AMST seeks stiffest regulation yet for CATV. p23
BBDO and SSC&B to try new compensation plan. p28
Nielsen reports 5.2% penetration of color-TV sets. p46
Networks start to juggle programs for '65-'66. p64

Radio spreads the word fastest
A tense battle in Vietnam! Millions know about it first from Radio. Nothing matches Radio's speed as a news medium—or as a sales medium. That's one reason why leading national advertisers use Spot Radio to boost sales selectively in markets throughout the country.
WHAT’S IN THE MIDDLE MAKES THE BIG DIFFERENCE

... and, IN PENNSYLVANIA, it’s

**WJAC-TV**

Television signals can't climb mountains. TV viewers can't see through mountains. That's exactly why—to reach Pennsylvania's big million dollar Market in the Middle... America's 43rd ranked market... you need WJAC-TV.

From high atop the Alleghenies, WJAC-TV delivers the peak of the market in Johnstown-Altoona with 415,100 TV homes.

CALL HARRINGTON, RIGHTER & PARSONS, Inc. FOR A SPECIAL PRESENTATION OF OUR NEW HARD CORE STUDY.
that's "GIDGET," the sparkling movie about a popular perky teen-ager that charmed millions of movie goers. "GIDGET," starring Sandra Dee, James Darren and Cliff Robertson, in color, is just one of the 60 outstanding movies in the newly released Columbia POST-50 Group II features currently playing on more than 70 stations.
Frequently manufacturers' sales figures show only cities where shipments are received by wholesalers and distributors. They do not show where these shipments are actually sold by retailers over a wide area. Ask your sales staff for the full picture of your retail sales in the Lancaster-Harrisburg-York area where WGAL-TV/Channel 8 offers total-market coverage to do your selling.

**WGAL-TV**

Channel 8
Lancaster, Pa.

Representative: The MEEKER Company, Inc.
New York • Chicago • Los Angeles • San Francisco

Steinman Television Stations • Clair McCollough, Pres.
WGAL-TV Lancaster, Pa. • KOAT-TV Albuquerque, N. M. • KVOA-TV Tucson, Ariz.
**Top 50 reconsideration**

Although FCC voted 5-1 (Hyde dissenting) last December to impose what amounts to freeze on TV station sales in top 50 markets (BROADCASTING, Dec. 21, 28, 1964) there's good prospect it may reverse itself by superseding that action with formal rulemaking proceedings. Besides complaints from group owners about unfairness of ruling, commissioners have heard from members of Congress in opposition to what's regarded as "high handed" action.

**AMST defections?**

Policy statement adopted by board of Association of Maximum Service Telecasters last week at New Orleans brought prompt threats of resignations from several stations group owners already deeply entrenched in CATV operations. But as of last Friday no formal resignations had developed, with entry seemingly awaiting careful study of 17-page statement which was mailed over last weekend to AMST member stations (see page 23).

Being considered as alternative was separate filing with FCC, setting forth opposition of member stations to policy adopted by AMST board. Board concluded that unreasoned expansion of CATV's could lead to destruction of TV allocations and elimination of local services. Opponents feel policy determination should not have been made by 21-man board but should have been submitted to full membership.

**Student of the law**

FCC Commissioner Lee Loewinger who, with communications attorney Marcus Cohn, has stirred considerable debate over commission constitutional authority to inquire into religious programming (BROADCASTING, Feb. 1), is branching out. He has begun what promises to be extensive research into question of commission's authority over programming in general in attempt to bring whole subject into focus. His conclusions will be expressed either in speech or in published article in late spring or summer.

**That FCC job**

If decision has been reached on appointment of Fred Ford's successor on FCC, President Johnson is keeping it close to his vest. Half-dozen names still were being bandied about in Washington last week but with no indication that selection of Republican (or independent) successor to Fred Ford, now president of National Community Television Association, had been made by chief executive.

For what they're worth, these names, with varying degrees of support, were heard: Dean Charles H. King, of Detroit School of Law, who served interim FCC appointment, July 1960-March 1961; Ruth Jones, radio-TV executive of J. Walter Thompson Co., New York; John S. Patterson, member of Federal Maritime Commission since 1961 and active in federal government for decade; Curtis B. Plummer, executive director of FCC; Evelyn Epplcy, FCC staff lawyer (Rules and Standards) supported by Senator Hugh Scott (R-Pa.); and Mary Jane Morris of Michigan, former FCC secretary, who has GOP state support if President decides on woman; otherwise Michigan support is for Dean King.

**Picking winners**

One of newest and most secret projects at FCC is staff-level review of comparative criteria that commission relies on in deciding winners in contests for AM, FM and TV grants. Adequacy and appropriateness of criteria—such as experience, local ownership, program proposals—has been questioned within commission. Ad hoc eight-member staff committee is developing recommendations on whether and how criteria should be modified. Committee, set up in December, has had one meeting. Meanwhile, staffers are reading material already written on subject.

Committee members are Henry Geller, general counsel; James Sheridan, Broadcast Bureau chief; James D. Cunningham, chief hearing examiner; Daniel OHlhaum, deputy general counsel; Daniel J. Berkenmeyer, chairman, and Sylvia D. Kessler, member of Review Board; James Juntilla, Broadcast Bureau deputy chief, and Leonidas P. B. Emerson, chief, Opinions and Review.

**Note of harmony**

Television and radio stations and networks, engaged in assorted litigations for new contracts with American Society of Composers, Authors and Publishers, apparently are to be spared need for simultaneous negotiations with ASCAP's biggest competitor, Broadcast Music Inc. Their BMI contracts expire in March, but round of discussions with BMI has led to general agreement to extend current licenses indefinitely, subject to 90-day cancellation by either signor.

It will be up to each station to decide whether to accept extension or not, but acceptance is being recommended by respective all-industry station music negotiation committees, headed by Charles Tower of Cornithian Broadcasting in case of TV and Robert T. Mason of WMRN Marion, Ohio, in case of radio. This would be second contract extension, 12-month carryover having been worked out year ago. Presumably after ASCAP rates are set—or earlier, at either side's option—cancellation notices will be given and negotiations for new BMI contracts will be launched.

**DB's under study**

As part of its interest in network television practices, FCC has team of research professionals checking into patterns of delayed broadcasts. Information will also be used in commission consideration of CATV problems, and may have important bearing on protection against duplication which commission may impose on CATV's. Study has just gotten underway, so no inferences can yet be drawn.

**Sports lineup**

PGA golf is giving CBS-TV and NBC-TV some clearance problems. As many as 38 CBS and 10 NBC affiliates reportedly have indicated they plan to drop network service to carry PGA package being fed live Feb. 14 by Sports Network Inc. (5:30 p.m. EST). CBS is asking affiliates to reconsider. Shows affected are Amateur Hour, 20th Century and World War I on CBS and GE College Bowl, Meet the Press and Profiles in Courage on NBC. ABC has no network service during this period.

It isn't generally known that Sports Network Inc. gets big financial break by using regular network lines, at little or no cost to SNI, for its live feeds of sports events like PGA golf matches. As courtesy to its regular affiliates, ABC, CBS, NBC have customarily released lines to SNI upon request from stations. Regular networks pay line charges for whole broadcast day, get no reimbursement from phone company if they don't use lines for periods within that day. In some cases SNI has paid token fees to networks but nothing like price of buying its own circuits. Line use, incidentally, is said to be no factor in CBS plea to affiliates on PGA golf Feb. 14.
The ½ hour commercial returns to radio.

At one time, sponsors and radio shows identified one another. The association was so close that a half hour radio show amounted to a half hour commercial. That was good for the sponsor and good for radio. That's why the ABC Radio Network has created Theatre 5 and has made it available to most stations.

Theatre 5 is twenty-five minutes of fast-moving adult drama, five times a week. Newly produced programs of suspense, mystery, hard-hitting adventure, and science fiction. With modern themes, up-to-date twists and surprises. A program specifically designed to give radio stations a completely new format to offer important clients. A program that can be his alone. One he can merchandise with impact the other 23½ hours of the day, 52 weeks of the year.

Theatre 5 is a program to increase a station's profit. For what prestige account wouldn't pay a little more for a half hour commercial?

There's only one new radio drama like Theatre 5. And if you have it, no one else can get it.

Write or call Mr. Marvin Grieve (The ABC Radio Network, Special Program Features, 7 West 66th Street, New York, N. Y. —212 SU 7-5000). He'll give you a few other significant reasons why the ABC Network believes all radio has an exciting future. And Theatre 5 is just the beginning.
WEEK IN BRIEF

Stiffest regulation of community antenna television yet proposed has been called for by Association of Maximum Service Telecasters. Would put CATV back where it started—a service in poor or no-signal areas. See...

ELITE GANG UP ON CATV... 23

Old problem of agency compensation gets new approach from BBDO; Sullivan, Stauffer, Colwell & Bayles, and American Tobacco. Test project guarantees agencies minimum percentage of gross billing as profit. See...

NEW PAYMENT SYSTEM... 28

Government spokesmen at Washington maintain federal hand is extended to help, not hinder, advertising. There's some praise for improvements made, but also much emphasis on need for self-regulation. See...

NO BOGY MEN AT FTC... 39

Annual conference of state association presidents told that FCC's proposed radio program forms will be better than old ones. Major problem facing radio-TV is not new: freedom of expression in the broadcast media. See...

D.C. BRIEFING FOR STATE HEADS... 52

Senator Warren G. Magnuson (D-Wash.), chairman of the Senate Commerce Committee asks for bigger budget; starts speculation committee may be planning investigation of radio-TV affect on U. S. political life. See...

WHAT'S UP SENATE SLEEVE?... 53

Agency timebuyers tell McGavren-Guild Co. seminar what they like and dislike about present relationships with radio salesmen. They also list information they want and don't want about radio stations. See...

LIST OF DO'S AND DON'T'S... 30

Senate subcommittee plans to get into professional sports antitrust status in hearing later this month. CBS acquisition of New York Yankees baseball team last year expected to be high on agenda. See...

CBS, BASEBALL ON HOTSEAT... 64

A. C. Nielsen Co., in its first national figures on color TV set penetration finds 5.2% of U. S. homes equipped with both TV and telephones. Penetration ranges from 2.4% in Minneapolis to 9.4% in Los Angeles. See...

COLOR TV RECEIVERS... 46

Action not words will be credo of Vincent T. Wasilewski, new president of National Association of Broadcasters. He predicts continued growth for NAB, sees self-improvement of radio-TV as sole reason for its existence. See...

WHAT NEW PRESIDENT FACES... 48

Agency spokesmen talk about 'official proposals' and 'sheer guesswork' to describe reshuffling of next season's television programs. Previews of new nighttime programs and schedules begin early. See...

THE '65-66 JIGSAW PUZZLE... 64

DEPARTMENTS

AT DEADLINE ........................................... 9  LEAD STORY ........................................... 23
BROADCAST ADVERTISING ......................... 28  THE MEDIA ............................................... 46
BUSINESS BRIEFLY .................................... 44  MONDAY MEMO ........................................ 20
CHANGING HANDS .................................... 50  OPEN MIKE .............................................. 16
CLOSED CIRCUIT ....................................... 5  PROGRAMING .......................................... 64
DATEBOOK .................................................. 14  WEEK'S HEADLINERS ................................ 10
EDITORIAL PAGE ........................................ 102  WEEK'S PROFILE ..................................... 101
EQUIPMENT & ENGINEERING ...................... 76
FANFARE ................................................. 82
FATES & FORTUNES .................................. 83
FILM SALES ............................................. 75
FINANCIAL REPORTS ................................ 79
FOR THE RECORD ..................................... 88
INTERNATIONAL ..................................... 80

Broadcasting

Published every Monday, 53d issue
(Yearbook Number) published in January by Broadcasting Publications Inc. Second-class postage paid at Washington, D. C., and additional offices.

Subscription prices: Annual subscription for 52 weekly issues $6.50. Annual subscription including Yearbook Number $13.50. Add $2.00 per year for Canada and $4.00 for all other countries. Subscription's occupation required. Regular issues 50 cents per copy. Yearbook Number $8.00 per copy.

