris Productions, formed last year by Polaris Corp., Milwaukee, to produce, distribute and merchandise TV programs. James W. Packer, VP of Polaris Productions, elected executive VP and general manager. Mr. Packer will be in charge of Chicago and east and west coast operations.

Thomas F. Greenhow, formerly VP in charge of TV activities for western division of McCann-Erickson, elected VP and assistant to president of STV Programs Inc., programming subsidiary of Subscription Television Inc., Santa Monica, Calif.

Cally Curtis elected VP in charge of new television specials production division of Independent Producers Associated, San Francisco.

Hal Pickens, formerly of WWX Atlanta, named program director of KBOO San Diego, Calif.

Lawrence B. Hiford, director of sales for Screen Gems Ltd., Toronto, joins CBS Films Inc., New York, as assistant international sales manager. He succeeds Frederick L. Gilson, who joins CBS Limited, London, as manager of sales.

Frederick F. Barzyk, for past six years producer-director at WGN-TV (educational ch. 2) Boston, elected president of Creative Television Associates, new production-distribution company with headquarters in Cambridge, Mass. (P.O. Box 303). Harold F. Pyke Jr elected VP of new company, and Richard Oldham named treasurer.

Albert Boyars, formerly with MGM, joins Trans-Lux Corp., New York, as director of advertising and publicity.

Carl J. Kozlik appointed director of special events for Theatre Color-Vision Corp., closed-circuit theater TV network subsidiary of National General Corp., Beverly Hills, Calif. Mr. Kozlik will be in TC-V's Chicago office.

Mort Hock named director of advertising at United Artists, New York. He was formerly advertising manager.

Allan B. Schwartz, formerly administrative manager at ABC-TV, to direct increased TV program production plans.

LET'S LOOK UNDER THE HOOD AT RUST'S NEW 1 KW FM STEREO BROADCAST TRANSMITTER

Here's the new 1 KW FM stereo transmitter from Rust. Notice the elbow room? Space galore! (Once, we even found an employee cat-napping there.) The main channel SWING OUT FME Exciter, plus both subchannel generators are crystal controlled for reliability. As for a stable signal — it locks on like a tiger — never drifts — never jitters go. And no more burned knuckles checking tubes. The New Rust power supply is completely solid state and unshakingly reliable. Incidentally, check the space-saver cabinet — only 24" wide x 28" deep — not to mention the new low price.

The Rust 1 KW, with built-in components, comes ready for remote control. A very desirable optional feature is our Autolog automatic transmitter logging system. Simply turn it on — and forget it! It frees station personnel for other duties.

For further information, prices, specifications and/or a brochure of the complete Rust line, address your inquiry to: Sales Department

RUST corporation of america

Western Division
2921 South 104th St. Omaha, Nebraska

Eastern Division
125 Massachusetts Avenue Cambridge, Mass.
Walter J. Marshall appointed program director of WLUX-TV Green Bay, Wis.

Clayton E. Bond, since November 1963 member of Midwest sales force of MGM-TV, appointed central division manager of MGM-TV's syndicated sales operations, with headquarters in Chicago. Previously, Mr. Bond served in sales posts at CBS Films, NBC Films (California National Productions), 20th Century-Fox and United Artists.

Dewey L. Nielsen, formerly program manager of KFDA-TV Amarillo, Tex., appointed to similar post at WIBW-TV Topeka, Kan. He replaces Rush Evans (Broadcasting, July 13).

Stanley Greene joins WABC-TV New York as executive producer. He was formerly producer of TV film commercials at Ted Bates, that city.

William Stout joins Official Films, New York, as salesman concentrating on Survivor! TV series. Mr. Stout has been in similar capacity at Ziv-UA, ABC Films, and, most recently, Storer Programs, New York.

William Lovelock has been signed by Wolper Productions in London as sixth film researcher for Men in Crisis, half-hour documentary series, and its second researcher in Europe. Alan Landsburg is producer-director of series, to which $1.5 million has been allocated to produce 32 programs, each dealing with clash of major historical personalities.

Richard Day, winner of seven Oscar awards for motion picture set design, named art director for Valentine's Day, series which 20th Century-Fox Television is producing for ABC-TV. Series begins Friday, Sept. 18, 9:30 p.m. EDT.

Richard B. Graft, assistant to Irving H. Levin, executive VP of National General Corp. and head of its closed circuit theater network operation, Theatre Color-Vision, elected VP of TC-V.


George Wearm appointed staff director in program department of WOR-TV, High Point, N. C., and Tom Guenelle and Rex Tucker promoted to assistant staff directors.

Cari Tubbs, formerly executive producer of WBKB-TV Chicago and who resigned several months ago to join Playboy Enterprises, that city, rejoins ABC-owned outlet as producer-director.

Barry Shear, producer-director of Hollywood pavilion of New York World's Fair, resigns to become producer-director of The Les Crane Show, ABC-TV's projected late-night competition for NBC-TV's Johnny Carson Show and Westinghouse Broadcasting Co.'s syndicated Steve Allen Show (Broadcasting, July 20).

Ronald St. Charles, studio manager of WJRT-TV Flint, Mich., promoted to staff director.

Len Johnson, art director of WABC-TV New York, joins Metromedia Inc., that city, in newly created post of assistant art director.

Caterina Valente, Latin-American recording artist, signed to star weekly in CBS-TV's The Entertainers, which begins Sept. 25, 8:30 p.m. EDT.

Robert H. Prall, staff writer and assistant city editor of New York World-Telegram & Sun, appointed director of Music 'til Dawn, American Airlines' nighttime radio show currently on nine stations in major U. S. cities.

Don Kimberling, sports director of WCHA Chambersburg, Pa., assumes additional duties as program director, replacing Tom Niven, who leaves for WKER Pompton Lakes, N. J., for similar position. Ira N. Kaplan has replaced Ken Peiffer as news director.

George Jellinek, formerly director of program services for SESAC Inc., appointed program supervisor of Muzak division of Weather Corp., New York.

INTERNATIONAL

E. E. Spitzer, VP and account supervisor of Papert, Koenig, Lois, New York, appointed creative director of PKL Ltd., London, England. Mr. Spitzer joined PKL in 1961, was previously VP and copy supervisor at Kudner Agency and group advertising director of Revlon Inc.

Frank D. Murray, formerly with ITC of Canada Ltd., appointed Canadian di-

vision TV sales manager for 20th Century-Fox Television, with headquarters at company's Toronto offices. He replaces Tom Reynolds, who has resigned.

James A. Klein appointed supervisor of Radio Liberty's broadcasting activities in Spain. He succeeds J. John Newman who was appointed assistant executive director of Radio Liberty in Munich. Mr. Klein was previously assistant to manager of Radio Liberty network division in Germany.

FANFARE

David E. Partridge, for 10 years advertising and sales promotion manager of Westinghouse Broadcasting Co., New York, joins Blair Television, division of John Blair & Co., that city, as promotion manager. Previously, Mr. Partridge was with Crosby Broadcasting Corp., Cincinnati, and KMBC Kansas City, Mo.


Ernest P. Quinby and Herbert V. Wright appointed PR manager and manager of PR administration, respectively, for Philip Morris Inc., New York.

Richard Connelly, staff writer and assistant trade press editor at NBC, appointed sales relations manager of Westinghouse Broadcasting Co., New York.


Stan Brown, previously of KTLM Denver, appointed news director of KXDF San Diego.

Lowell Newton, formerly news director of KOBE Las Cruces, N. M., named news editor of Michigan State University's WKAR-AM-FM East Lansing.

Milt Grant, radio-TV personality, joins WAVA-AM-FM Arlington, Va., as anchorman for news-sports Weekend Spectacular program.

J. Morgan Hodges joins news department of WWRL New York. He was formerly at WKBW Buffalo, N. Y.

Larry Gaffney, formerly with WIC (TV) Pittsburgh, named news correspondent at WRC-AM-FM-TV Washington.

Bill Fahien, formerly of WOB-TV Albu-
EQUIPMENT & ENGINEERING

Lewis A. Bernhard Jr., since 1955 administrative manager of Society of Plastics Engineers, appointed executive secretary of Society of Motion Picture & Television Engineers, New York.

Charles S. Stodter, who is retiring after serving society since 1956.

Hugo Sundberg, formerly president and director of sales for Oxford Electric Corp., Chicago, elected VP in charge of sales of Electronic Devices Inc., North Ridgeville, Ohio, new subsidiary of Cleveland Electronics Inc., Cleveland. Mr. Sundberg also will serve as sales consultant for general line of Electron speakers.


Walter A. Weiss, formerly VP of picture tube operations division of Sylvania Electric Products, Seneca Falls, N. Y., elected VP and general manager of The Rauland Corp., Chicago, Zenith Radio Corp.'s cathode ray tube manufacturing subsidiary. He succeeds W. E. Phillips, who retired. Mr. Weiss had been with Sylvania for 23 years.

John C. Stuckey appointed director of marketing research for Sylvania Electric Products, New York. He replaces Frank Mansfield, who becomes consultant on special marketing assignments.

DEATHS

Nicholas Stanford, 34, at one time unit manager for NBC, New York, drowned July 19 in Barbados, West Indies. Most recently Mr. Stanford had been with Barbados Rediffusion Service.