Subscription orders and address changes: Send to Broadcasting Circulation Dept., 1735 DeSales Street, N.W., Washington, D. C. 20036. On changes, please include both old and new addresses plus address label from front cover of magazine.
If it's newsworthy
JOSEPH McCAFFREY will comment on it

Joseph McCaffrey is one of the most widely-quoted, highly respected political reporters working the Hill. He is quoted frequently in "The Congressional Record," the official report on the proceedings of the U.S. Congress. On his 20th anniversary in broadcasting, Congressional leaders of both parties took time out to pay tribute to McCaffrey’s outstanding contribution to the news media.

A key member of our 25-man staff of news and public affairs specialists. McCaffrey helps make WMAL-Radio and WMAL-TV the news authority in the Nation’s capital.

News Authority in the Nation's Capital

WMAL radio and television

Daren F. McGavren Co. Harrington, Righter & Parsons, Inc.

Evening Star Broadcasting Company, Washington, D.C.
NAB promises study of ETV 'commercials'

Question of what to do about "creeping commercialism" of educational TV stations is being looked into by National Association of Broadcasters. Action was announced Friday (Feb. 5) at close of annual NAB state presidents conference in Washington.

Douglas A. Anello, NAB general counsel, told 100 delegates at meeting that ETV purchases of film packages and sponsor acknowledgments preceding and following programs were going to be discussed with government representatives and educators. He added that broadcasters should not move for action on state levels at this time.

Senate calls Stanton on CBS-Yankeedeal

Dr. Frank Stanton, CBS president, is being advised that Feb. 18 is tentative date for appearance before Senate Antitrust and Monopoly Subcommittee, it was learned Friday (Feb. 5). Panel is conducting hearing on sports and antitrust with eye on CBS purchase of New York Yankees (see page 68). Main thrust, however, is whether to modify antitrust laws applying to professional sports teams.

It's intended that Dr. Stanton and possibly other CBS officials will be leadoff witnesses. Feb. 24 and 25 are seen as possible dates for baseball commissioner and American League president to appear.

As of Friday, no formal request for records or indication of line of questioning had been revealed. Senator Philip A. Hart (D-Mich.), chairman, has said, however, that Yankee deal should be examined in reviewing sports antitrust questions.

More CATV activity for phone companies

Independent telephone companies—all 2,700 of them—are urged to become more active in community antenna television field by building CATV's for others and/or owning some themselves in recommendations to be made by special CATV committee of U. S. Independent Telephone Association.

Six-member panel, it was learned Friday (Feb. 5), has approved report recommending greater CATV activity by independents and will recommend USITA board adopt it as policy at meeting in Hawaii, April 1-3.

Sentiment, it's understood, is mixed. Some think telephone companies ought to limit activity to building major part of CATV's and renting facilities to CATV operator, which is what AT&T's Bell System companies are planning.

Others, however, think independents should establish separate subsidiaries to build and operate systems. Both ideas are being forwarded to board, and with them are going sufficient technical and financial material that board would be able to inform USITA membership how to go about entering CATV field—and what it would cost.

TV earnings lift Storer net profit 21% over '63

Storer Broadcasting Co. Friday (Feb. 5) reported net profit for 1964 up 21% over 1963 and record earnings and revenue.

Net profit per share, based on 2,021,837 shares outstanding, was $3.60, 29% over 1963 figure of $2.80. Gross revenues were $43,798,200; net profit, $7,283,900, compared to $40,042,775 and $6,001,192, respectively, in 1963.

Firm said achievements are basically from continued TV growth in five markets with Storer stations.

Bates acquires Madrid agency

Ted Bates, New York, has acquired Divisa Consejeros Asociados de Publicidad, Spanish advertising agency located in Madrid. It's eleven foreign acquisition Bates has made since 1959. Madrid office, with billings of approximately $750,000 will be called Divisa, Bates & Co., S. A.

$250,000 campaign for radio

The B. Mansschewitzt Co., Newark, N. J., plans extensive radio campaign budgeted at more than $250,000 for its food line (108 items) starting in New York in early April and extending into five other markets. As campaign moves into Los Angeles, Miami, Philadelphia, Chicago and Baltimore it will include new product testing. Kane & Light, New York, acquired foods line as new account early in January.

Also reported, Knickerbocker Federal Savings & Loan Association, New York, has appointed Kane & Light and plans substantial use of radio.

Henry feels religion debate is good, but...

FCC Chairman E. William Henry said Friday (Feb. 5) he welcomes debate now under way regarding commission's constitutional authority to inquire into religious programming.

Chairman, speaking before National Association of Broadcasters state presidents meeting in Washington, said that if commission is exceeding authority in religious field, it should get out of it.

Commission, he said, should be neutral in area. But question, he added, is whether commission would be neutral if, in overall evaluation of broadcaster's programming, it "downgraded" religion by ignoring it.

He said Commissioner Lee Loevinger and communications attorney Marcus Cohn have "performed a public service" by starting debate on whether commission is breaching constitutional wall between church and state (Broadcasting, Feb. 1, Jan. 4).

Chairman covered wide range of topics in his off-cuff remarks that were followed by question-and-answer session:

* Community antenna television. He said Congress will hold hearings "soon" and that commission "hopes" to have its...

Herbert Evans, president of People's Broadcasting Co., Columbus, Ohio, named as National Association of Broadcasters' representative on United Nations Educational, Scientific and Cultural Organization for another three-year term. Mr. Evans has also been elected as alternate on its executive committee. He is VP of Inter-American Association of Broadcasters. People's stations are: WRFD-AM-FM Columbus-Worthington, Ohio; W GAR-AM-FM Cleveland; WNAX Yankton, S. D., and KVT V(TV) Sioux City, Iowa. Pending FCC approval is acquisition by Peoples of WATE-AM-TV Knoxville, Tenn. (Broadcasting, Feb. 1).

Mr. Labunski

Mr. Evans

Mr. McDaniel

Mr. Free

Mr. Sansing

Carlos Franco, veteran broadcast advertising executive, named VP and general manager of WAPA San Juan, P. R., succeeding Harlan C. McFadden. Mr. Franco, 61, has been broadcast consultant in New York since he left Crosley Broadcasting Corp., Cincinnati, in 1955. Native Puerto Rican, he was one of pioneer specialists in agency radio pursuits, having been with Young & Rubicam, Kudner, and Weintreba, all New York. WAPA is Hearst-owned.

F. William Free, executive VP and chairman of plans board, McCann-Marschalk, New York, elected president of Marschalk Co. (new agency name). Bill M. Sansing, VP and manager of agency's Cleveland office, elected executive VP and general manager of operations, New York. Name change co-insides with promotions. Mr. Free joined Marschalk in 1960 as art director and became executive VP in 1963. Mr. Sansing, with agency 16 years, had been VP and senior account supervisor in New York until he became Cleveland office manager in 1961.

Samuel H. Northcross, VP and director of broadcast for Foote, Cone & Belding, New York, and Mitchell J. Johnson, VP and TV director, Wm. Esty Co., that city, have joined MCA-TV as part of company's expansion in production and program development on East Coast. Mr. Northcross will serve as VP and director of eastern network operations and Mr. Johnson as VP, New York, MCA-TV. Mr. Northcross had been with Esty for 15 years in top-level TV-radio programming posts before joining FC&B in 1963. Mr. Johnson had been with Esty for 14 years. Appointments take effect on or about March 1.

WEEK'S HEADLINERS

Put own house in order RTNDA proxy tells bar

Electronic media are singled out as targets in "open warfare" among some bar associations have declared on newsmen. Charge was leveled by Bruce B. Palmer, KVT V(TV) Oklahoma City and president of Radio-Television News Directors Association, at University of Minnesota Friday (Feb. 5).

Mr. Free

Mr. Sansing

Mr. Franco

Chung King buys NBC-TV spots


For other personnel changes of the week see FATES & FORTUNES

position on CATV prepared by "early March." Commission is holding all-day meeting on subject Feb. 18, will meet later with National Community Television Association and National Association of Broadcasters (see page 23). He said commission would like views of "other segments" of industry also.

* Multiple Ownership. "We want as many conflicting views" on air as possible, he said, adding that commission is reviewing ownership rules to determine whether they are sufficient to insure this diversity or whether "a trend toward concentration" is underway.

* Higher power for clear channel stations. He said staff is attempting to develop criteria on basis of which clear would be allowed to apply for higher power, but that task is proving "tremendously difficult." He also said that, following commission action four years ago in duplicating 13 of 25 clear channels, concern has been expressed that U. S. is "moving away" from concept of clear-channel radio. He said commission should reaffirm its belief in that concept but made clear decision to duplicate 13 clears will stand.

Newscaster makes news?

Radio newscaster was being held by Holyoke, Mass., police Friday (Feb. 5) on armed robbery charges in connection with holdup of bank in that city.

Police arrested Larry Weiner, WACE Chicopee, Mass., at studios as he prepared to go on air with regular newscast, including report of holdup. He was traced, police reported, through description of car used in getaway from bank after $2,000 heist.
Why take TAE in Pittsburgh?

It's as simple as ABC...

plus more local shows...

plus most homes reached...

plus lots of local color!

Do it!

Better mention the KATZ man!
ONE OF THE MOST EXCITING GROUPS OF FILMS

THE FOUR STAR THEATRE

GROUP

60 ONE HOUR FILMS
PRODUCED IN 1961, '62 AND '63
BY FOUR STAR TELEVISION

TOD BRAZEN
TOD LOU
TOD FLIP

MILT LITTLE

HARRY ROONEY — SUSAN OLIVER

SOMEBODY'S WAITING

OUT OF THE NIGHT

MARVIN — WYNN — CLOONEY

THE LOSERS

TODD... HE MUST DEAL THEM OFF THE BUTTON
IN A GAME OF CRAPS CALLED MURDER!

DOYLE AGAINST THE HOUSE

MILTON BERLE

INITIALLY EXHIBITED AS
THE DICK POWELL THEATRE
Program TWO Profitable Ways

1. INTERMITTENTLY IN YOUR PRESENT FEATURE FILM SLOTS

2. ON A REGULARLY SCHEDULED BASIS IN YOUR HOUR TIME SLOTS

These films can be programmed under any blanket title you choose. Each picture can be listed and promoted by individual film title, as demonstrated in these five ads.
BEST WAY TO MEASURE RADIO... is with the new WLW "Radio Value Yardstick"—developed by the Crosley Broadcasting Corporation with the assistance of 25 media directors, plus reps and research organizations. This simple,fast method enables timebuyers, to measure radio stations' qualitative and quantitative value—not on the usual cost-per-thousand based on audience numbers alone, but also on eight other factors. It supplements an agency's normal procedure of matching radio station information to its client's needs.

Another example of Crosley 42 years of leadership

WLW RADIO
CINCINNATI
Nation's Highest Fluidity Radio Station

CROSLEY COLOR TV NETWORK
WLW-D WLW-I WLW-C WLW-T
Dayton Indianapolis Columbus Cincinnati

CROSLEY BROADCASTING CORPORATION
a subsidiary of Arco

DATEBOOK

FEBRUARY

Feb. 7-8—National Association of Microwave Common Carriers discussion of FCC Docket 15586, FCC proposed rulemaking to set aside a separate band for microwaves serving community antenna television systems. Participants include Bruce Merrill, chairman, and Robert D. L'Heureux, general counsel, National Community Television Association. Sands of Phoenix, Phoenix.


Feb. 9—Broadcast Advertising Club of Chicago luncheon meeting. Special program on color TV progress by John Otter, vice president—national sales, NBC-TV. Sheraton-Chicago hotel.

Feb. 9—Midwinter meeting of Colorado Broadcasters Association. Panel on music licensing will be feature of agenda. Hilton hotel, Denver.


Feb. 11—Western States Advertising Agency Association "Advertising Man of the Year" luncheon. Walter Guild, chairman, Guild, Bascom & Bondig, is this year's honoree. Ambassador Hotel, Los Angeles.

Feb. 11—Wisconsin Broadcasters Association annual meeting and legislative banquet. Park Motor Inn, Madison.

Feb. 12—New deadline for comments on the FCC's inquiry and proposed rulemaking into contracts of broadcast licensees with the newswire services (AP and UPI). Former deadline was Jan. 25.