Thomas B. Chase, 63, member of program operations staff of WOW-AM-TY Omaha for nearly 35 years, died July 15 at hospital in that city shortly after undergoing open-heart surgery.

Herb Sheldon, 51, veteran radio and television children's entertainer, died July 21 in North Shore hospital, Manhasset, L. I., N. Y. Mr. Sheldon was puppeteer for many years and at one time was host of children's programs on WNTA-TV, WNEW-TV and WOR-TV, all New York.

FOR THE RECORD

STATION AUTHORIZATIONS, APPLICATIONS

As compiled by Broadcasting, July 16 through July 22, and based on filings, authorizations and other actions of the FCC during that period.


New TV stations

APPLICATIONS

Freepol, Ill.—Rock River Television Corp. UHF channel 23 (524-530 mc): ERP 754 kw via. 113.1 kw aur. Ant. height above average terrain 721 feet, above ground 725 feet. P.O. address 119 South First Street, Rockford, Ill. Estimated construction cost $688,335; first year operating cost $39,000; revenue $49,000. Studio and trans. locations both 1.7 miles west of Rockford Ill. Geographic coordinates 42° 17' 46" north latitude, 89° 10' 18" west longitude. Type trans. RCA TTV-30A, type and RCA TPU-30J. Legal counsel Spearman & Roberson, consulting engineer A. L. King & Associates, both Washington, D.C. Principals: David A. Carlson (50.5%), Hugh G. Powell (5.5%), Harley W. Mullen (5.5%), C. Gordon Smith (5.5%), David S. Paddock (2.2%), Edward R. Holt (1.2%), James B. Thoren (2.1%) and others. Principals listed are Rockford businessmen, Ann. July 7.

West Lebanon, N. H.—Upper Valley TV Broadcasters Inc. UHF channel 65 (680-686 mc): ERP 888 kw via. 86 kw aur. Ant. height above average terrain 299 feet, above ground 149 feet. P.O. address 14 Main Street, West Lebanon. Estimated construction cost $513,500; first year operating cost $14,000; revenue $18,000. Studio and trans. locations both West Lebanon. Geographic coordinates 43° 39' north latitude, 72° 17' 43" west longitude. Type trans. GE TR-34A, type ant., COBOL CO-100SW, Legal counsel and consulting engineer, not listed. Principals: Nelson A. Crawford (49.4%), Donald L. Muller (49.4%), and Helen E. Crawford (1.2%). Ann. July 3.

New AM stations

ACTION BY FCC

Pasadena, Calif.—Oak Knoll Broadcasting

BROADCASTING, July 27, 1964

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. • DI 7-8531
PROFESSIONAL CARDS

JANSKY & BAILEY
Consulting Engineers
2411 - 2419 M St., N.W.
Washington 37, D. C. 20036

James C. McNary
Consulting Engineer
National Press Bldg.
Wash. D. C.
Telephone District 7-1105
Member APOOB

George C. Davis
Consulting Engineers
Radio & Television
527 Munsey Bldg.
Sterling 3-0111
Washington 4, D. C.
Member APOOB

COMMERCIAL RADIO EQUIPMENT CO.
Everett L. Dillard, Gen. Mgr.
1302 18th St., N.W.
Washington 6, D. C.
Member APOOB

A. D. Ring & Associates
42 Years' Experience in Radio Engineering
1710 H St., N.W. 20006
Washington 6, D. C.
Member APOOB

Lohnes & Culver
Munsey Building
District 7-8215
Washington 4, D. C.
Member APOOB

Kear & Kennedy
1302 18th St., N.W. Hudson 3-9000
Washington 6, D. C.
Member APOOB

A. Earl Cullum, Jr.
CONSULTING ENGINEERS
INWOOD POST OFFICE
DALLAS, TEXAS
Member APOOB

John B. Heffelfinger
9208 Wyomg Pl. Hilland 4-7010
KANSAS CITY 14, MISSOURI

Jules Cohen & Associates
9th Floor, Securities Bldg.
729 15th St., N.W., 20005
Washington 6, D. C.
Member APOOB

Carl E. Smith
CONSULTING RADIO ENGINEERS
Applications and Field Engineering
W. 8000 Southland Rd.
Cleveland 41, Ohio
Telephone: 216-526-4836
Member APOOB

William B. Carr
Consulting Engineer
AM-FM-TV
Microwave
P.O. Box 1287
Fort Worth, Texas
Member APOOB

Raymond E. Rohrer & Associates
Consulting Radio Engineers
436 Wyatt Bldg.
Washington 5, D. C.
Phone: 347-9016
Member APOOB

E. Harold Munn, Jr.
BROADCAST ENGINEERING CONSULTANT
Box 220
Coldwater, Michigan
Phone: BRoadway 8-6723

Merle Saxon
CONSULTING RADIO ENGINEER
622 Hawkins Street
Lufkin, Texas
Neptune 4-4242
Neptune 4-9558

E. E. Benham & Associates
Consulting Engineers
6725 Sunset Blvd., Suite 204
Hollywood, California
HO 6-3227

Oscar Leon Cuello
CONSULTING RADIO ENGINEER
AM-FM-TV
250 W. Santa Maria, P.O. Box 11276
Phone (Area Code 602) 294-7000
Directional Antenna Design Applications and Field Engineering
Tucson, Arizona 85706
Member IEEE

Paul Dean Ford
Broadcast Engineering Consultant
R. R. 2, Box 27 47885
West Terra Haute, Indiana
Drexel 7597

COMMERCIAL RADIO MONITORING CO.
PRECISION FREQUENCY MEASUREMENTS
AM-FM-TV
105 S. Market St., Lee's Summit, Mo.
Phone Kansas City, LaClede 4-3777

Cambridge Crystals
PRECISION FREQUENCY MEASUREMENTS
SPECIALISTS FOR AM-FM-TV
445 Concord Ave., Cambridge 38, Mass.
Phone TRowbridge 6-2810

Broadcasting, July 27, 1964
Other Ypsilanti stockholders are Kenneth Neubeck (30%), Roy W. McLean (14.17%), Arlene McLean (7.57%), and Sam Schmid (5.6%). Measures, Mihelcic and Dick Reischman, and local businessmen. Action July 16.

Approval in each case was for issuance of license from Southwest Broadcasters Inc., owned by Dorothy G. Thwaites, John W. Ervin, Jr., and E. N. Shelley, deceased (96.4%), Dorothy G. Thwaites (2%), and E. N. Shelley (1%).


In RGAK Gallup, N.M., Action July 21.


WXCN-FM Providence, R.I.—Granted application for LPF from William A. G. Smith and Calvert C. Grelen, receivers, toHoward M. Smith, president of the licensee corpora-

July 21.

Wennen TV Travis Broadcasting Co., Considering $116,000, Mr. Harold L. S. Hubbard and B. L. McCarty, directors, to be approved for consolidation with Wennen TV, Inc., Salt Lake City, Utah. Consideration: $15,000. Action July 15.

Lark ——KFLK Las Vegas, F.N. Las Vegas, Inc., to be approved for the purpose of acquiring a new license to operate a station on channel 47. Consideration: $72,800. Action July 20.

KLCN-AM-2 FM Blytheville, Ark.—Seeks license of ownership by Harold L. S. Hubbard and Billy J. Hargroder to be approved. Consideration: $90,000. Action July 15.


WCMT FM Manchester, Tenn.—Seeks license of ownership by Robert E. Griffis to be approved. Consideration: $150,000. Action July 20.


In the University to move trans. site of *KBYU-TV (ch. 11) Providence, Utah, to the present location about 15 miles northwest of city on Lake Mountain, some 20 miles northwest of Provo and 17.5 miles southwest of Salt Lake City in general direction of KMVTV by a grant of new license from the Federal Communication Commission. Action July 15.

By memorandum order and order, commission granted applications for new AM licenses for new AM for 900 kc, 1 kw, D.A, in Laurel, Md., with condition, and Scott Broadcasting Corp. to increase power of station to 2 kw, D.A, from 250 kc to 1 kw with D.A., and denied application for new AM on 800 kc, 1 kw, D. A, in Woodbridge, Va., to proceed with unnecessary decision toward action. Action July 15.

By decision, commission granted applications for new AM for 800 kc, 1 kw, D.A, in Laurel, Md., with condition, and Scott Broadcasting Corp. to increase power of station to 2 kw, D.A, from 250 kc to 1 kw with D.A., and denied application for new AM on 800 kc, 1 kw, D. A, in Woodbridge, Va., to proceed with unnecessary decision toward action. Action July 15.

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**Routine roundup**

**ACTIONS BY REVIEW BOARD**
- Granted request by Midwest Television Inc., to extend time to Aug. 7 to file reply to notice of request for rule making in Springfield, Ill., TV channel 36 proceeding. Action July 22.
- In proceeding on applications of D & E Broadcasting Co. and Great State Broadcasters Inc., for new AM's in San Antonio, Tex., granted Broadcast Bureau request to extend time to Aug. 4 to file replies to Great State's exceptions to initial decision. Action July 22.
- In proceeding on applications of American Colonial Broadcasting Corp. to change trans. site and ant. height of WSUR-TV Kaukauna, Wis., to increase power of WKBW-TV Caguan, both Puerto Rico, granted Broadcast Bureau request to extend time to July 15 to file responsive pleadings to American Colonial petition to amend issues. Action July 23.
- Granted motion by WZEY Inc., to extend time for filing additional comments to WKOK Radio Inc., petition to enlarge issues in proceeding on applications for new FM's in Coos, Fla. Action July 21.
- By memorandum opinion and order in proceeding on AM applications of WBIK-AM and Cobb County Broadcasting Co. granted joint request to file further findings of record whereby Cobb County's application for new AM on 1520 Kc. in Marietta, Ga., would be dismissed; dismissed Cobb County's application for AM station on 1520 Kc. in Marietta, Ga., from 1000 Kc. 500 W. to 1080 Kc. 10 kW. Decision to include no pre-sunrise operation with daytime facilities pending decision by Broadcast Bureau on WBIK's petition to enlarge issues, and terminated proceeding. Action July 17.
- By designee of Broadcast Bureau to extend time to July 24 to file responses to Rivoil Realty Co. petition to enlarge issue on proceeding on application of Triangle Publications Inc. for new VHF-TV translator in Johnstown, Pa. Action July 17.

**ACTIONS ON MOTIONS**

By Chief Hearing Examiner James D. Cunningham
- By Hearing Examiner Charles J. Frederick
- In proceeding on applications of KITV, KTVU and KTIV (TV) and KVTV (TV) Sioux City, Iowa, and WHO-TV Des Moines, both in Iowa, Action July 25.
- Received in evidence exhibit number 1 of Farm and Home Broadcasting Corp., Peoples Broadcasting Corp., and Central Broadcasting Co., to make changes in facilities of KTVU and KTVT (TV) Sioux City, Iowa, and WHO-TV Des Moines, both in Iowa. Action July 25.
- By Hearing Examiner Chester F. Naumowicz Jr.
- In proceeding on applications of North- western Indiana Radio Inc., Valley Broad- casting and Livingston County Broadcasting Co. for new AM's in Valparaiso, Ind., and Kankakee and Pontiac, Ill., in Doc. 2218, et al., granted Northwestern's request to schedule further prehearing conference for July 17. By separate order, continued July 3 hearing in that matter to be specified in subsequent order, Actions July 18 and 17.
- In proceeding on applications of Symphony Network Association Inc. and William A. and George K. Chapman d/b as Chapman Radio and Television Co., for new TV's on channel 54 in Fairfield and Home- wood, both Alabama, in Doc. 10466-Denied Chapman's request for leave to amend; and on own motion, continued certain procedural dates, and commencement of hearing from July 26 to Sept. 1. Action July 14.
- By Hearing Examiner Herbert Sharman
- By Hearing Examiner Elisabeth C. Smith
- In proceeding on applications of Paul Continued on page 87

**COUGH COUGH COUGH TOO MUCH? SHORT OF BREATH? BREATH?**

Don't take chances... see your Doctor. You may have a Respiratory Disease. Chronic RD afflicts at least 12 million Americans today. Don't take chances with its most common symptoms— chronic cough and shortness of breath. Your local Christmas Seal organization and the National Tuberculosis Association say: See Your Doctor.

CLASSIFIED ADVERTISEMENTS

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

RESERVED WANTED—$2.00 per word—$10.00 minimum

DISPLAY ads $20.00 per inch—STATIONS FOR SALE, WANTED TO BUY STATIONS & EMPLOYMENT AGENTS.

All other classifications, 30¢ per word—$4.00 minimum.

(Applies to 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

Part ownership opportunity 5,000 watt full time California station owner retired. Profitable station. Owner oriented. Send resume, references and picture. Box G-191, BROADCASTING.

Station manager strong on sales and capable of sales direction for new 5 kw non-directional serving Tampa, St. Petersburg, Clearwater area. Track record, references. All replies held in strict confidence. C. W. Reddoch, WCWR, Box 606, Clearwater, Florida.

Manager strong on sales for new station. Send resume to Station WLK, Elenville, N. Y.

Sales

Salesman with management potential. Must have successful Top 40 track record. One of center established Polish American stations established in first ten markets. On East Coast, Send resume, references and last picture. Box G-191, BROADCASTING.

Baltimore Experienced, aggressive radio salesman seeks second area. Must have local management and account selling ability. Must have No. 1 sales ability. Send resume and picture to: Box G-237, BROADCASTING.

KMUS, Muskogee, Okla., needs experienced time salesman. Boren, O. P., 2417 N. 14th, BROADCASTING.

5000 watt medium Florida market needs experienced account executive. Send resume and picture to: Box G-237, BROADCASTING.

Experienced salesman with Philadelphia Agency contact for desirable opening. Box G-278, BROADCASTING.

Salesman with proven ability in hard-to-sell markets for southwest one national market. Atlantic is seeking a salesman with an established record of success in a major market. Must be bi-lingual and a real go-getter as well as a good personality. Box G-289, BROADCASTING.

Gulf Coast experienced aggressive radio salesman. Ready for management or management selling. Multiple opportunity. Multiple Negro group. Box G-289, BROADCASTING.

Top media in Laredo. You replace man who has been promoted ownership-management in our organization. Apply only if you are ambition, desire to work, friendly, happy outlook on life, confidence in yourself, a good personality and know how to cooperate with others. Bill Harrell, KXVO, Laredo, Texas.

New 5 kw non-directional serving one of Florida's richest areas seeking high caliber sales manager. A chance to provide a major first class station and own in both our cities. Box 8238, Daytona, Florida.

Sales—Cont'd

Wanted — Experienced account executive for Palm Beach station. Louisiana connections, good opportunity for real sales ability. Send resume, references. P. O. Box 2631, Palm Beach, Florida.

New Decatur Station. Contact: Joe Lawhon, Maribo Building, Decatur, Ga.

Are you tired of being just a salesman with no opportunity for advancement to the executive level? If you are and if you are aggressive, hard working, with a solid sales record behind you, you want us. The OK Group is one of the oldest and most successful Negro programs radio properties. We have openings in our top three cities . . . New Orleans, Houston, Memphis . . . for such a man. If you've got sales ability we can promise you realistic earning between $5,000 and $10,000. If you've got executive ability we can promise you an opportunity of being one of our assistant managers and eventually a managerial chance. Write: Stanley Ray, OK Group, 505 Baronne St., New Orleans, La.

South Florida—Fulltime, medium market—Florida's fastest growing are some of the real proformal arrangements and benefits above average—salesmen will be inheriting active accounts in a top area. Contact Bob Flynn—are area code 365-278-2894.

Announcers

Montana Network station has opening for 1st phone announcer who can double as a newsmen. Send resume, picture Box G-177, BROADCASTING.

Personality-dj for 21 Top 40 station. Tight production, lively sound, competitive market—upper midwest. Many benefits if you're really good. Contact Box G-197, BROADCASTING.


Dallas good music station has opening for top notch announcer with bright, mature delivery. Some complete and personal references. Box G-288, BROADCASTING.

Immediate opening (August, 15) stable mid-south station; will be main announcer doing middle-of-the-road music shows and newscasting. Forty-hour week. Send tape and full resume with three references. Box G-293, BROADCASTING.

Announcer—light announcing plus studio equipment maintenance. Must be familiar with GI surplus equipment. Married but free for travel in limited area. Salary plus extra benefits. Box G-283, BROADCASTING.

Announcer—salesmen needed for 5 kw single market N. C. station. Prefer young married man desiring to learn all phases radio. Good future opportunity. Box G-287, BROADCASTING.

Modified Top Forty station looking for a smooth, tight producing announcer with a third class radio telephone license. A real opportunity for a young man on the way up with a bright future for reasonable security. Opportunity, resume, picture and tape to Box G-288, BROADCASTING.

Top Forty station in market area, third ticket, growing chain. Send picture, tape and resume, required salary to Box G-318, BROADCASTING.

Announcers—Cont'd

Major midwest well financed group 5 kw non-directional seeking an announcer. Qualifications should include 1st phone, administrative ability, copy production experience, and a handle. Must be ready to hit midday at a trill. Position offers a good hour, paid vacation, group hospital plan and retirement program, salary open. Send resume, tape to Box G-287, BROADCASTING.

Florida-Two announcers. Adult music station. Night format. Right man can advance to larger station. Send audition tape, resume and references to: Box G-258, BROADCASTING.

CBS TV/AM announcer AM/TV. Middle-road music operation opportunity for experienced RAYK, Caribaud, New Mexico.

Negro dj. Phoenix R and B wants top morning personality. Send resume, references, picture and tape to Jim Titus, KCAC, 20 E. Broadway, Phoenix, Ariz.

Announcer desiring some sales. Good salary working company. Send resume and references to: KLEX Lexington, Missouri.

Mature announcer for 5kw non-directional serving one of Florida's biggest markets. No salary guarantees. Seeking adult announcers to appeal to "Mr. and Mrs. Florida". Sales background helpful. Tape, resume, references. All replies held in strict confidence. C. W. Reddoch, WCWR, Box 606, Clearwater, Florida.

Opportunity for experienced announcer, with 1st ticket. Rush tape resume. WEAW, Evanston, Ill.

Have immediate opening for morning man who also has news experience for feature position. Good pay, good time. Send tape, past experience, references and salary required in 1st letter. William Winn, Program director, WSKY, Radford, Penna.