Feb. 15—National General Corporation annual stockholders meeting. 10 a.m., Fox Wilshire Theater, Beverly Hills, Calif.

Feb. 18—New York area Emmy awards luncheon, sponsored by New York Chapter of The Television Academy of Film Arts and Sciences, Trianon Room, New York Hilton Hotel. Speaker will be former FCC Chairman Newton N. Minow.


Feb. 20—Tentative date for meeting between representatives of National Association of Broadcasters and the National Community Television Association on community antenna TV legislative proposals. Phoenix.

Feb. 21—Tentative date for National Association of Broadcasters and National Community Television Association meeting to report results of their discussions on legislative proposals for regulation of community antenna TV. Washington.


Feb. 23—New deadline for comments on the FCC's notice of inquiry and proposed rulemaking regarding mutual funds and other investment houses that are in technical violation of the commission's multiple ownership rules. Former deadline was Jan. 22.

Feb. 23-24—Tenth annual meeting of American Dairy Association of California. Among speakers is Dan Bowles, A.D.A. fluid milk product manager, Chicago, who will present plans behind fluid milk advertising program. Fresno Hilton Hotel, Fresno.

Feb. 23-26—American Women in Radio and Television Educational Foundation's Board of Trustees meeting. Riviera Motor Hotel, Atlanta.

Feb. 26—New deadline for reply comments on the FCC's inquiry and proposed rulemaking into contracts of broadcast licensees with the newswire services (AP and UPI). Former deadline was Feb. 10.


Feb. 27—American Women in Radio and Television Educational Foundation—Atlanta AWRT chapter seminar.

Feb. 27—First annual FAB awards banquet of Florida Association of Broadcasters. Awards will go to Ed Sullivan, Bob Hope, Arthur Godfrey and Walter Winchell. Fontainebleau hotel, Miami Beach.

MARCH

March 2—Spring meeting of New York State Broadcasters Association. Ten Eyck Hotel, Albany.


March 5-6—New Mexico Broadcasters Association meeting. White Winrock hotel, Albuquerque.

March 8-12—Hollywood Festival of World Television Classics. Prize-winning programs from 26 countries will be shown. Al Press, publisher, Telefilm International magazine, is coordinator of the festival, jointly sponsored with Hollywood TV Festival. Waldorf-Astoria, Hollywood.


March 10-16—Meeting of International Television Programmes Market. Palais des Festivals, Cannes, France.


March 21—Second annual meeting, Society of Broadcast Engineers. Forum room, Shoreham Hotel, Washington.


March 21-31—Television Film Exhibits—BROADCASTING, February 8, 1955
Are you like one of Solomon's wives?

Does the "boss man" get around to see you frequently. Does he show great interest? Are you really important to him. Are you important to his salesmen who are trying to sell your station.

Think of it. How could you possibly be important if you are just one more of a long list of T.V. stations. Imagine trying to actually sell 50 T.V. stations to busy time buyers.

Our T.V. stations are important to us because we will never represent more than fifteen. We believe in the compact list so that we can give each of our stations the maximum of personal interest, effort, time and attention. We think these are the basic essentials of good representation.

The large group owners think this way too. That is why so many of them have demanded the compact list. Today more than one third of all national spot T.V. business is represented in compact lists of fifteen or less stations. Should you have these advantages too? We could give them to you.
Nobody in Washington argues about which is the important station.

WIBW: no equal-time problem

EDITOR: TV GUIDE STORY ABOUT WIBW SELLING NO POLITICAL TIME NOT CORRECT. DON'T KNOW WHERE THEY GOT THIS. BUT WE SOLD POLITICAL TIME AND ALSO GAVE TIME TO LEGISLATIVE AND COUNTY CANDIDATES WITH NO EQUAL TIME PROBLEM. BROADCASTING MAGAZINE REPORTED THIS ACCURATELY WEEKS AGO.—Thad M. Sandstrom, vice president and general manager, WIBW-AM-FM-TV Topeka, Kan.

(Reference to WIBW was made in an article written by Newton Minow, former FCC chairman, and Laurence Laurent of the Washington Post, for TV Guide and quoted in a Broadcasting story Feb. 1. In the article Mr. Minow proposed repeal of Section 315 on the condition that broadcasters give four hours of prime time to each of the major political parties.)

Didn't expect otherwise

EDITOR: Congratulations on your fine reporting job in "Special report: Television" (Broadcasting, Nov. 16, 1964). But then, what else would you expect from Broadcasting?

We'd like your permission to use the facts in the article with full credit to you.—Peter Bochan, Peter Bochan Agency, Fairfield, Conn. (Permission granted)

Whitewashing blemishes

EDITOR: The heart of the future of any industry in our free society lies in self-regulation. The excesses of a small number, easily condoned, can soon lead to public sentiment developing in favor of acceptance of stiff government intervention.

I find myself in agreement with the comments of J. A. Walsh of Washington in Broadcasting Jan. 25.

While the "daily insult diet" of the Minow era of the FCC has passed and is un lamented by responsible broadcasters, it can soon return again when publications such as Broadcasting and agencies such as the National Association of Broadcasters offer no stimulus to improvement, no positive suggestions for lifting of standards and only defend, wipe away, try to hide the blemishes and pour on the whitewash on every attack...

While there is no remedy to be found
HOUSTON, TEXAS
2/8/65

OIL MAKES NEWS AROUND THE CLOCK.

THE PUBLIC RELATIONS STAFF OF
HUMBLE OIL & REFINING COMPANY IS
READY TO HELP YOU TELL THE STORY
OF PETROLEUM DAY OR NIGHT.

CALL, TELETYPING OR WRITE

HOUSTON  JAY ROSE  (221-5864)
NEW YORK  JAY SPRY  (974-3620)
NEW ORLEANS  GUS KENT  (523-5241)
TULSA  STEVE HUSTON  (582-6101)
CHICAGO  BILL BROOKS  (654-2600)
DENVER  JACK HOWARD  (534-1251)
in running perfect radio stations by bureaucrats soon to be swallowed up in government paperwork and red tape, I see little to gain by Broadcasting, failing to hold its nose at some of the childish "wham, wham, wham" coming out of the speakers of radio sets in many towns. —George L. Brooks, president and manager, KXCB Red Wing, Minn.

A helping hand

EDITOR: Thank you for the space granted the WQED(TV) Pittsburgh TV playwright's contest (Broadcasting, Jan. 11). We have several requests [within one week] for information from radio and TV people who mentioned seeing the notice in Broadcasting. Apparently, there are many potential playwrights and we contacted them through your magazine...Molly Spiro, assistant director, WQED TV playwrights' contest, Pittsburgh.

Higher power

EDITOR: On page 24 in your issue of Feb. 1, you reproduced a map in connection with your lead story on community antenna television. The signal area of WIBF-TV as shown does not reflect our present power (501 kw visual; 50.1 kw aural). The A contour now includes the entire Philadelphia, Camden and Trenton urban-suburban areas. —Bill Kline, TV program manager, WIBF-TV Philadelphia.

(The map, made by A. D. Ring & Associates for the National Community Television Association before the WIBF-TV power increase, was used to show the complexity of the CATV signal situation in the Pennsylvania area.)

Fumbled the ball

EDITOR: You've overlooked something! Dayton, Ohio, has three—not two—local commercial television stations. We know because one of them is ours. WKEF(TV), channel 22, carries programs from all three networks.

In your Feb. 1 story, "Here's how CATV would operate if compromise plan is adopted," your conclusions about a possible Dayton CATV are based on erroneous facts.

Unless, of course, you feel that local UHF stations don't count. And we must admit that we've run into this feeling before—particularly from CATV operators.—James O. Marlowe, assistant to the president, Springfield Television Broadcasting Corp., Springfield, Mass.

(WKEF was inadvertently overlooked. Its signal would have to be carried by any Dayton CATV complying with proposed CATV regulations outlined in that story. WKEF also would be protected by the CATV, the system wouldn't carry signals of stations broadcasting network programs that WKEF was showing.)


EDITOR AND PUBLISHER Sol Taishoff

Editorial

VICE PRESIDENT AND EXECUTIVE EDITORS Edwin H. James Rufus Crater Managing Editor Art King

SENIOR EDITORS: Bruce Robertson (Holidaywood), Frederick M. Fitzgall, Earl B. Lawrence; Christopher (Chicago), Leonard Zelendberg, David Beryl (New York); Delia Falconetti (Philadephia); Associate Editors: Sid Booth, Sherrin Broder; George Darlington, Staff Writers: Bill Bayne, Sonya Lee Brockstein, Barry Crickmer, Jim SeBeTtencourt, Victor Ross Jr.; Assistant: Thelma Schiwiets; Secretary to the Publisher: Gladys Hall.

Business

VICE PRESIDENT AND GENERAL MANAGER Maury Long

NATIONAL SALES MANAGER: Warren W. Middleton (New York)

PRODUCTION MANAGER: Charles L. Daut

TRAFFIC MANAGER: Harry Stevens

ADVERTISING ASSISTANTS: Robert Sandor, Richard LePere, Carol Ann Cunningham, Claudette Artilini

SECRETARY TO THE GENERAL MANAGER: Doris Kelly

COMPTROLLER: Irving C. Miller; ASSISTANT ADVERTISER: Emilee Weston.

Publications and Circulation

DIRECTOR OF PUBLICATIONS John P. Costgrove

ASSISTANTS: Fred Bighetti, Richard B. Kinsey

William Criger, David A. Cusick, Lisa Ishih, Christine Johnson, Tannor Kopp, Edith Liu, James Williams.

Bureaus

New York: 2 Madison Avenue, 10022. Telephone: 212 Plaza 3-8354.

EDITORIAL DIRECTOR: Rufus Crater; Senior Editors: David Beryl, Nino Fanelli.

STAFF WRITERS: John Gardiner, Ellen R. McCormick, Assistant: Frances Bonovich.

NATIONAL SALES MANAGER: Warren W. Middleton


Chicago: 360 North Michigan Avenue, 60001. Telephone: 312 Central 6-4115.

Senior Editor: Lawrence Christopher; Western Sales Manager: David J. Baldus; Assistant: Rose Adragana.

Hollywood: 1680 North Vine Street, 90028. Telephone: 213 Hollywood 3-3148. Senior Editor: Bruce Robertson; Western Sales Manager: Bill Merritt; Assistant: Stephanie Alexander.

Toronto: 11 Burton Road, Zone 10, Telephone: 416 Hudson 8-2624. Correspondent: James Montagnes, Assistant Publishers: Lawrence B. Taishoff

Broadcasting* Magazine was founded in 1931 by Broadcasting Publications Inc., using the title, "Broadcasting"—The News Magazine of the Fifth Estate—Broadcast Advertising* was acquired in 1932, Broadcast Reporter in 1933 and Telecast* in 1933. Broadcasting-Telecasting* was introduced in 1936.

*Reg. U. S. Patent Office

Copyright 1965: Broadcasting Publications Inc.
ANNOUNCES THE APPOINTMENT OF

THE KATZ AGENCY, INC.

NATIONAL ADVERTISING REPRESENTATIVE

EFFECTIVE FEBRUARY 1, 1965

A RUST CRAFT STATION
TV and radio's winning ways: personal and local

People in the business world and the general public too are pretty well aware of how big national companies use television and radio to their advantage. They don't often get a chance, however, to know about how a local or regional firm such as ours uses TV and radio in a very effective way to build sales and win over new customers. Our advertising budget isn't very fancy when compared to the national giants, I'm sure, but it's good size for these parts.

Our success in spending it wisely in the broadcast media, especially television, has helped us really grow. Perhaps the story will be helpful to others at the level of Hometown, U.S.A.

Hutter Oil is a large distributor of Shell products, headquartered at Quincy, Ill. We're responsible for western Illinois, southeastern Iowa and northeastern Missouri. Our volume now is well over eight million gallons per year and we're shooting for a million gallons a month.

Supporting the Dealer • Presently our main goal is to continue to strengthen our company's image as a modern, progressive organization. We back up every one of our dealers with what we feel is an effective and consistent use of local television plus radio, something which we understand not many jobbers do out of their own pockets.