Experienced announcer with first phone. Must be a good announcer. Good pay to the top. WION—Ironia, Michigan. Phone area code 616-527-4400.

Michigan 5 kw needs top flight announcer. Must be sharp. Know production and ambitions. No phone calls please! Paul Parker, WLAS, Jacksonville, N. C.

Announcer—Experienced staff man wanted to operate key commercial slots 8-AM and 11-9 PM. Must be strong on news and commercials, be familiar with C & W and pop music. Must be married, no floats. Permanent job. Opportunity for advancement with small growing chain. Send tape and work record. Don't call. Good market. WKUL, Cullman, Alabama.

At once! Experienced morning "personality." Paul Parker not interested. A swinger, but not wild! A good production man. Send audition tape of deejay work, ad list, news, etc. No collect phone calls please! Paul Parker, WLAS, Jacksonville, N. C.

Major market opportunity. Wanted: One good, clean, mature, sober, weekend market DJ with first class record. Send detail resume and personal references and picture. Contact: Jim Titus, WIVR, 150-190 watts FM, Minneapolis, Minne- sota.

Announcer operator, preferably first phone, tight board, play-by-play capability, intelligent sound. WIVR, East Leyden, Michigan.
Announcers—(Cont'd)

Production—Programming, Others

Continued

Experienced and persuasive copywriter for network programing station in resort city. Box G-151, BROADCASTING.

News director for growing network affiliate in Illinois. Gather, write and broadcast local news. Good writing ability and coordinating skills. Box G-172, BROADCASTING.

Solid Montana kilowatt with adult programing needs production minded copy writer. Send boxed resume and photo to Box G-176, BROADCASTING.

Group seeking 1 PA, 1 news director, jock, Top-rated format stations: excellent opportunities. Send tape and resume now to Box G-151, BROADCASTING.

Newsmen for permanent position with good small market midwest station. 5 days of hard work plus short board shift, good pay. State present salary and past experience. Box G-263, BROADCASTING.

Need program-production director for outstanding group station. Opportunity to grow. Good pay, salary and benefits. Send boxed resume and photo to Box G-238, BROADCASTING.

Need outstanding sportscaster-announcer at active sports minded station. Present sports director promoted. Opportunity for you too. Good salary. Box G-293, BROADCASTING.

Opening for top notch, well versed newsmen excellence all phases. Must move first phone. Starting salary substantially above scale in one of the nation's top 15 markets. Voice must be based to model radio past record must speak for itself. Send all tapes, resumes and first letter. Box G-266, BROADCASTING.

Massachusetts' 2nd largest market. Station is in need of man who can do copy and production work. Good salary. Box G-293, BROADCASTING.

One of Pennsylvania's top news and sports stations—winner of fourteen AP awards for outstanding news and sports coverage—has an immediate opening for a real pro who can serve in dual capacity of news director—assistant sports director. Station carries ABC News, Westinghouse League and semi-pro football games and many other sports attractions. Top notch salary for top notch man. Box G-293, BROADCASTING.

Production man to head radio copy depart- ment—writer, voice, and produce commercial and station promotion material. Send copy sample. Box G-295, Stuart Broadcasting Company, 2391, Lincoln, Nebraska.

Radio—Situated WANTED

Sales

Sales oriented general manager of major market station seeks greater opportunity. Prefer Chicago, St. Louis, Cincinnati or Cleveland. Top in sales and management. Box G-238, BROADCASTING.

Ten years employment by major station in top market. Background includes complete broadcasting gamm. Successful experience will prove invaluable asset. Will relocate. Box G-294, BROADCASTING.

Management—(Cont’d)

Working manager for small station operation. Combination duties as manager, programing, top announcer, copy, produc- tion. 20 years experience good stations; create and sell profitable promotions. Can produce, supervise and participate in the least salary-percentage arrangement. Box G-308, BROADCASTING.

Manager: 15 years experience proven record. Personally billing $3700-$4500 monthly, plus managing, copywriting, sales promotions, and photo bookkeeping in town under 3000 population. Desire opportunity to acquire and work in station. Box G-312, BROADCASTING.

Profitable radio insurance. Sales or general manager. Box G-335, BROADCASTING.

Sales

Sales, mature, successful manager-sales manager seeking position of responsibility and chal- lenge in small or medium market. Experienced in full operating capacities. Available immediately. Box G-299, BROADCASTING.

Aggressive college graduate, 25, married, experienced in handling major account sales position with established radio or TV outlet. Must be willing to relocate. Box G-394, BROADCASTING.

Announcers

 Experienced Top 40 announcer on the way to bigger and better things. Available immediate techniques. Box G-65, BROADCASTING.

DJ wants to swing with Top 40. One year experience. Box G-133, BROADCASTING.

Announcer with first class ticket. Ready to move from prestige station in metro market to our good station. Available immediately. Box G-224, BROADCASTING.

Experienced newsman-announcer 12 years background, age 35, desires metropolitan connection. Box G-283, BROADCASTING.

First phone—swing—dj with personality traits to fulfill promises. A real chance to be with a station of real potential. Box format, preferred but open to offers. Single, recently came to area. Box G-387, BROADCASTING.

Modern music format specialist! Program director-personality! Out of action momentar- ily by choice! High ratings, references, production, performance, market, salary, etc. Box G-388, BROADCASTING.

Tired of rat race, experienced all phases, 2nd phone, married. Permanent medium, major. Box G-272, BROADCASTING.


Married first-phone, 21 ambitious, 4 year experience seeks position in Ohio, midwest, prefers job with considerable responsibility, professionally operated station that desires good engineer, comedic, authoritative. Box-267, BROADCASTING.

Modern music format specialist! Program director-personality! Out of action momentar- ily by choice! High ratings, references, production, performance, market, salary, etc. Box G-388, BROADCASTING.

Western U. S.—1st phone-broadcasting school graduate. Marine veteran, former deputy sheriff, 30 yrs. Announcer/dj/authoritative newsman. Box G-388, BROADCASTING.


Not many of us left around who specialize: 40% of us not very well experienced. Seasoned veterans. Small and large market openings. Real pay. Prefer morning show. South, East or Flori- da. Eight years pressure job. Won't be cheap. Box G-386, BROADCASTING.

Production—Programming, Others

Chances are, the best job in this column will go to an announcer trained in "Inter- pretative Announcing"... the nation's recognized, copyrighted voice training method, available from the Institute of Broadcast Training, Box 814, 85th Street, New York, N.Y. 10028, $14.95 complete with commercial script. Broadcast Guild of America, Inc., 795 North 35th St., Milwaukee, Wisc., 53208.

Western music dj—good salary security— Spokane's oldest full-time going western. Spokaneideal for experienced person with C. & W. background—also offers living in the same California, resume, tape, present salary to Williams, W. 411-33rd, Spokane, Washington.

Immediate opening for announcer with 1st phone experience located in beautiful Hudson area, 55 miles from NYC. Call 914-831-1969.

Top money in bigtime! Consultant's amazing formula guides you! Future worth $1,000! Order revealing highly-effective manuscript "You and Top Forty!" (Also person-alized, typed instruction, elementary, advan- tage, Radio, Other professional services.) Hal Fisher, 678 Medford, EM, Patchogue, New York, 11772.

New $2000 watt station in North Carolina to open soon. Positions open in all depart- ments. In a city with opportunity. Excellent opportunity for growth with group. Send audition, resume and photo to Box E 87, Lakeland, Florida.

Technical

Quality Colorado kilowatt needs chief. Ex- perienced, professional, some announcing. Good community. Good climate. Good salary to top man. Must have excellent work references. BROADCASTING.

Engineer capable of teaching in Industrial Trade school and working on contract basis for radio station in same California area. Send complete qualifications. Box G-286, BROADCASTING.

Chief Engineer, capable of installing and maintaining AM & FM, and mobile equipment. Must have experience with direction- al antennas. Good working conditions. In metropolitan South Georgia city. Salary $29,000. BROADCASTING.

1st class man with little experience but willing and able to learn. Real opportunity. Write C. Eng, W. 600, Covington Park, Pa.

Wanted, prospective engineering students for position beginning October, 1964. Good pay, fringe benefits to right man for 5 days per week. 1st year students. Salary $7000, 2% Manager, WPRO, Radio, Canton, Ohio.

Michigan 5 kw—need experienced chief en- gineer—emphasis on engineering. WION, Ionia, Michigan. Phone area code 916-527-4400.

Chief engineer—AM—1000 watt, 3 tower di- rectional. Some announcing abilities. Ex- perienced with remotes. Opening—immedi- ate. Contact Manager, WTVX, Box 142, Dan- ville, Illinois.

Immediate opening 1st class engineer-an- nouncer. WIZK, Hazleton, Pa. Send resume and audition tape or call 455-5048.

Combination first class engineer and produc- tion man who can write copy, Air voice not essential. Whitear-Black, station located in Southeast. Starting salary $100-$125 de- pending upon experience. Write Manager, WOKS, Columbus, Georgia.

If you're experienced, have technical back- ground, and are looking for a worthwhile but willing to start at $100 and grow with station in beautiful mid-west college city, call 217-345-3131.

Production—Programming, Others

Are you a real pro in the broadcast news- room? Do you have a real interest in how broadcast news is handled? Do you understand the nature of broadcast news? Can you teach? If you can answer "yes" to these questions—then you may be the one we're looking for—possibly the one who has a bachelor's degree, a Big Ten university background, a few years experience, plus a few years experience, plus an and who loves our city, your news philosophy and your idea of how the business of broadcasting will be a part of your life, you will produce top people for the broadcast news industry. Pay starts at $10,000 a year. Box G-139, BROADCASTING.

BROADCASTING, July 27, 1964

83
Announcer—Continued

4 years experience—large and small market
radio and television. Good voice, background transition.
Would try Top 40—younger—married—stable
Announcing. Box G-315, BROADCASTING.

Attention "Top 40s" I offer a foundation of 3
years experience, 3rd ticket, personality
and showmanship. Need your offer to build
base. Live anywhere. Write Immediately. Box G-318, BROADCASTING.

BB for sale! (Male), clever, original, 1st
phone, experienced, family. Box G-331, BROADCASTING.

Announcer—dj. Third phone endorsement.
Metropolitan area radio—tv announcer
with network experience wants
change, will consider program directorship.
Eighteen years background. Box G-335, BROADCASTING.

Announcer—dj—bright, personable, authority
newscaster—short on experience. De
desire start—will consider all offers—dependa-
ble. Box G-338, BROADCASTING.

Announcer—Negro, 3 years experience in
radio and television field, desires pos-
tion in either. Willing to relocate. Box G-
337, BROADCASTING.

Announcer-engineer—1st phone, 21 yrs. old,
voice and drama training, graduation. An-
ouncer Training Studio, New York, $1000 experience, $115/week. Phone 201
762-8511.

Rock and roll dj draft exempt twenty two
years old. Announcing school graduate with
three-class license. Studying for first phone. Can
operate own board. Supply tight pro-
duction. All I need is first break. Marc
Richards, 892 East 51 Street, Brooklyn
3, N. Y. N.A 9-1184.

Announcer, third phone element 9. Radio
school graduate. Phone 422-2106, Pottsville,
Pa.

Getting out and ready to go. Completing
3 years Army Service. Be available Sept. 1st.
Consider me, just the job counts.
Co-operative attitude, experienced, depend-
able. Should offer enough, no floaters, or prima
donna. Apply Sps Dick Peterson, Head-
girl, K-9, IA-1, Dept. 129, USAF. Fort
Leonard Wood, Missouri.

Announcer experienced. No rock and roll.
Jack J. Quick, 107 Saynor Circle, LaGrange,
Ga. Phone TU 2-2651.

C & W or good music announcer with third
grade. Grad. of mid-south electronics inst.
Eager to work. For tape, resume. Ed
Huffman, Box 5, Bailleong, Va.

Top 40 41, 1st phone. Major market experi-
ence. Dick Moore, Box 1733, Midland, Texas.
Phone 415-20-4x-3895.

If you are looking for a hard worker, fresh
ideas, good voice projection and air work,
then I'm your man. I will locate anywhere
providing situation and money is right. Top
40 or Top 40 or Top 40 background. Market
or medium market preferred, available now.
Larry Ryan, 315-593-2218.

Have visa will travel. Strong dj experience. Strong
market or medium experience. 2 years pd.
Canadian. Phone 705-126-8772.

First phone announcer, 6 years experience, phone

Announcer-dj. Third phone endorsement.
School trained only. Small market. Don
Padgett, Millville, Virginia.

Announcer-Programing, Others

Technical

AM FM chief desires to move. 13 years in
radio. Combo man. Will consider both radio
and tv offers. Midwest, Box G-261,
BROADCASTING.

First phone, med experience. Five years
technical background. Will relocate. Box G-
222, BROADCASTING.

Experienced chief engineer available in
August. Box G-324, BROADCASTING.

First phone 19 years experience, no an-
nouncing. Box G-324, BROADCASTING.

First experienced first class engineer. Presently
employed in New York City. I would like a
job in the northeast, considers any job within
150 miles of Columbus, Ohio. Box G-222,
BROADCASTING.

Attention: Busy station owner. $200 buys
sharp, young first phone. Clean cut, per-
sonable, friendly. Can sell, type, run tight
board. Finest references—3 years last job,
Limited technical, but will double your present
sales within 6 months. This nice
guy with pleasant voice available immedi-
ately. Eddie Post, YMCA, Washington, D. C.

First phone. One year experience. East, Ab-
nerdeen, Md. Phone 410-976-9760.

Production—Programing, Others

Weatherman—Meteorologist, member Ameri-
can Meteoriological Society. Located in
radio-television. References furnished. Box G-
7, BROADCASTING.

Program director seeks immediate change.
15 years dj, newscaster-writer, programer.
Experience covers 59 kilowatt operation,
newscaster, tv writer, Delaware, easter-
ern Penna. Box G-34, BROADCASTING.

News: Quarter of century experience. News
director and program director for eight
years. Extensive experience with interviews
and public relations. No back debts. Seek
advancement. Box G-174, BROADCASTING.

Newman, college grad, experienced in
radio, writing and wiring. Hard work-
ing, want challenging assignment at news
concerned station. Announcing school train-
ing. First phone. Box G-208, BROADCAST-
ING.

HARK!!! Fair-haired, mild-mannered pro-
duction genius, full of capability as "wake-
up" announcer in Florida "Gold Coast" and
Philadelphian. Will relocate. Continued
employment to feed three future
Mrs America's and wife. Lay-off makes 32
years in the business. Graduating
student seeks position as Program director. Produc-
tion man. Experience too. Available now. Tape, references,
etc. Box G-208, BROADCASTING.

Major market—market personality (21:
18 years experience Radio-TV, former program
director-Production chief seeks position
with stable good popular music
station, or combination radio-TV operation.
Box G-208, BROADCASTING.

Experienced newsmen—12 years background
in radio. Former CBS area correspondent.
Box G-274, BROADCASTING.

Top 59 markets! 211 newsmen in medium
cities, market position to move up. Five
years experience, family, college graduate. Ask
me about it. Box G-275, BROADCASTING.

Major market Top 40 personality with pd
experience, production, first phone, family,
want program director position near Great
Lakes, will consider all. Box G-309, BROADCAST-
ING.

Experienced PRD with broadcasting back-
ground. Please consider me as Program
director in connection with radio-TV
organization. Box G-309, BROADCASTING.

Experienced director—announcer seeks position
as staff announcer in radio-TV outlet.
College graduate. Prefer northern family.
Box G-310, BROADCASTING.

Attention Florida Broadcasters!!! Combin-
tion sales, newsmen moving to Florida Au-
 gust 8. Would like to join your organiza-
tion. Box G-314, BROADCASTING.

Production—Programing, Others

Continued

Newman, 6 years experience, gathers,
writes, edits, reads, positions. Excellent
permanent position northeast or mid-
Atlantic. Box G-315, BROADCASTING.

Male copywriter. A decade of dynamic
experience. Producer radio and TV. Box G-
320, BROADCASTING.

Sports announcer—newsmen, looking for
lively sports situation . . . excellent refer-
ences . . . proven salesman . . . first phone.
Box G-326, BROADCASTING.

Secretary—Attractive, experienced college
student excellent on the phone and
employ-
er (N. Y. C.). Box G-331, BROADCAST-
ING.

Experienced young married man available
immediately for top notch station. Very
strong play-by-play. Have experience in
radio, football, basketball. Prefer MLSE
and college basketball and hockey. Present-
ly employed at a 5 kw network station.
Best references available, have interest for
TV work. Seeking a step up and ladder. Can
double as news and/or weatherman. Box
G-334, BROADCASTING.

TELEVISION—Help Wanted

Announcers

Sportscaster/director. Nine years play-by-
play television, football, baseball. Strong
on news, interviews. College graduate. Box G-329, BROADCAST-
ING.

One newsmen and 1 announcer wanted
for northeast TV. Please send tape and
recent photo to: Box G-209, BROADCAST-
ING. All replies confidential.

Technical

Immediate opening for settled, top quality
newsman or director in studio, or in
UHF island area. In one of south's fast-
growing markets. Box G-276, BROAD-
CASTING.

Stabilized western AM and TV broadcast-
er needs competent maintenance technician.
Equipment includes television, high exc-
nence microwave facilities. Opportunity for ad-
vancement to Chief Engineer if a good
administration. Send me your cur-
rent requirements to Box G-288, BROAD-
CASTING.

Wanted: Operator/engineer, first phone
maximum power VHF. Excellent opportuni-
ity—fast growing station. Send resume to
Robert Kingsman, W665TV, Bowling-Green
State University, Bowling Green, Ohio.

Studio and transmitter/engineer, experi-
enced in IAT radio telephony high ex-
nence opportunity and working conditions
fast growing station. Send resume to Rob-
ert Kinster, W665TV, Bowling-Green
State University, Bowling Green, Ohio.

Production—Programing, Others

TV commercial continuity writer in top
hundred station located in midwest. Include
full details with original application. Box F-191, BROADCAST-
ING.

Announcer-assistant director. On-camera
experience. Skilled in direction, design and
production. Excellent opportunity and work-
ing conditions at a new station. Send resume to
Robert Kinsman, W665TV, Bowling-Green
State University, Bowling Green, Ohio.
WANTED TO BUY—Equipment

We are a clearing house for all used broadcast equipment. Write us your needs. List your equipment wants. RCA Broadcast Equipment and Supply Co., Box 3141, Bristol, Tennessee.