We started in the oil business here in 1951 and since then the company has grown about seven times. Radio was a key part of our advertising right at the start and later we added TV.

Hutter Oil switched representation to Shell in 1961 and we now own many of our own service stations in addition to the usual lease arrangements. We built our modern headquarters building and its model ranch-style service station in 1963.

It seems to me many small companies stay small just because they continue to operate that way. We have never neglected the challenge to grow, which means constantly giving more service to more people and telling the world about it through advertising—enough of it.

Radio-TV: Growth • Advertising is one area where it is always easy to economize. But false economy is the highest-priced thing in the world as far as I'm concerned, particularly when it involves an investment in your business. To me it is a simple matter of dollars and cents. The more money that we spend on radio and television, the more our business increases.

Hutter Oil puts eight out of ten of its advertising dollars into the broadcast media. We spend more by far in TV than we do in other media because we feel we do a better job with television. However we still buy a lot of radio, especially to reach the auto radio audience. There's no better time to talk to a man about stopping at your local Shell station than when he's driving.

We were an extensive user of radio on local Quincy and Hannibal, Mo., stations almost right from the start of our oil business. Radio was used as a basic image-building, hard-sell medium, utilizing spot announcements at various times of the day. We have always tried to gear the spots for the particular audience they will hit at that time.

Our first taste of TV came in December 1953 when we sponsored basketball on KHQA-TV Hannibal-Quincy. About the same time we began using WGEM-TV Quincy too. We still sponsor a lot of sports shows on television, but our basic emphasis now is on news programming.

Color TV too • Hutter Oil pioneered in the use of local color-TV commercials starting in 1956 through the cooperation of WGEM-TV. Color commercials were prepared featuring local personalities who could sell the "prestige" aspects of our fuel oil business.

Generally speaking I believe in using all of the broadcast stations in the areas where we are doing business. We have added KOKX Keokuk, Iowa, for example, now that we have expanded into that Iowa marketing area.

Hutter Oil likes to think that one of the most successful retail promotions ever used by a local oil company is our Silver Bonanza campaign. It has done a tremendous job of bringing motorists into the local Shell stations.

Each time the local folks visit one of the stations they get a free ticket which is then used in weekly drawings for modest sums of silver dollars. In almost every area each neighborhood has had at least one winner. In a few weeks we will have a special award of a big weekend in St. Louis for two for winner number 100.

In our planning we realized that many of the contests that are advertised are on a national scope and so many people feel the competition is so great they don't have a chance to win. This tends to hold down the success of the campaign. But in our Silver Bonanza campaign every winner is local.

We knew we had to tell our Silver Bonanza story to every motorist available in our area and we chose radio-TV to do this. We used radio on a concentrated spot basis with not less than 50 spots per week. In addition we used a large TV spot drive.

Personal Touch • We have taken part of the commercial time not only to tell people who the weekly winners are, but on TV we arranged to show the winners' pictures too. This has proved to be a very effective part of the drive because it personalizes and localizes the whole promotion.

I've come to believe in two aspects of an effective promotion: (1) the most important part is to use a good solid base such as a news show and sponsorship of sports and special community events to gain for your company the prestige and public acceptance of your basic business; (2) use radio and TV saturation plans to sell special promotions or sales and to bolster your regular advertising in all departments. We are convinced that both radio and television are essential to the continued success of the Hutter Oil Co. and we intend to remain one of the top advertisers in our market.

Wally Hutter founded his oil distributorship in 1951 at Quincy, Ill., and has been recognized by Shell Oil Co. as one of its very successful jobbers. Mr. Hutter gives radio as well as TV much credit for steady growth, admitting the more dollars he spends in broadcast the more business increases. Still he disclaims he's an advertising expert and cites cooperation of station personnel in helping to develop campaigns. Mr. Hutter likes boating and watching TV "action" shows.

20

BROADCASTING, February 8, 1965
how to sell GASOLINE in Detroit

Talk to most of the drivers with Detroit's leading radio station
Reach 'em at home . . . and in their cars.
Of the nation's metropolitan areas, Detroit is 4th in the sale of gasoline. There are more cars than homes in Detroit!
According to the latest Pulse*, WKNR delivers more audience . . . and more adults

*July-August-September 1964.

. . . between 9 AM and 6 PM than any other Detroit radio station. This makes WKNR Detroit's most efficient buy.
For the complete story on WKNR's Compleat Audience . . . for gasoline, for groceries, for automobiles . . . or for most anything you have to sell, see your KeeNeR salesman or your Paul Raymer man.
EQUATION
FOR
TIMEBUYERS

ONE BUY ___ DOMINANCE*
XWKRG-TV· MOBILE
ALABAMA

*PICK A SURVEY --- ANY SURVEY

Represented by H-R Television, Inc.
or call
C. P. PERSONS, Jr., General Manager
Power bloc forms against CATV

Elite TV stations, fearing death threat in CATV growth, seek stiffest regulation yet proposed to protect broadcasters against wire systems

An association of major television station operators last week committed itself to a campaign that would put community antenna television back in its original place—serving areas unreachable by broadcast signals.

The Association of Maximum Service Telecasters, representing about 160 stations—all operating with full power and most enjoying successful operating experience—warned that CATV unchecked would eventually destroy the nation's advertising-supported television system and replace it with pay TV.

The FCC, the association urged, should immediately assert jurisdiction and begin to regulate all CATV's by rulemaking.

CATV should be confined to an auxiliary, "fill-in" service prohibited from originating programing, and, the AMST added, CATV should in most cases be barred from carrying TV signals to communities lying outside stations' normal service areas.

These views, announced last Thursday (Feb. 4) after the AMST board of directors held a special meeting on CATV earlier in the week in New Orleans, represent one of the tougher—if not the toughest—positions yet taken on CATV.

Frederick W. Ford, president of the

The maximum telecasters who made policy last week

Mr. Provost Mr. Petersmeyer Mr. Hayes Mr. Reed Mr. Stuart Mr. Quaal Mr. Parham Mr. Harris Mr. Lindow Mr. Hough Mr. Rogers Mr. DeWitt Mr. Epperson Mr. Moroney Mr. Essex Mr. Clipp

Of the 21 members of the board of the Association of Maximum Service Telecasters, the 16 pictured above were present last week at the meeting that voted stiff new proposals for CATV regulation: Roger W. Clipp, Triangle Stations; John H. DeWitt Jr., WSM-TV Nashville; Joseph B. Epperson, WEWS-TV Cleveland; Harold Essex, WFSB-TV Winston-Salem, N. C.; Jack Harris, KPRC-TV Houston and AMST president; John S. Hayes, Post-Newsweek Stations; Harold Hough, WBAP-TV Fort Worth; James M. Moroney Jr., WFAA-TV Dallas; Carter M. Parham, WDEF-TV Chattanooga, Tenn.; C. Wrede Petersmeyer, Corinthian Broadcasting Corp.; D. L. Provost, Hearst Corp.; Ward L. Quaal, WON-TV Chicago; A. Louis Read, WDSU-TV New Orleans; Lawrence H. Rogers II, Taft Broadcasting Co.; Harold C. Stuart, KVOO-TV Tulsa, Okla., and Lester W. Lindow, AMST executive director who is also a voting member of the board. One absentee, Charles H. Cutchfield, president of WBTY-TV Charlotte, N.C., was represented by Wallace Jorgenson, vice president of the station. All but Mr. Clipp were reported to have voted in favor of the policy. Mr. Clipp was understood to have wanted the issue presented to the full AMST membership. The four other absentees were Harold Grams, KBD-TV St. Louis; C. Howard Lane, KOIN-TV Portland, Ore.; Arch L. Madsen, KSL-TV Salt Lake City, and William B. Quarton, WMT-TV Cedar Rapids, Iowa.
Five ways to control, contain or cut back CATV

Ideas for regulating community antenna television systems are sprouting like mushrooms after a spring rain. No fewer than four trade associations and one network have expressed themselves on the subject.

There is the National Community Television Association, representing cable operators, which has taken the most moderate position. There are ABC and the Association of Maximum Service Telecasters (see story page 23), which says CATV should be rigidly restricted to an auxiliary role in the broadcasting scheme of things.

And there are the National Association of Broadcasters, which in many respects sides with NCTA, and the Television Accessories Manufacturers Institute (TAME), representing home TV antenna makers, which advocates a hard line.

Out of the potpourri of ideas and opinions, faced with what the FCC and Congress consider to be the public interest, will come the policy eventually under which the rapidly growing CATV industry will be regulated.

What follows is an attempt to sort out the ideas by issue:

Jurisdiction — ABC and AMST say the commission has authority under existing law to regulate all CATV's, and should assert it. NAB and NCTA are proceeding on the assumption that legislation is required to provide the commission with regulatory authority over all-cable as well as microwave-fed CATV's.

TAME's position is ambiguous. It has urged legislation that would make CATV's subject to the same rules and regulations as are applicable to broadcasters and would provide for the licensing of cable operators by the FCC. But TAME has also filed a statement supporting ABC's position.

Limitations on Relays — ABC and AMST would, with certain exceptions, prohibit CATV's from carrying a station's signal beyond its Grade B contour. AMST suggests that a distance factor of 80 to 90 miles might also be used as a limit.

NAB says that, before being allowed to carry non-local stations, CATV's should be required to demonstrate that "violence" would not be done to the order of priorities set forth in the FCC's Sixth Report and Order of TV allocations. This appears to reflect a desire to establish some geographical limits on CATV relay. But there is no clearcut explanation from the NAB on this.

Otherwise, neither NAB nor NCTA makes any reference to any limit on the distance that signals could be carried. But they have agreed that a CATV wishing to carry independent stations must pick up those closest to it in the order of their geographical proximity.

Protection — NCTA insists on affording local stations no more than simultaneous nonduplication protection. NAB wants CATV's to refrain from transmitting any program for 15 days before and after a local station carries it. This was the point on which the two groups fell apart in their effort to reach agreement on CATV policy. The two groups have, however, agreed that stations closest to the CATV would have priority for protection.

AMST favors 15-day nonduplication and explicitly includes satellites among the stations to be protected. ABC discusses protection only in terms of limiting CATV relays of distant stations into a local station's market. TAME also advocates nonduplication but doesn't specify any limit.

Carriage of Local Stations — NAB, NCTA and AMST say a CATV should transmit the programs of local stations. NAB and AMST recommended that, subject to nonduplication, all stations having a Grade B signal over the CATV-served community, be carried to the limit of a cable company's channel capacity. AMST would require the carriage of all stations, including satellites and translators, serving the community in which the CATV is located.

Program Origination — NAB and NCTA favor regulations that would permit CATV's to originate only automatic time and weather services. They would prohibit the commercial sale of such services and would require CATV's to obtain a license from the FCC to distribute any other type of programming. AMST would explicitly prohibit any type of original programming.

The legislation proposed by TAME would require CATV's to abide by the equal-time law as well as the fairness doctrine in the event they originated programs dealing with
controversial issues.

Technical Standards — The four trade associations generally agree that the commission should establish engineering standards to assure high quality service to subscribers.

Reporting — AMST would require the filing of reports to the FCC showing ownership in CATV systems as well as the names of their officers and directors.

Legislation — AMST says Congress should amend the copyright law to "clarify and strengthen" the protection afforded television broadcasting from CATV's. Otherwise, it says Congress should be asked for legislation only to the extent "that it develops the Federal Communications Commission is unable or unwilling to act without further legislation."

TAME's proposed bill would enable the commission to require CATV's to obtain the consent of originating stations before relaying their programs, file ownership reports, and refrain from duplicating local programming as well as from direct origination of programs and the sale of advertising time.

AMST is the only one commenting on translator policy and restrictions on CATV ownership. It says that, if the commission does not move to tighten up on CATV regulation, it should liberalize its translator policies to enable broadcasters to compete with CATV in extending television service. And AMST says that the commission should defer a policy decision on multiple ownership restrictions on cable companies, until it adopts a general CATV policy.

A basic rationale behind the AMST position on cable television rests on a historically unshakeable reverence for the Sixth Report and Order. This is the FCC document, issued when the commission ended a 45-month freeze on TV allocations (June 24, 1952), that established priorities for the commission's table of television assignments.

Called "assignment principles," the priorities are five in number: 1) "To provide at least one TV service to all parts of the U.S. 2) "To provide each community with at least one TV broadcast station. 3) "To provide a choice of at least two TV services to all parts of the U.S. 4) "To provide each community with at least two TV broadcast stations. 5) "Any channels which remain unassigned under the foregoing priorities will be assigned to the various communities depending on the size of the population of each community, the geographical location of such community, and the number of TV services available to such community from TV stations located in other communities."

If CATV is allowed to proliferate and bring signals into any market it wants, the AMST says, a question is raised "not whether the public has or should have a choice of TV services. The real issue is the nature of the choice." Should the services available for choice largely be nonlocal, non area stations brought to them by CATV at a charge? Or should they be free and serving local needs?

No Dissent? * Sixteen of the AMST board's 21 members attended the New Orleans meeting (see page 23), and the overall CATV policy—a 12-point plan for effecting regulation—was adopted "without dissenting vote," according to a statement released by the association.

Each of the 12 points was voted on separately and these votes were virtually unanimous, although there were occasional abstentions, according to Lester W. Hindow, who is executive director of the association and also a voting member of the board.

It was reported by other sources that Roger W. Clipp of Triangle Stations, which is in CATV, urged that the policy statement ought to have been submitted to the AMST membership, which meets in Washington March 21, the day before the NAB annual convention. This view did not prevail and the full policy statement as adopted by the board was mailed out to AMST members over the weekend.

The statement represents AMST's first public pronouncement on CATV. The basic guidelines were set when the board met in Phoenix Dec. 10 and 11, 1964, but the staff had been instructed to prepare specific materials. Their draft, it has been learned, included only 11 points, and a 12th relating to translator policy apparently was added by the board. It says that if the FCC fails to regulate CATV now, it ought to liberalize its policy on translators to give TV's a freer hand in competing with cable systems.

Would AMST Withdraw Service? * Mr. Ford, commenting further on the AMST policy, said its "literal implementation [would] withdraw from hundreds of thousands of citizens a choice of television service and in many cases would eliminate service of any kind, with no corresponding financial benefit to the large television stations represented in the AMST membership."

Perhaps, Mr. Ford added, "Maxi-

CATV activities section

Starting with this issue BROADCASTING will report routine community antenna television activities in a special section at the end of the For The Record section. This week the special report appears on page 100. These routine actions will include applications for permission to install and operate CATV's and for expansion of existing CATV's into new areas.

Board meeting in Palm Springs, Calif., a fortnight ago. CATV's wanting to bring in signals of other than local stations must show, the wording of the NAB position says, "that such reception would not do violence to the order of priorities set forth in the Sixth Report and Order."

Just what that means—and whether it would be a significant factor when NAB-NCTA negotiations resume—was in dispute last week. One NAB principal in the talks who was asked about it said, "I think we're talking about a distinction without difference." And an NCTA principal said he thought it neither "adds to nor subtracts from the issues."

The rub, both sides have indicated, is whether nonduplication protection should be delayed (NAB view) or simultaneous (NCTA).

BROADCASTING, February 8, 1965

25
weeks—urging it to assert authority over CATV, Edgar F. Czarra Jr., one of AMST's lawyers, said last week.

**Nature of Regulation** • “Reasonable rules of thumb can be laid down to cover the great majority of situations.” This will save the FCC the “burden of anything resembling case-by-case evidentiary hearings.” Nonhearing procedures, the AMST said, should be established “to handle claims for exceptions or special need.”

**Technical Standards** • FCC rules should prevent degradation of signals and interference to off-air reception. CATV's ought to be required to set up receiving antennas where they can obtain “signals of the highest technical quality feasible.”

**Carriage** • All signals of grade B or better quality transmitted into CATV-served communities must (within provisions of nonduplication requirements shown below) be carried, including satellite stations and translator stations in those areas. The signals ought, whenever possible, to be carried on their assigned channels.

**Nonduplication** • A CATV "should not duplicate the programming of television broadcast stations which serve, or which normally would be expected to serve, the community in question" within a period of 5 days before or after broadcast.

Where stations provide the same grade service to an area, “or in other situations where calculated service contours do not reflect realistic conditions of service,” predicted contours and distance factors should be considered by the FCC when establishing priorities. "Satellites should be treated as television broadcast stations (for purposes of nonduplication); translators should not." Satellites "have a potential for development and growth as regular television stations."

The 30-day nonduplication requirement (the NCTA wants only simultaneous nonduplication) “is required not only because of delayed network clearances but also because TV stations invest large sums of money to broadcast syndicated programs and feature films. Duplication by the CATV system very shortly before or after time of broadcast would be unfair.” Events "normally carried without interruption by more than one station in the community" (presidential news conferences, important speeches, "space shots," etc.) could be duplicated.

**Local and Area Service** • "Rules should be adopted that will prevent the extension of nonlocal or nonarea signals from impairing or destroying existing local and area TV broadcast service or impeding or precluding the development and expansion of new local or area television broadcast service."

AMST sees the importation of distant signals as destructive to local stations, impeding expansion of existing stations and inhibiting the addition of new ones, especially where UHF is involved.

"Some reasonable definition of a distant station is indicated: a recognized TV signal contour (grade B or perhaps 0.1 mv/m) or a distance factor, maybe 80-90 miles." Exceptions would be permitted "on the basis of a showing of special circumstances in particular situations such as in remote, isolated and thinly populated areas which do not have, and cannot be expected to receive, in the future direct off-the-air local or area TV service." Relief would be granted "sparingly," AMST hopes, and not before "sufficient time had elapsed to permit the expansion of TV broadcast service in and to the area in question."

"To the extent that existing CATV systems operated inconsistent with this principle," at the time the FCC asserted authority, the AMST said, "a period of adjustment could be provided to permit amortization of investment."

**Origination of Visual or Aural Material** • This would be prohibited. To allow CATV's to originate programming “would be tantamount to the establishment of pay TV subsidized by advertiser-supported free TV.” This is in line with AMST's view that CATV has only an auxiliary function.

**Reporting** • The FCC should require full and regular reports of CATV ownership, as it does with TV ownership.

**Legislation—Generally** • Only where "it develops that the FCC is unable or unwilling to act without further legislation" should legislation be sought from Congress. It shouldn't reduce or limit existing FCC power or jurisdiction, AMST says, and should minimize case-by-case handling of CATV questions.

**Legislation—Copyright** • Revision of the copyright law should be made to clarify a copyright owner's right to deny a CATV permission to carry his programs.

**Translator Policy** • If the commission doesn't institute the regulation of CATV that the AMST thinks it should, the association says, the FCC's translator policy should be liberalized to permit TV's "to compete with CATV operators in extending TV service." AMST says this is not a basic policy (more freedom for translators) because the association believes translators "can be potentially destructive of the table of allocations and inconsistent with the Sixth Report and Order and the all-channel receiver legislation in the same manner as the unfeathered expansion of CATV, although to a lesser degree."

**Restrictions on CATV Ownership** • "The commission should defer consideration of ownership of CATV by television broadcast licenses and of the question of multiple ownership and duopoly restrictions on CATV ownership until the adoption of a general policy with respect to the role of CATV."

The AMST policy statement says CATV must rely on a judgment "as to the nature and extent of the potential effect" of the industry.

Limiting CATV "to its role as an auxiliary service," the trade association says, "is a recognition of the fact that CATV can supplement, but must not supplant, TV broadcast service. . . ."

**CATV To Limit Service** • "At its ultimate, the issue may well be whether service will be limited to programs originated in a handful of large cities, distributed by wire, and provided by CATV to those people who can afford to pay CATV charges and who live in communities which are large enough to attract a CATV entrepreneur or whether the American people will receive television service without charge from their own local and area television stations, whether they are rich or poor and whether they live in communities or in sparsely settled rural areas. . . ."

"And, finally, the issue is whether there is fair and open competition where the 'competition' is between one or more television stations which produce or acquire programs at considerable expense and a CATV system which does not have to bid against it for programs in the marketplace. If this be competition, it is a type unique in the annals of economic history."
"... That WHIO, the voice of this Miami Valley empire, will always be an instrument of dignity, culture and practical service... May WHIO in its long watches of the night and its endless days be conscious of its duty to God and humanity."

—Excerpt from the WHIO dedication speech of Ex-Governor James M. Cox, February 9, 1935.

WHIO, one of America's great area stations, celebrates 30 years of community service at 4 P.M. Tuesday, February 9, 1965.
New payment system for agencies

Forced by changes in TV buying techniques and huge growth of TV budgets, new compensation plan guarantees agencies reasonable profit

A one-year test of a new system of advertising agency compensation is currently under way involving two leading agencies and several advertisers.

The system is set up in a way that (1) assures the agencies that they will make a profit on the accounts involved, and (2) assures the agencies that the agencies' profits will not be "excessive."

BBDO is testing the system with "several" accounts that represent a total of about $50 million in billing, including American Tobacco Co. and F. & M. Schaefer Brewing Co. American Tobacco is using it also with Sullivan, Stauffer, Colwell & Bayles, which handles its Pall Mall and Half-and-Half cigarettes, as well as with BBDO, which handles its Tareytons, Lucky Strikes and new Lucky Strike Filters.

BBDO has offered to make its test available to all its accounts, provided they come into it during the first quarter of this year. It works this way:

A certain percentage of gross billings is specified as the amount of profit the agency ideally should make on the account. This is the "target," and it is bounded by a "target area" that ranges from a percentage slightly lower than the target to one slightly higher than the target. If the agency's profit on the account dips below the lower limit, the client makes up the difference; if the profit exceeds the upper limit, the overage goes to the client or in some cases, as with American Tobacco, is shared by client and agency.

**Average Profit** The "target" percentage and the percentages marking the upper and lower limits of the "target area" are the same for all clients taking part in the test. The "target" represents the average profit level attained by BBDO on all of its accounts under the customary commission or commission-plus-fee methods of compensation.

The traditional 15% commission paid by media is applied against the guaranteed profit under the new arrangement. When profits exceed the upper limits of the "target area," subsequent commissions will be passed on by the agency to the client in full or in part, depending on the individual arrangement.

BBDO authorities indicated that most of their clients participating in the test would get all of the excess when profits exceed the specified limits, but said that a few clients had offered to share this overage with the agency. American Tobacco said in its own announcement of the plan that it would share the extra profits in such cases.

American Tobacco also indicated that its new arrangement with SSC&B followed the same principles as the one with BBDO. American Tobacco's announcement did not use the word "test," implying that this client regards it as a permanent arrangement.

**TV Cited** American Tobacco said the system evolved from a joint study initiated in July 1964 "triggered by the rapid growth of television, the assumption of production and creative functions by the networks, the purchase of network television time on a corporate rather than on a brand or agency basis, and the large sums involved in network television."

"The commission system," American Tobacco's statement continued, "provides no automatic relationship between the amount of agency compensation and the cost of the effort required in preparing television advertising, and the high-cost, high-repetition advertising required by such consumer products as tobacco have brought this iniquity into particular focus with the rise of TV as a selling medium."

Many advertisers have protested—ever since the network radio heyday of the 1930's—that agencies do not "earn" the commissions they receive on billings for programs produced by the networks or other nonagency sources. Agencies, including BBDO, contend that their media functions are one of their less expensive operations and that the media commission helps pay for other services that are unprofitable and would have to be paid for in other ways.

Officials of both American Tobacco and BBDO described the system—which applies to all media advertising—as the first that offers incentives for both profit and cost-control for advertiser and agency alike. The guaranteed profit encourages maximum efficiency without stinting, authorities said, while the profit-splitting feature above the minimum-guarantee level discourages "wastefulness and escalation tendencies inherent in a cost-plus arrangement" of compensation.

**Cost Savings** American Tobacco said it expected the plan to result in "substantial reduction" of its costs, and some sources pegged the expected savings at about $1.4 million this year. BBDO authorities, however, indicated they anticipate no reduction in the profit they normally have made on the American account. Presumably they expect the system to encourage more prudence among clients in their calls for agency services, as well as to provide more incentive for efficiency.