FOR SALE—Equipment

Television/radio transmitters, monitors, tubes, microphone, camera, audio. Electro- find, 401 N. Highland Ave., N.Y.C.

Parabolic antennas, six foot dia., new, solid surface with hardware, dipole, etc. $100.00 each. S-W Electronic Cable Company, Willow & Twenty-Fourth Streets, Oakland California.


Dark UFH—Over $400,000 worth of equipment, mostly in flawless condition. Inspection and listing available. Want package, free. Box G-519, BROADCASTING.

For sale: 3 Gates 601 cartridge projectors, and one Gates origami projector just taken off a station in good condition. Less than one year old. Complete Motor, camera, one station and one mobile unit. Total $1535.50. In fair condition. Contact KBEK, Waxahachie, Texas.

FOR SALE—$1500, Rok-O-Kut challenger disc cutter model 2000, RCA KS-4 TV Boom 125, 5-Gates CB-11 TT w/arms $80 ea. All equipment operating order. Box G-319, BROADCASTING.


Complete FM station equipment 1 kw West min Electric. Includes 4 bay Andrews, console, modulation frequency monitors. 1st $4000 check, WLOV, 111 Lily Lane, Cranston, R.I.


Complete UHF TV station transmitter equipment, includes 1 kw G. E. transmitter, T-1890 control console, and antenna with gain of 25. Now on channel 22. Write P. O. Box 466, Yakima, Washington.


MISCELLANEOUS

30,000 Professional Comedy Lines! Topical laugh service featuring deelay comment introductions. Free catalog. Urban Comedy Books. Atlantic Beach, N. Y.

Help need? 1000 Super dooper hooper acoustic cone speakers. $4000.00 or best offer. Very rare. Free sample, Lynn Publications, 2211, Steiner St., San Francisco.

Free! Top star interviews! Record from your telephone! Write for number. Box 8068, Hollywood 27, California.

MICHELANGELO

Jockey Jokers!—A collection of six gag- flies now in one edition. Contains over 500 One Liners, Gags, sound effect bits, sta- dard jokes, etc. $4.95. Bill Braxton, 1322- 02, Biz Comedy Service—Dept. J, 65 Park- way Court, Hollywood 1, California.

Radio stations! Your idle time can turn to profit time, a guaranteed money-maker offer. Write reliable organization to selected stations. For details to Box F-330, BROADCASTING.


Top jobs! Moving up? Boost ratings with 100 all different professional taped one liner. $100 for 1000. Cash or C.O.D. only. Box G-297, BROADCASTING.

INSTRUCTIONS

FCC first license preparation by correspondence or in resident classes. Courses are available in Los Angeles, Seattle, Kansas City and Wash- ington, D.C.Write for free Writ- Dept. 4-K, Grantham Schools, 1505 N. West- ern Ave., Hollywood, Calif. 90027.

Be prepared. First class FCC license in six weeks. Top quality, professional labora- tory training. Elkins Radio License School of 1130 Spring St., N.W., Atlanta, Georgia.


Elkins Radio License School of Chicago—Six weeks quality instruction in labora- tory methods and theory leading to the FCC First Class License. 730 Jackson Blvd., Chicago 4, Illinois.

Announcing, programming, console operation Twelve weeks intensive, practical training. Students placed in best available. G. I. approved. Elkins School of Broadcasting, 2603 Inwood Road, Dallas 35, Texas.


Since 1946. Original course for FCC first phone operator license in six weeks. Over 420 hours instruction and over 200 hours of use. OX-2,3153.
INSTRUCTIONS—(Conf'd)

Help Wanted—Sales

Television Broadcast

Field Sales Engineers

Gencom Division, Whittaker Corporation is planning an extensive expansion program and has several openings for broadcast field sales engineers who are capable of preparing detailed proposals for TV studio equipment. The positions provide the opportunity for extensive travel.

The men we seek must have an EE Degree or equivalent, experience in TV station operation and a proven sales record. Send resume stating salary requirements to:

National Sales Manager
Gencom Division,
Whittaker Corporation
12838 Saticoy St.
North Hollywood, California

Help Wanted—Announcers

STEP UP...
To a new opportunity in Major Market.

HELP WANTED—Announcers

Help Wanted—Programing, Others

TOP NEWSMEN

For adult programmed 24 hour news and music operation in one of country's top ten markets. We're looking for the exceptional man to join our staff who combines ability to prepare and deliver on the air news with the desire of teamwork with other members of our staff. No reader's or DJ's need apply. This is a top job with top pay for a top man to join one of today's great Broadcasting organizations. Send tape and complete resume to:

Box G-243, BROADCASTING

Situations Wanted—Announcers

AVAILABLE
TOP FORMAT DJ
WITH:
FIRST PHONE
EXCHANGE EXPERIENCE, RATINGS,
REFERENCES FOR TOP DOLLAR IN
METRO MARKET.

Box G-290, BROADCASTING

Production—Programing, Others

EDUCATOR WANTING TO RETURN TO RADIO OR TELEVISION
M. S. Degree and five years experience in news and sports announcer in radio and TV.

Box G-278, BROADCASTING

PROGRAM DIRECTOR
WPTR 50,000 watt
Albany-Schenectady-Troy
Needed immediately current P. D. leaving for larger market. WPTR: First station in correctly expanding chain... #1 rated, past 2 years... Excellent town, facilities, working conditions... Good pay plus incentive, bonuses and benefits. P. D. must take charge of department, program shift and handle executive P. R. tasks. Call: General Manager, Perry S. Samuels, 518-UN 9-9271.

TELEVISION—Situations Wanted

TO TELEVISION STATION OWNERS
TELEVISION STATION MANAGERS
FROM TELEVISION PROGRAMMAN

Educational, experienced Administration assistant available now. Thirteen years of TV Operational Experience in: Creative production, Chargeout of Personnel, Station Buying and Scheduling. Imaginative production concepts. For references & resume, Write

Box G-277, BROADCASTING

BROADCASTING, July 27, 1964
EMPLOYMENT SERVICE

* THE ONE SERVICE DEVOTED SOLELY TO
BROADCASTERS * JOB HUNTERS AND THOSE
PRESENTLY WORKING BUT READY TO MOVE
* MANAGERS TO TRAFFIC GIRLS * THE INDUS-
TRY'S BEST ARE IN OUR FILES
* BROADCAST PERSONNEL AGENCY
BROADCASTING, INC.

OPPORTUNITIES
ALL BROADCAST PERSONNEL PLACED
AND SEALED BIDS KEPT.
WRITE FOR APPLICATION NOW
BROADCAST
EMPLOYMENT SERVICE
4223 10th Ave. So.
Minneapolis, Minn. 55417

MISCELLANEOUS

COVERAGE MAPS
Custom service for Coverage Maps. Sales
Brochures, station cards, Personality Sheets, Market
Information, Complete Station Brochures. Arm your local and national reps. with the story of your station told by your best collateral sales material. All work prepared under the supervision of major-market radio executives and sales people.

STAN NOYES/SALESAIDS
416 Spruce Drive—Naperville, Illinois

WANTED TO BUY—Stations

Continued

IF PROFIT IS A PROBLEM
Responsible party wishes to purchase
AM Radio Station population area 40,-
000 to 200,000. All replies confidential.
Box G-300, BROADCASTING

FOR SALE—Stations

FOR SALE:
A completed application for a CP in fast-grow-
ing Northwest Arkansas city. FCC "frees" license. Applications ready for filing with no monitoring needed. Will sell at $1,600.
Write: Box G-284, BROADCASTING

NORTHEAST, SMALL MARKET, daytimer, with profitable earnings record. Ideal for husband-wife combination or operators. $26,000 down, and 10-year terms on the balance, easily handled out of in-
come. Write:
Box G-305, BROADCASTING

PACIFIC NORTHWEST REGIONAL
Fulltime station on good frequency with annual average gross of over $100,000 for past two years. Needs studio, sales, and personality. Sells $25 a week. Will accept any offer.
Write: Box G-201, BROADCASTING

WANTED TO BUY—Stations

Continued from page 81

Dean Ford and J. T. Winchester, Charles H. Chamberlain and Brown Publishing Co. for new FM in London and Urbana, all Ohio, in Dec. 1927 et al., granted joint motion by Ford and Chamberlain and Brown Publishing for continuance of certain pro-

By Office of Opinions and Review
In proceeding on applications of Harry Walterstein, received Sept. 26, 1965, of America Inc., et al., for renewal of license, assignment of license and transfer of control of K61TV Las Vegas, Nev., granted petition by Broadcast Bureau to extend time from July 10 to reply to Walterstein's petition for immediate favorable action on applications for renewal of license and transfer of control, and to Aug. 31 for applicants to reply to bureau's pleading. Action July 15.

BROADCAST ACTIONS

by Broadcast Bureau
Actions of July 21

WHP-TV Harrisburg, Pa.—Amended li-
cense of WHP-TV to specify operation on channel 21 in lieu of channel 55, in ac-
cordance with report and order of Feb. 9, 1961 in Doc. 13010. Effective rate of 200
kw aur: specifies main tran. and ant.
WQER-AM Duluth, Minn.—Granted mod.
CP to decrease ant. height to 880 feet; aur. ERP 15 kw.
WLRJ-FM Morgantown, W. Va.— Granted mod. of CP to change ant. type, 15 kw; and install dual antenna system. Effective rate of 75 kw.; ant. height 260 feet; conditions.

Granted licenses for following UHF-TV translators: KQVA, Connecticut Television Inc., Waterbury, Conn.; KBFQ, Seaside Video Club, Seaside, Gearhart and Warren-
ton, all Oregon.

Following were granted extensions of completion dates as follows: WQRX-TV Bal-

Actions of July 29

KIRO Inc., Everett, Wash.—Granted CP for new UHF-TV translator, on channel 72, to re broadband programs of KIRO-TV (ch. 7), Seattle.

Granted licenses for following UHF-TV translators: KIOAE, Spartan Broadcasting Co., Mountain City and Clayton, GA.; WQAL, SouthEastern Corp., Middlebrough, Ky.; KORCJ, Meredith WOW Inc., Clarinda, Iowa; KONDN, Wauneta Junior Chamber of Commerce, Wauneta, Neb.; KHCY, May Broadcasting Co., Clarin-
da, Iowa; KOBC, KOBC, Moffat County, Blue River Valley and Gore Pass, Marshall; and rural area of all Colorado, and Savery and Bagg, Wyo.

WSBY Sevierville, Tenn.—Rescinded ac-
tion of July 15 while waiting for renewal of license.

Actions of July 17

WMCA New York—Remote control per-
mits (alternate main tran.).

National Broadcasting Inc., Chicago —
Granted license to add one tran. for low-
power auxiliary: conditions.

WIFE-AM-FM Indianapolis—Rescinded ac-
tions of July 15 while waiting for renewal of license.

WUSL, Mocksville, N. C.—Granted ex-
ception of completion date to Oct. 1.

WBNN Big Rapids—Granted mod. of CP
for increase in power: conditions.

KFAY-FM Fayetteville, Ark.—Granted mod.
of CP to change ant. type.

KHOB Hobbs, N. M.—Granted CP to change ant.-trans. and studio location, and make changes in ant. and trans.

WMVQ Milledgeville, Ga.—Granted CP to change ant.-trans. and studio location.

WBNS (FM) Detroit—Granted CP to

STATIONS FOR SALE

1. ROCKY MOUNTAIN. High power full-
time, $175,000, 29% down.

2. SOUTHWEST. Major market. Daytime.
$20,000 down.

3. PACIFIC NORTHWEST. High power day-
time, $25,000 down.

4. SOUTHEAST. Exclusive. $30,000 down.

JACK L. STOLL & ASSOCIATES
6381 Hollywood Blvd.
Los Angeles 28, California

WILL PURCHASE RADIO MORTGAGES
Send full information to:
Box G-302, BROADCASTING

CASH
for dog operations, Phoenix, Arizona area.
Not concerned with your programming, cus-
tomers, accounts receivable or staff. Con-
tact Sam, P. O. Box 20,000, El Paso, Texas.
Not broker (confidential).

FOR SALE—Stations

To buy or sell Radio and/or TV proper-
ties contact:

PATT MCDONALD CO.
P. O. BOX 9266 - GL 3-8080
AUSTIN 56, TEXAS

On the air 7 days a week.

Broadcasting, July 27, 1964

87
SUMMARY OF COMMERCIAL BROADCASTING

Compiled by BROADCASTING, July 22

<table>
<thead>
<tr>
<th>Lic.</th>
<th>AM</th>
<th>FM</th>
<th>TV</th>
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<td>95</td>
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TOTAL APPLICATIONS

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<th>TV</th>
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<td>1,136</td>
<td>520</td>
</tr>
<tr>
<td>CP’s for new stations</td>
<td>1,136</td>
<td>520</td>
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<tr>
<td>CP’s for new stations</td>
<td>520</td>
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AUTHORIZED TELEVISION STATIONS

Compiled by BROADCASTING, July 22

<table>
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<tr>
<th>VHF</th>
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<td>Commercial</td>
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<tr>
<td>Noncommercial</td>
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<td>107</td>
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COMMERCIAL STATION BOXSCORE

Compiled by FCC, May 31

<table>
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<th>AM</th>
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<td>520</td>
</tr>
<tr>
<td>223</td>
<td>60</td>
<td>95</td>
</tr>
</tbody>
</table>

*Does not include seven licensed stations off air.
*Includes three noncommercial stations operating on commercial channels.

Action of July 16

Spartan Radiocasting Co., North Hill, N. C.—Increased CP to move vertical polarization ant.; ERP 5.6 kW; remote control permitted.

WWCO-FM Waterbury, Conn.—Reconsidered CP to install vertical polarization ant.; ERP 5 kW; remote control permitted.

WARC-FM Meadville, Pa.—Granted CP to change frequency from channel 201 (88.1 mc) to channel 212 (90.3 mc), continued operation with ERP 33 watts and ant. height 79 feet.

*WHTC-FM Hartford, Conn.—Granted CP to install new transmitter line.

WBWR(FM) Wilmington, Del.—Granted CP to increase ant. height to 700 feet, install new transmitter, new horizontal and vertical polarization; ERP 19 kW; condition.

KUOW-FM Seat, Calif.—Granted CP to change ant.-translocation, increase ERP to 46 kW; ant. height to 700 feet, install new ant. and change transmission.

KSL-FM Salt Lake City—Granted CP to increase ant.-transl ocation, increase new ant., add CP to new ant. and move ant.-transl ocation.

KCHQ(AM) Coachee, Calif.—Granted CP to install new ant., move changes in ant. system with ERP 25 kW; conditions.

KBNQ(AM) Houston—Granted CP to install new ant., new ant. with ERP 18 kW.

WWPA-FM Potsdam, Pa.—Granted CP to install alternate main transmitters: channel 270 (105.5 mc) with ERP 2.8 kW at 525 feet ant.-transl ocation.

WMIT(AM) Black Mountain, N. C.—Granted CP to move ant.-transl ocation, install new trans., add ant. height to 3,400 feet, install horizontal polarized ant. and increase ERP to 38 kW.

K8XX(TV) ch. 11 New York—Granted CP to change ant. and make changes in ant. system.

WAG-AM Lumberton, N. C.—Granted CP to change ant. and make changes in ant. system.

WDIM-FM Lancaster, N. C.—Granted CP to change ant. system.

KOCY-FM Oklahoma City—Granted CP to change ant. and make changes in ant. and condition.

WSFC-FM Somerset, Ky.—Granted CP to change ant. and make changes in ant. and condition.

Great renewal of applications for: KAMD, Camden, Ark.; KGKO, Benton, Ark.; KGRT, Hot Springs, Ark.; WBXJ Jacksonvile Beach, Fla.; WCCL Cleveland, Miss.; WCLS Columbus, Ga.; WFLS (FM) Atlanta; WLOE-FM Leesburg, N.J.; WPMT Tupacosa, Ala.; WOBS Jacksonville, Fla.; WALS Alviln, Ga.; WAWX Waycross, Ga.; WDAK Mccall, Ga.; WMOG Bruns- wick, Ga.; and WDAK Columbus, Ga.

Rescinded grant of following applications for renewal of licenses: WBVL, Barbourville, Ky.; WBFS, Scottsville, Ky., and WRAY, Princeton, Ky.

Action of July 15

KGEZ Bakersfield, Calif.—Granted change in remote control authority.

WSBA-FM York, Pa.—Granted CP in remote control authority.

College Radio, Amherst, Mass., and Pioneer Valley Broadcasting Co., Northampton, Mass.—Designated for consolidated hearing applications for new FMs on channel 250 (95.1 mc) with 3 kW—College Radio with ant. height of minus 100 feet and Pioneer Valley Broadcasting Co. with ant. height of 100 feet.

KXIC Iowa City—Granted CP to make changes in directional ant. pattern.

KVG6 Great Bend, Kan.—Granted CP to make changes in nighttime directional ant. pattern.

KSLF(TV) Colorado Springs—Granted license for.

WDHA-FM Dover, N. J.—Granted mod. of CP to change ant. height, decrease ERP to 870 W, and increase ant. height to 225 feet (auxiliary trans.).

*WLU(FM) Canton, N. Y.—Granted mod. of CP to increase ERP to 84 kW and ant. height to 145 feet, and move ant.-transl ocation.


Circle L Inc., Carson City, Nev.—Granted CP to new VHF TV translator, on channel 8, to rebroadcast programs of KCRL (ch. 4) Reno.

Lobo Valley TV Association, Lobo Valley, N. M.—Granted CP for translator, on channel 13, to rebroadcast programs of KDQ (ch. 14) Albuquerque, N. M.

Donley County Translator System, Clarendon, Tex.—Granted CP for new UHF TV translator, on channel 19, to rebroadcast programs of KFDV-TV (ch. 10) Amarillo, Tex.

Presidio TV Co., Presidio, Tex.—Granted CP for new VHF TV translator, on channel 8, to rebroadcast programs of NMSA-TV (ch. 7) Odessa, Tex.

City of Douglas Translator Committee, Douglas, Ariz.—Granted CPs for new VHF TV translator, on channels 2 and 6, to rebroadcast programs of KOLD-KWTV (ch. 9) and KVOA-TV (ch. 4) Tucson, Ariz.