Robert B. Walker, president of American Tobacco, said the system would ease "the advertiser's concern for the efficient handling of his business"; would remove "the temptation for him to assert himself in the role of agency manager" and, by removing the agency's fear of losing money would still leave the agency "free to innovate, test and experiment with new approaches and new ideas on the client's behalf."

Charles H. Brower, BBDO board chairman and chief executive officer, said his agency's test was the largest such trial of any fee system. He called it an "efficiency-incentive" system that overcomes "one of the principal problems of fee systems" by offering incentive for efficient use of agency manpower by both advertiser and agency.

**Efficient Compensation** Mr. Brower said the traditional media commission system would undoubtedly continue for
Peter Faneuil gave Boston this hall in 1742. When Boston was a town, its Town Meetings met here, winning for it the name "The Cradle of Liberty." This is one of the stops along the famous Boston Freedom Trail. For an 18" x 24" copy of this original watercolor by Robert Keenan, in full color without advertising, suitable for framing, write to WHDH.

Buy Boston like a Bostonian...Buy WHDH

TELEVISION: CHANNEL 5  \( \bullet \)  RADIO: AM 850 KC 50,000 WATTS \( \bullet \) FM 94.5 MC

BROADCASTING, February 8, 1965
many years and that many BBDO clients would continue to prefer it but that the new system also marked "a major step" in the search for a compensation plan that is "efficient, flexible and equitable to both clients and agency."

BBDO's test program went into effect Jan. 1 and is to continue for a year, with modifications and refinements to be made as experience indicates a need.

While American Tobacco is using the new system with two of its agencies, it is not with a third, Gardner Advertising, for the most part reportedly because the Montclair and Carlton cigarettes and various cigar brands handled by Gardner are not substantial users of network television.

A number of advertisers and their agencies have departed from the traditional commission system of agency compensation, particularly in recent years. One of the most spectacular was the cost-plus system adopted by Ogilvy, Benson & Mather and Shell Oil some five years ago and subsequently extended to several Ogilvy clients.

General Foods and two of its agencies, Ogilvy and Young & Rubicam, started a two-year test of an overhead-plus-fees arrangement in April 1964.

Record entry for commercial contest

A total of 1,895 broadcast commercials from around the world are now in the hands of preliminary judging committees in London, New York, Chicago and Hollywood. The entries will be screened before their submission to the final judges who will meet in Hollywood to select the world's best commercials of 1964. Winners in 12 television and seven radio categories will be announced Feb. 23, at the annual International Broadcasting Awards banquet at the Hollywood Palladium.

The 1964 entries in the fifth IBA competition are almost exactly double the number entered in the first IBA, according to the Hollywood Advertising Club, sponsor of the event. The contest is designed to encourage the improvement of advertising on radio and television wherever commercial broadcasting operates by honoring the best examples each year. This year's entries include 712 radio commercials, a 29.5% increase over last year's entries, and 1,183 TV commercials, a rise of 14.5% from the previous year.

James G. Riddell, American Broadcasting-Paramount Theaters Inc., vice president in charge of the western division operations of the ABC Radio and TV networks and their O&O stations, is general chairman of the current IBA. Joseph C. Drilling, president, Crowell-Collier Broadcasting Corp., heads the radio division; Elton Rule, vice president and general manager, KABC-TV Los Angeles, is TV head. Robert L. Delling, vice president, Grant Advertising, Los Angeles, is final judging chairman.

30 (BROADCAST ADVERTISING)
What makes a television network click?
Shows that are fun to watch-

Three years of careful planning, building and pruning have paid off for the ABC Television Network. This season, our nighttime audience is up 23%. ABC has 40% of the Top Forty programs. ABC is in a virtual tie with the other two networks in audience levels.

ABC has a substantial lead over the other two networks in average delivery of younger family households (under 50). The reason: this year's ABC shows are really more fun to watch.

_Bewitched_, the season's new hit show, is enchanting viewers everywhere. _Peyton Place_, American television's first prime-time serial has become a viewing habit in millions of homes twice a week. _Shindig_, a swinging new musical show, is already being imitated. _The Fugitive_ proves again that good drama attracts a large audience.

It's a lineup that's strong right down the line. Seven nights a week. In early evening, mid-evening and late evening. Last season ABC had 22 half-hours delivering an
seven days a week

average of 9,000,000, or more, homes. This season the number has increased to 32 half-hours!

But these things don't happen overnight. Year by year, ABC has added to its roster of solid hits. Ben Casey, Combat!, and McHale's Navy were added to a nucleus of long-run favorites. And last year, ABC introduced additional building blocks like The Fugitive, The Patty Duke Show, Burke's Law and The Farmer's Daughter which became the foundation for this year's success.

This year's schedule is one of bold new formats, of solid, proven programs, of bright new stars and of perennial favorites—all with one characteristic in common. Every show is based on good, sound, all-family entertainment values. Every one is great fun to watch. And more people are having more fun watching. That's what makes a television network click.

ABC Television Network
Specials that are really something special

What better way to make history exciting and meaningful than to relive it exactly where it happened and describe it in the exact words of those who made it happen. ABC employed this approach in the Saga of Western Man series and will use it again this year as the series continues with *I, Leonardo da Vinci*, *Custer to the Little Big Horn* and *The Pilgrims*. It's typical of the fresh approach that sets ABC specials apart.

Can you think of a more charming guide for a tour of Rome than Sophia Loren? How about a tour of Greece with Melina Mercouri? Or Sweden with ABC's Inger Stevens?

A special on ABC Television covered the Nobel Prize Awards ceremonies in Stockholm. ABC brought Dinah Shore to daytime television with a series of meaningful dramatic programs for housewives.

A series of six programs will examine such diverse subjects as scientists engaged in extraordinary research which could shape the future of mankind, a study of the late Gen. Douglas MacArthur and a provocative analysis of today's teenager.

Douglas Fairbanks, Jr., will host four specials taking viewers backstage for previews of upcoming motion pictures and Broadway productions. Stephen Fleischman will produce a special that shows the fascinating underwater world of the aquanaut.

ABC continues to explore every subject, look at every reel, give anyone who has a good idea the benefit of an open mind. We learned a long time ago that's the best way to keep coming up with programs which are stimulating, informative, unusually entertaining—really something special.

That's what makes a television network click.

ABC Television Network
On the ball sports coverage

Who else but ABC Sports would wire the baskets to catch the telltale “swish” of the ball being dunked during a basketball game? ABC has a knack for coming up with new and better ways to put viewers right in the middle of the action. No wonder ABC Sports is the most imitated sports organization in television.

Here are just a few of the firsts that have been chalked up by ABC: The first stop-action videotape “stills.” The first on-field directional microphone. The first end-zone camera. The first blimp-mounted camera for overhead shots. The first hand-held camera used in sports coverage.

This preoccupation with finding new ways to make sports more vivid, more interesting led Jack Gould of The New York Times to write that, “The American Broadcasting Company...has been consistently the most inventive in TV sports coverage.”

Outstanding sportscaster Chris Schenkel provides sparkling play-by-play for major ABC sports events like NBA basketball and major league baseball. Another ABC wrinkle that makes sports more fun to watch is our staff of expert “color” commentators. Bob Cousy was a magician with a basketball for 10 years in the National Basketball Association. Now he lends his unique insight to ABC’s coverage of NBA games.

In NBA basketball, in college football, in championship golf, in major league baseball—in any of the vast number of sporting events covered by Wide World of Sports, ABC’s exciting, imaginative coverage helps keep everyone’s eyes on the ball.

That’s what makes a television network click.

ABC Television Network®
Daytime that looks like prime time

ABC is pulling out all the stops to help its daytime programming keep pace with the phenomenal growth of its nighttime schedule. The schedule leads off with three programs that gained loyal followings during prime time: The Price Is Right, the newly added The Donna Reed Show and Father Knows Best.

Flame In The Wind, which premiered in late December, is a good example of the care ABC puts into developing new daytime entertainment. It’s written by Don Ettlinger, produced by Joseph Hardy and has as story consultant Irna Phillips, all of whom have been responsible for some of television’s most popular serials.

Add General Hospital and its new running mate, The Young Marrieds (“Bubbles above the average soap opera...” — N.Y. Daily News), plus other strong favorites like Day In Court and Trailmaster and it’s easy to see why more daytime viewers are switching to ABC Daytime this year.

That’s what makes a television network click.

ABC Television Network abc
Reporters who get away from their desks

Very little news is made in television studios. So ABC newsmen get out where the stories are.

Peter Jennings, new anchorman for ABC's early evening news, will soon be hot on the trail of big stories—no matter where they happen to be. And Bob Young will add the same on-the-scene immediacy to his late-evening weekend broadcasts. Together, Jennings and Young give ABC television's only seven-day-a-week network news coverage.

Veteran commentators Howard K. Smith, Edward P. Morgan and William H. Lawrence have each traveled hundreds of thousands of miles for ABC. Each of them brings a rare quality called insight to their reporting for ABC.

The news staffs of the many ABC affiliates give ABC expert, on-the-spot coverage in every corner of the country.

ABC's Southeast Asia Correspondent, Charles Arnot, has his driver sleep in his car so he can get a jump on the news. Moscow Correspondent Sam Jaffe scooped the entire American press force on the Khrushchev "retirement." Washington Correspondent John Scalzi was practically a member of the State Department in his role as go-between during the Cuban missile crisis.

It's easy to see why ABC News has earned the respect and admiration of members of the working press and television critics alike.

That's what makes a television network click.

ABC Television Network
Shows that are fun to watch, specials that are really something special, on-the-ball sports coverage, daytime that looks like prime time, reporters who get away from their desks—these are only five of the many things that have helped make ABC Television click this year. Even as you read this, literally hundreds of producers, directors, writers, actors, actresses, and technicians are busy building the shows that will help ABC Television keep clicking. Conceived with imagination, created with attention to detail and programmed with insight, ABC's 1965-66 schedule will again be based on sound, proven entertainment values.

That's what makes a television network click.
No bogymen at FTC, says Dixon

AFA-AAW Washington session told that trade commission wants to be 'useful friend'; self-regulation also urged by other speakers

Advertisers were asked last week to take "a fresh look and reassess" the Federal Trade Commission. The suggestion, made at the annual Advertising Federation of America-Advertising Association of the West convention in Washington, came from the FTC chairman, Paul Rand Dixon.

He told AFA-AAW members that "fears of an overzealous, publicity hungry, ivory-towered government agency are unfounded. Instead reputable advertisers have a sympathetic and useful friend..."

Mr. Dixon spoke on a panel that also included: Representatives Oren Harris (D-Ark.) and Catherine May (R-Wash.); Senator Warren Magnuson (D-Wash.); FCC Commissioner Robert E. Lee; Mrs. Esther Peterson, special assistant to the President on consumer affairs; Edward Sonnecken, Goodyear Tire & Rubber Co., and president of the American Marketing Association, and Thomas H. V. Vail, Cleveland Plain Dealer.

The panelists were commenting on a speech, "Freedom Must Advertise," by Tom Dillon, president, BBDO. The talk, which was originally given in San Francisco in 1963 (Broadcasting, Sept. 23, 1963), was restated last week by Barry McCarthy, vice president, BBDO.

Mr. Dixon said part of the problem facing advertisers and regulatory agencies is that "advertising suffers from one of its own maxims: that its image must always be a positive one—never negative."

He called the attitude short-sighted and said facing up to and trying to get rid of troubles is "much better than trying to maintain an image by ignoring facts."

The FTC chairman noted that there is steady improvement in advertising, particularly in "honesty."

Mr. Dixon admitted that the FTC at times has been "overly meticulous," but that it no longer is "trying to accumulate scalps as proof of its marksmanship and its competence." The FTC, he said, has been trying to solve problems quietly, "to avoid litigation whenever enlightenment and persuasion can do the job."

Tied Together • Representative Harris told the delegates that "attempts to separate the freedom to advertise from the corresponding responsibilities of advertising threaten to undermine both the freedom to advertise and our free political and social institutions."

He said his House Commerce Committee is facing an "immediate problem" of advertising posing a "threat to non-economic [public health and safety] values... namely cigarette advertising."

Applying self-regulation was seen by Senator Magnuson as a way of keeping the government's hands out of the advertising pot. "You in advertising," he said, "do have some responsibility to self-regulation and the more you exercise it, the less government will interfere."