Rulemakings

PETITIONS FOR RULEMAKING FILED

South Central Educational Council, Har- risburg, Pa.—Requests rulemaking to delete reservation on channel 65 and channel 33 educational in Harrisburg. Received June 25.

WENY Inc., Elmira, N. Y.—Requests institution of rulemaking on rule to allocate channel 224A to Elmira. Received July 8.

PETITION FOR RULEMAKING

Lake Superior Broadcasting Co., Marquette, Mich.—Requests rulemaking proceeding to shift channel 3 from Escanaba, Mich., to Marquette and relocate channel 13 from Marquette to Escanaba. Received June 8 and withdrawn July 10.

BROADCASTING, July 27, 1964
"Enter a contest and win a career in advertising!"

That somewhat stereotyped slogan succinctly summarized the way that David Franklin Bascom, today president of the San Francisco-based advertising agency, Guild, Bascom & Bonfigli, got his start.

It happened not quite 30 years ago. Dave Bascom had come to San Francisco with a burning desire to get into advertising and had been impressed with the free-swinging methods employed by a local candy company whose product rejoiced in the name "Awful Fresh MacFarlane." So he pondered them incessantly for a job. Finally he was given a chance to show what he could do in a competition for a new package.

"The winner was to get $25, the losers, nothing," he recalls. "They could get away with things like that in those days of depression. I was glad just to get a chance to enter. I'd been studying advertising art and I knew enough to realize I couldn't compete with professional designers in creating a beautiful package. So I took an off-beat approach and began folding and cutting paper until I had a pattern for a house-shaped box. I covered the outside with funny slogans on the theory that I'd make up in quantity for what was lacking in quality."

A Big Winner • He won the contest, collected the $25 and then got what he really wanted, a job with the company. It was a sort of do-what-nobody-else-wants-to-do job that included window trimming and truck driving as well as package designing, but Dave Bascom tackled it energetically and within a year he became advertising manager.

He held that position for something like six years before moving into the advertising agency field as copy chief of Garfield & Guild Advertising. Here he worked with Walter Guild, agency partner, and Dan Bonfigli, art director. On March 1, 1949, this trio left G&G to form their own agency.

In its first year, G&B billed $200,000. By 1953, the fifth year, billings had grown to $3,123,000, and 10 years later, in 1963, the total was over $18 million. Meanwhile, the staff had grown to 145 and the agency had offices in New York, Los Angeles and Seattle in addition to its San Francisco headquarters. Mr. Bascom has been creative head of the agency since its formation and its president for the past year.

Advertising historians will have to decide whether the creation of "The Candy Shanty" marked the start of the old school of advertising for which San Francisco has become noted. Whatever their decision, there is no disputing that through the intervening years Dave Bascom has been a notable creator of the kind of advertising that amuses its chance of an imperfect peanut getting into the mix.

As creative head of the agency, Mr. Bascom is involved with all campaigns for Skippy and Ralston; he writes much of the copy.

"Humor, properly used, can be an extremely effective advertising tool," Mr. Bascom explained, "and that Skippy spot is a good example. Here is a real scientific improvement in the manufacturing process, one that makes a good product even better. Here's a fact to be told and the problem was to tell it without using the words 'new' and 'improved' superimposed on the picture."

But humor is a useful advertising technique only insofar as it helps to put over a serious sales message, Mr. Bascom believes. "The point is to tell the public something about a product that will make them want to buy it or about a service that will make them want to try it. We don't spend our clients' money just to pass along a new joke. GB&B has a reputation for being different, but when we are it's a difference with a purpose."

Skippy's long experience with program sponsorship—The Skippy Hollywood Theater, for more than a decade on radio and You Asked for It, for seven years on television—has left Mr. Bascom with a firm conviction that a program of its own is worth a dozen spots or participations for any company.

One particular advantage of single-sponsorship of a program, he avers, is that it enables the sponsor to insure that his commercial will be presented in the proper setting. "Many commercials seem silly or offensive just because their mood clashes with the mood of the program. The viewer who has just witnessed a scene of tense drama resents having that mood broken by a frivolous commercial, but he would have enjoyed that same spot if it had been used in a comedy. When an advertiser is the only sponsor, he can control these things; when he buys a spot he takes his chances."

Fishing—fly fishing—is Dave Bascom's favorite sport and he spends as much time as he can in an old cabin on a stream in Montana about 12 miles west of Yellowstone Park, where "I write copy between rises." Other hobbies are painting, drawing, photography, collecting old books, "fiddling around with the piano and guitar, which I can't play, but I have a lot of fun," and poker, which he plays better, "all my associates wryly agree. He also has a patent for a "golfing clubbed" that lets a golfer drive and then reel in his ball. Conceived as a gag birthday gift for Walter Guild, golfer turned fisherman, the device is now being produced commercially and several thousand have been sold.
Good-bye, Mr. Chips

We hadn't planned to comment further on the departure of LeRoy Collins from the presidency of the National Association of Broadcasters. But events since our observations here three weeks ago warrant clarification.

Mr. Collins is now enunciated as director of Community Relations Services under the Civil Rights Law after three and-one-half years at the NAB that were, to say the least, turbulent.

Many NAB members have criticized the generous settlement made with Mr. Collins by the executive committee with the concurrence of a majority of the 44-member board. Mr. Collins had proposed to resign, and the association therefore was under no obligation to pay any severance.

Legally that was so. But, as a practical matter, the severance was prudent, even though generous. Mr. Collins's government pay is about $22,500—or less than one-third of his $75,000 NAB salary, excluding the $25,000 expense account. The settlement was for $60,000 cash, plus an $8,000 Cadillac, plus a color-TV set, plus an AM-FM combination, plus a $550 oil painting, plus a set of reference books.

Now if the board hadn't made a satisfactory settlement, Mr. Collins might not have answered President Johnson's call. So Mr. Collins might have stayed on and at the end of the year the board would have had to terminate his contract or extend it. The odds were heavily in favor of termination. Mr. Collins would have received automatically one year's severance pay ($75,000) and probably would have gotten those "incidentals" anyway. But there would have been a fight that would have hurt the broadcasters' image.

The NAB, under the executive committee's policy direction, and with Vince Wasilewski as acting chief executive officer, is in good interim hands. There's ample time for members to decide what kind of president they want and whether there should be a change in structure.

A chance for real growth

The amount of revenue and profit generated by the television system in this country continues to increase at a rate that suggests an opportunity for the development of new stations and, hence, new conditions of competition. As reported last week by the FCC, total revenues and profits of networks and stations in 1963 were agreeably larger than those of 1962. The details are presented elsewhere in this issue. In them can be found the promise of economic support for a system comprising more units than the three networks and 565 stations now in business. Increased competition will eliminate the rationale for federal regulation that now is moving toward the public-utility concept of control.

Up to now, of course, the deterrent to expansion has been the inequality of competition between UHF and VHF stations and the unavailability of more V assignments in desirable markets. Now that the law requires all sets to be equipped for U as well as V reception, the physical differences between V and U will gradually diminish. Clearly the advertising potential for a larger system already exists.
with long-life, integral-cavity klystrons...has lowest operating cost of any 30-kw UHF transmitter!

Here's a brand-new 30-kw transmitter in a compact size, combining top performance with lowest operating cost. It features eye-level, easy-to-read meters, new space-age electronics, new vapor-cooled klystrons. Designed for remote control...Direct FM aural modulation for finest sound...to 1,000,000 watts ERP.

NEW TYPE KLYSTRONS—These klystrons are Integral-Cavity type, which permit low-cost factory pre-tuning. They are long-life klystrons, warranted for 8000 hours aural, 4000 visual.

NEW VAPOR COOLING—Vapor cooling of klystrons permits smaller, more economical heat transfer equipment. Vapor cooling assures highest cooling efficiency, reducing operating costs.

UNIQUE KLYSTRON CHANGE SYSTEM — The TTU-30A transmitter can be installed in a room with ordinary 8 ft. ceiling. Either klystron—aural or visual—can be changed in approximately 5 minutes...from power "off" to power "on."

PLUG-IN SILICON RECTIFIERS—These plug-in modules improve power supply efficiency—reducing the cost of primary power and raising reliability. Modules are designed for quick replacement (although normally this is not necessary).

SPACE-SAVING DESIGN—Requires less floor space than the 25-kw system it replaces. Walk-in cabinet design and the use of vapor-cooling are among reasons for its unusual compactness.

NEW 10-KW AND 2-KW—Also in this new line are a completely air-cooled 10-kw, and a 2-kw that easily can be expanded to a 10-kw.
Are you sure your stereo signal meets F.C.C. requirements?

Collins 900C is the final authority!
Collins' new 900C-1 accurately monitors and measures FM emissions to tell you whether you are meeting F.C.C. requirements.

The 900C-1 determines precisely the critical parameters specified by the F.C.C. for high quality stereo broadcasting. It's the only monitor available that will do it.

Collins supplied this precision instrument before the F.C.C. stereo monitor Type-Approval rules were proposed and Collins guarantees that the 900C-1 will be Type-Approved for stereo. (It's already Type-Approved for monophonic-main channel.) Existing monitors will be modified if necessary.

Deliveries are not yet current with demand, but don't wait to place your order at the present price, $2300. Call or write today for information.