Mr. Vail also told the advertisers that self-regulation would pay off. Government regulation, he said, "has come about in the majority of cases because an industry has been unable to police itself... If we want to be left alone, we must put the public interest first and our self-interest second."

Consumer View • Without spelling it out, Mrs. Peterson told the advertisers she felt there should be something more to a "new" package than the "box it came in and a reduction of a half-ounce or more in net contents."

She praised the AFA, whose moves toward self-regulation produced the Better Business Bureaus and "helped design and create" the Federal Trade Commission. Then she added that the government is not out to "wreck advertising as it exists today—and it couldn't even if it wanted to..."

She urged the advertisers to work with government in educating and criticizing each other, "and before we criticize, let us communicate with each other."

Ad Code • Discussion of the advertising code, efforts to improve the profession's "image" and several films occupied the Wednesday afternoon session, which was conducted by Richard L. Ryan, chairman of the AFA-AAW Joint Commission.

The code, drafted last May by committees of the AFA, the AAW and the Association of Better Business Bureaus (Broadcasting, May 18, 1964), emphasizes truth, responsibility, taste and decency in advertising and condemns disparagement of competitors and "bait" advertising.

Charles Farran, chairman of the Advertising Improvement Committee and president of Griswold-Eshelman, formally presented the code, summarized government and industry reaction to it,
Eldercare...better care than Medicare

Here's why the Herlong-Curtis Eldercare Bill, HR 3727, is the best answer to the health care needs of people over 65

MORE BENEFITS FOR THE ELDERLY

Eldercare would provide a wide range of hospital and medical services for the elderly—much more than Medicare.

<table>
<thead>
<tr>
<th>Service</th>
<th>Eldercare</th>
<th>Medicare</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physicians' Care</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>Surgical Costs</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>Drugs—in and out of Hospital</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>Hospital &amp; Nursing Home Charges</td>
<td>YES</td>
<td>YES</td>
</tr>
</tbody>
</table>

LESS COST TO THE TAXPAYERS

Eldercare offers more care for the elderly who need help, but would cost less because it does not provide benefits for the wealthy and well-to-do. Eldercare would not require a new payroll tax. It would be financed by federal-state funds through a program that already exists.

Your doctors, who care for the elderly, support Eldercare because it also assures free choice of physician and hospital...provides for protection through Blue Cross, Blue Shield and health insurance policies...and lets people over 65 qualify for benefits before illness strikes—without a welfare type investigation.

WRITE TODAY!

Urge your congressman and senators to vote for Eldercare
(The Herlong-Curtis Bill, H.R. 3727)

The American Medical Association

and received a suggestion from the floor that rule number two be changed to require proof for objective advertising claims, rather than all claims, as the wording now implies.

He was followed by Charles W. Collier, president of the AAW, and Frank Kenesson of N. W. Ayer & Son, who reviewed plans to improve the profession's image and recruit new talent. A demonstration of public service material for television, radio and print media, following the "Should your son become an advertising man, like David?" theme (Broadcasting, Feb. 1) accompanied their report. Some misgivings were expressed over use of the spots without proper sponsor identification, but the consensus was that a tag line listing the name and address of the local advertising club would both satisfy the FCC and aid the campaign.

Two films concluded the session. One, an NBC News production on merchandising in Russia, is available from the network for $50. The other, "The Velvet Curtain," illustrated the necessity of voting and precinct work to secure political action favorable to the ideals of the professional man.

Humphrey says system is good

An opening day luncheon speech by Vice President Hubert H. Humphrey was the highlight of the annual midwinter convention of the Advertising Federation of America and Advertising Association of the West in Washington last week (see page 39).

More than 400 delegates heard the Vice President speak of advertising as "a part of our profit system, part of our economic system. When you can put something with good economics and good ethics into one package, you have a package that's salable."

At an orientation session Tuesday morning, the AFA-AAW delegates were told by Robert K. Gray, vice president, Hill & Knowlton, Washington, that advertisers "need to sharpen to a fine edge their awareness of current public thinking."

Mr. Gray warned that the advertising community "dare not let the idea go unchallenged that advertising is a fierce antiscorial business, a monster against which the public needs protection...With the story the advertising industry has to tell, it should be its own best customer."

Bryce N. Harlow, Washington representative of Procter & Gamble, spoke of the 27 members of Congress, the "5% of the congressional membership [who] can amend, reject, or enact into
law programs fateful to the advertising industry of America."

Referring to the majorities in the House and Senate Commerce Committees (17 in the House, 10 in the Senate), Mr. Harlow said "in an era in which injunctive authority of the Federal Trade Commission can be seriously advanced by high officials of government—surely it behooves one to devote some mind and muscle to the likes and dislikes, biases and predelictions of the 27 men who exercise this decisive power."

He said maintaining good relationships with these members of Congress was "not simply good citizenship. It is hardheaded business realism. It often means dollars and cents in profits. It may well mean avoidance of economic disaster. Many are the times it means keeping the 'free' in free enterprise."

**AFA group to study tax-free ad reserves**

Using tax-free advertising reserves, built up during good business years, to prime the economy during periods of dull business activity will be studied by a special committee of the Advertising Federation of America.

The committee, with Arno H. Johnson, vice president and senior economist of J. Walter Thompson Co., as its chairman, will study the proposal made by the AFA executive committee in a special session last Wednesday (Feb. 3). Also named to the committee was James Kobak, of J. K. Lasser & Co., the AFA accounting firm.

The proposal came during the annual midwinter AFA-Advertising Association of the West conference in Washington (see page 39). Charles Collier, AAW president, said members of his group's executive committee favored the AFA move.

The tax-free reserves plan was first outlined in 1947 by Alpheus C. Beane of Merrill, Lynch, Pierce, Fenner & Beane. The most recent advocate was Norman H. Strouse, chairman of JWT, who spoke of it to a New York audience several weeks ago.

Setting up the plan would require special legislation, which according to Mark Cooper, AFA president, "has been long-needed and our federation is proud to take the lead in doing something about it."

Mr. Cooper said there are "several problems to be solved before truly workable plans" can be evolved, but he did not consider these insurmountable. If such legislation comes into being, he said he felt sure "it will receive the serious consideration of President Johnson, who has shown a great under-

---

"Buy-Pass" an effective buying power of $2½ Billion? Of course not! And effective coverage means Channel 2 . . . offering the most complete coverage of the Tulsa market, with bonus coverage in Kansas, Arkansas and Missouri.

---

**KV O02 TV**

Represented Nationally by **Edward Petry & Co., Inc.**
standing of business's problems . . ."

As outlined by the AFA, the plan would work this way:

A company sets up a contingency ad fund at the start of its fiscal year. The Treasury Department would allow a tax deduction on the fund as a business expense for that year, after establishing necessary safeguards to insure that the money would be spent during a specified period. The deduction would be the same whether all or part of the fund was spent during that fiscal year.

If business was good, this plan would allow the firm to spend only a small portion of the fund. However, if a business slump set in, the company would be able to pump a greater portion of the fund into the economy.

Also in advertising . . .

Maxon moves - Maxon Inc., New York, has moved into quarters in the new J. C. Penney Building at 1270 Sixth Avenue. Maxon bills $50 million in domestic media and $10 million abroad.

Ford spot a hit - A one-minute animated commercial for the Ford Motor Co. (J. Walter Thompson) was awarded the gold medal of the Society of Illustrators. It was produced by Mogubugb Ltd., New York. Irene Trivas was the designer and Ed Smith the animation director of the commercial.

New office - Campbell-Ewald Inc., San Francisco, has leased a four-story office building at 574 Pacific Avenue for its western headquarters. The agency also has an option on another building at 560 Park Avenue. Facilities of Fletcher Richard, Calkins & Holden Inc., recently acquired by C-E, will be consolidated in the new building.


Agency merger - Wyatt, Dunagan & Williams, Dallas-based advertising and public relations agency, has acquired Steve Gardner Associates of Los Angeles. WD&W opened a branch office there in December following its appointment as agency for First Western Bank & Trust Co. Dunlap Clark, vice president of WD&W is office manager. Offices are at 548 South Spring Street. Telephone: Madison 8-0517.


Ac'cent puts accent on TV

Ac'cent, one of radio's larger advertisers in 1964, is placing all of its broadcast budget—estimated at $4 million—in television during 1965. A campaign has been launched on NBC-TV with additional TV spots in the top 10 markets.

Ac'cent International, division of International Minerals and Chemical Corp., Skokie, Ill., bases the switch in media on its belief that "sight, sound and motion are necessary in advertising" to accomplish the introduction of its new marketing campaign.

The TV commercials, prepared by Needham, Harper & Steers, Chicago, feature the sound of a bugle playing "Revelle" and stress the idea that Ac'cent "wakes up" food flavor. Each time the woman in the commercial (see above) opens the package of Ac'cent she hears the bugle call—played one time in waltz tempo, another time with a jazz beat.

Ac'cent's radio sponsorship was in both spot and network and, according to R. S. Mason, the advertiser's supervisor of marketing, radio was responsible for taking a "little-known brand name and turning it into a household word in over 90% of the U.S. homes."

Agency appointments . . .

- Eureka Williams Co., Bloomington, Ill., floor care products, moves account to Young & Rubicam, Chicago, effective April 1, leaving Earle Ludgin & Co.
- Associated Brewing Co., Detroit, for Pfeiffer Beer, a regional brand, names J. Walter Thompson Co., Chicago, which already handles Sterling Beer, another regional brand of Associated's subsidiary, Sterling Brewing Co., Evanston, Ind. Simons Michelson Co., Detroit, which has handled Pfeiffer, continues to handle Associated's Schmidt Beer.
- Taylor-Reed Corp., Glenbrook, Conn., has named Bliss/Grunewald Inc., New York, to succeed Hicks & Greist, that city, for its Cocoa Marsh milk additive. Account this year will budget $600,000 for advertising with approximately 90% in television, in 50 major eastern markets.
- Ward Baking Co., New York, has appointed Richard K. Manoff, that city, effective today (Feb. 8). The account, formerly handled by Grey Advertising, New York, bills approximately $1.5 million, and has been a heavy spot TV user in past years.

U. S. hearing starts on Regimen case

A federal district court heard arguments last week on a pretrial motion of Kastor, Hilton, Chesley, Clifford & Atherton to prevent a guilty plea it made in a New York county court from being used against it in a case brought by the U. S. government.

Both the state and federal actions involve charges of preparation of fraudulent advertising for Regimen No-Diet reducing pills, the product of a former Kastor, Hilton client, Drug Research Corp. (Broadcasting, Feb. 3, 1964).

The case has taken several turns in recent weeks as the agency has sought to change to not-guilty an earlier guilty plea in the New York county court. The earlier guilty pleading had itself been reversed from an original not-guilty entry (Broadcasting, April 20, 1964).

Last week the agency's attorney, Joseph Bill, asked Judge John R. Bartels of the Eastern District Court in New York to postpone arguments on the "motion to suppress"—that is, the motion to keep the guilty plea from being entered as evidence in the federal case—until the New York county court reached a decision on the change-of-plea matter. Judge Bartels denied the request, but said he would withhold decision on the motion temporarily in hopes that the New York court decision might precede his own.

In the federal indictment the agency, Drug Research Corp. and two of its principals and a product-testing company are charged with preparing false "climcal test results" and passing them in the form of advertisements to national media including the three television networks.

When the agency changed its plea to guilty in the state court last April it said it did so in view of a consent degree entered into by Drug Research Corp. At that time Kastor, Hilton stated that under New York state law "mere place-
Fresno is the nation’s #1 agricultural county

and BEELINE RADIO KMJ is the way to reach this prime California market

Pine Flat Dam is only one of the vast water sources that contributes to the agricultural fertility of the inland valley. Here many people live and work—people you want to reach because of their buying power. The way to do it? Beeline Radio KMJ. And KMJ is only one of four Beeline stations—the key to California’s rich inland valley and Western Nevada.

McCLATCHY BROADCASTING COMPANY delivers more for the money in inland California and Western Nevada

PAUL H. RAYMER CO. • NATIONAL REPRESENTATIVE
ment" of misleading advertising would constitute its liability. It said the state case should not be confused with the federal indictment.

Martin Pollner, assistant U. S. attorney, argued in the district court last week that the television commercials involved in the state case were identical with those in the federal proceeding.

Kastor, Hilton has also requested "severance" of its case from those of the other defendants in the federal proceeding. This petition has not been ruled on by the court.

Two cigarette label bills introduced

Two different bills that would require that cigarette package labels—but not advertising—carry health warnings were introduced last week by Republican congressman who introduced somewhat similar legislation in the 86th Congress.

HR 4007 by Representative Ancher Nelsen (R-Minn.) would require label warnings only; HR 4244 by Representative Paul A: Fino (R-N.Y.) would require labels to include the nicotine and the tar content of the cigarettes.

Both bills have been referred to the House Commerce Committee whose chairman, Representative Oren Harris (D-Ark.), has said hearings on smoking would have priority among his committee's legislative business this session.

Business briefly... Illinois Bell Telephone Co., Chicago, through N. W. Ayer & Son there, will sponsor semi-finals and finals of the Illinois high school basketball tournament March 19-20 on a network of 13 TV stations throughout the state. Illinois Bell has sponsored the games on TV for 14 years.

Carbonated Beverage Can Makers Committee Inc., newly formed group, through BBDO, both Pittsburgh, will run an 11-week spot radio campaign in 56 markets, beginning in mid-May. The campaign consists of one-minute announcements.

RAB to offer new radio ammunition

A new presentation will be given to advertising agency creative departments over the next few months to dramatize "the selling power of sound," Edmund C. Bunker, president of the Radio Advertising Bureau, told a meeting of the Pittsburgh Advertising Club last week.

"The RAB creative presentation integrates a live commentary by an RAB executive with examples of "outstanding national and regional commercials from RAB's commercial collection," Mr. Bunker reported. He said the purposes of the presentation are to show that radio is a highly effective sales medium and deserves the top creative talent available, and that radio commercials are at their highest professional level, due, in part, to the support of the nation's largest advertisers.

Mathes drops 30-year Ludens Inc. account

The J. M. Mathes Co., New York, announced last week that it would terminate a 30-year relationship with Ludens Inc., Reading, Pa., effective April 30, "for reasons of broad policy disagreement that could not be resolved."

Ludens (for its cough drops and candy products) billed approximately $750,000 in 1964—with about 10% of this amount in spot radio and TV.

The company in recent years had devoted approximately 60-70% of its advertising budget to network TV participations, and the switch to print by Ludens during 1964 was one area of disagreement between the company and Mathes, according to an agency source.

Purolator drops JWT

Purolator Products Co., Rahway, N. J., manufacturers of oil filters, has moved its account from J. Walter Thompson and, reportedly, will settle with a new agency headed by George F. Clarke, former supervisor on the Purolator account at JWT.

Though Purolator representatives refused to comment on the separation, it was reported that approximately $1 million in TV billing is involved in the move. Purolator had been at JWT for the past 16 years. Mr. Clarke, who was with the agency for nine years, resigned last month.

New NBC-TV sponsors


Also on NBC-TV, the Institute of Life Insurance, through J. Walter Thompson Co., and the SCM Corp., through BBDO, all New York, will co-sponsor Inter-American Highway; Bridge of the Americas, a news special in color on March 23 (10-11 p.m. EST).

Spot radio to back up TV suggested

A presentation released last week by the Edward Petry & Co. station representation firm, urges television advertisers to add spot radio to their schedules to reach the "bottom 40% of the TV audience who are light viewers."

The brochure, prepared under the direction of Ben H. Holmes, vice president of Petry's radio division, cites research material from various sources to show that the lower 40% of TV's audience accounts for only 15% of the TV viewing. It adds that radio listening is maintained at a substantial level regardless of the amount of TV viewing.

The presentation cites case histories of advertisers, including Alberto-Culver, Eastman Kodak and Best Foods, who used a combination of TV and spot radio to solve specific marketing problems. Petry also claimed that the addition of spot radio to a TV schedule can bolster frequency at a low cost and can improve memorability of a TV message through repetition.
Their neighbors in Southeastern Asia are listening, too.

For years, All India Radio system has been a most important means of communication for millions of Indians. Sometimes the only means.

And now, their neighbors in Southeast Asia can listen to All India broadcasts, too. Because four new transmitters, recently added to All India Radio's installation near New Delhi, boost the system's range.

These transmitters were manufactured by ITT's Australian subsidiary, Standard Telephones and Cables Pty. Limited.

Radio broadcast equipment to help bring All India Radio to all of Southeast Asia is only one of many ITT projects bringing better telecommunications to this area.

ITT companies are also providing India with modern telephone switching equipment, South Viet Nam with a 9-city microwave communication system, Malaysia with a multi-channel radio link, the Philippines with a nationwide telecommunication system, and Manila International Airport with a fully integrated system of communications, navigational controls and weather recording devices.

These are the kind of activities in 115 countries around the world that have helped to make ITT the world's largest international supplier of electronics and telecommunications.

**THE MEDIA**

**Color TV receivers**

What the new NAB president faces

**HERE'S HOW WASILEWSKI SIZES UP THE PROBLEMS OF HIS JOB**

After 15 years as a crew member Vincent T. Wasilewski has assumed the helm of the National Association of Broadcasters. Now for the next five months, accompanied by a co-captain, Mr. Wasilewski expects to be on a "shakedown cruise."

Mr. Wasilewski, who was elected president of the NAB on Jan. 26 (Broadcasting, Feb. 1), had been running the association as its executive vice president since last August when LeRoy Collins resigned to take a presidential appointment as civil rights conciliator.

However, Mr. Wasilewski will have company on the fourth floor of NAB's Washington headquarters. Willard Schroeder, WOOD-AM-FM-TV Grand Rapids, Mich., and chairman of the NAB's joint board of directors is due to begin duties today (Feb. 8) at the association's head office.

Mr. Schroeder will inaugurate the new policy of the boards, which calls for the chairman to spend most of his time in Washington as additional "executive manpower." Although Mr. Schroeder will not stay on after his board term expires in June, the next board chairman is due to be a paid executive serving for at least a year.

In an interview with Broadcasting last week, Mr. Wasilewski said he doesn't expect the fourth floor to become overcrowded under this double occupancy plan and feels that Mr. Schroeder, after his tenure in Washington, will be in a better position to advise the board regarding future action.

But Mr. Wasilewski is the president and the man who is responsible for implementing the board's wishes and seeing that the staff functions smoothly.

No Big Changes - Although there are no major staff changes planned, he says he is "contemplating an assistant for Sherril Taylor," vice president for radio, and adding another assistant to the broadcast management group.

The assistant for Mr. Taylor is an indication of the emphasis Mr. Wasilewski intends to put on radio, which he says is "underpriced and has had trouble getting paid its worth."

There are several areas in which the NAB has "rough problems" in Mr. Wasilewski's eyes. At the top of the list he puts community antenna television and cigarette advertising.

Although the NAB and National Community Television Association have come close to agreement on many points on CATV regulation, there is still one major point in dispute: 15-day duplication vs. simultaneous duplication. Subcommittees of the two groups have a meeting tentatively scheduled for Phoenix, Feb. 20 (see page 23) and Mr. Wasilewski says the NAB still has "hopes of agreement."

"We are pretty well committed to the 15-day protection feature," he admits, and if no agreement can be reached then "I guess everybody goes his own respective way."

On Cigarette Ads - As he tried in vain to keep one of his ever-present cigars lighted, the NAB's new leader discussed the mounting concern over cigarette advertising. He feels the current restrictions, imposed by the tobacco manufacturers themselves, are sufficient.

"I think the public has been well informed of all surveys and research," he said, and it seems incongruous that you are allowed to advertise a legitimate product and then have to add a statement that this could be injurious to your health. It doesn't make much sense." He feels label requirements on the package, as proposed in Congress, should be sufficient to meet the problem.

The NAB president has no doubts about the worth of his organization. If self-improvement of the industry was the only reason for its existence, the NAB has proved it is effective, he feels. Probably the greatest problem the NAB has, Mr. Wasilewski said, is "communication with our members." It's something the NAB is trying to overcome.

One area of strengthening the association is to keep the members informed of "the complexities of policy positions," he said. And to this end, he intends to have more discussions at the staff level.

He cited the "excellent" work of Paul Comstock, vice president for government relations, and John Couric, vice president for public relations.

Research - Mr. Wasilewski spoke with pride of the direction NAB has been moving in media research. He feels that research making radio and television more useful to advertisers and bringing about more public awareness of a broadcaster's community responsibility to its carrier, upon the carrier's application for renewal or "modification" of its service, regardless of whether a specific benefit to the CATV system is involved.

All common carrier licenses are due for renewal Feb. 1, 1966.

The commission now conditions microwave authorizations to serve CATV's on the assurance the CATV's will not transmit programs for 15 days before and after they are carried by a local station and will carry the station on its cable.

The commission said this condition applies not only to new CATV's but to existing ones that receive "any improvement in service" from the CATV's.

Conditions are not applicable, since there has been no change in the status quo," the commission said. "We wish also to make clear, that with the adoption of final rules in this area, such rules would be fully applicable to all CATV systems served by a common carrier," the clarification added.

The clarification of the interim policy was contained in an order relating to a petition filed by WAGN-TV Presque Isle, Me. Besides requesting the clarification, the station asked the commission to reconsider a microwave grant it made to a carrier serving CATV's in Madawaska, Me. The station asked the commission to clarify conditions and revise the order to take into account the criteria set by the commission.

CATV microwave rule clarified

The FCC said last week that only those community antenna television systems specifically benefitting from a microwave authorization need give nonduplication protection to a local television station.

The commission made the statement in a "clarification" of the interim conditions it attaches to microwave grants during the pendency of rulemakings to require CATV's to protect local sta-
sponsibility is mandatory.

Research, he noted is expensive and he said that one-fifth of the NAB budget is now tied up in study projects, including the All-Radio Methodology Study that NAB is co-sponsoring with the Radio Advertising Bureau. The continuing study of public attitudes toward radio and television “can give us some beneficial information but it could be very costly.”

However, broadcasters have been coming up with a greater awareness of their social responsibility, “of their true importance,” he said, “at times it’s rather overwhelming. It used to be that NAB was more a business protection-type organization, but research has changed that identity and attitude.”

As former chief counsel of the NAB, Mr. Wasilewski is familiar with the workings of the FCC and Congress, and he has some strong feelings on what those bodies should be doing.

The new president said he would like to see the various facets of broadcasting and political thought get together in the “area of freedom to program and let the broadcaster on the scene use his own best judgment.” He feels that less regulation would be more of a help to the industry, socially and economically, than would more “governmental encroachments. Liberals and conservatives should reach the same conclusion—even if for different reasons—that less government regulation is the best regulation.”

He expects mistakes to be made in the industry, if for no other reason than it is moving so fast. Broadcasters, “who are basically honest men, have enough troubles without being second guessed in Washington,” he said.

On The Hill = The NAB chief feels that broadcasters may get a break in this session of Congress in the form of a longer license period. But he doubts if there will be any legislative relief from the perennial foe of the broadcaster—Section 315.

The license period, if extended from three to five years, would be as good for the FCC as the broadcaster, he said, since it would cut the commission’s paper work by 40% and leave it with just as much jurisdiction. However, in the field of equal time, he said, congressional action may be somewhat slower. He feels the industry’s position calling for outright repeal of Section 315 “is still the best idea.” He said the support of Newton Minow, former FCC chairman, in seeking repeal of Section 315 is good (BROADCASTING, Feb. 1), but “I don’t like his conditions or qualifications.” Mr. Minow wants broadcasters to give free time to political parties (BROADCASTING, Feb. 1).

But, the NAB president added, “if you ask me if I see repeal in the next two, three, four or five years—I don’t.”

Continued Growth = He anticipates no cutback in the growth pattern which NAB has experienced in recent years. The association, he feels, has been “solidly accepted” by members and numerically there has been an increase in membership. In the future he sees a larger number of station members. As the UHF’s take to the air, he feels they will be joining the NAB since they “will need us and we intend to serve them as we have the others.”

The work of the NAB Code Authority has been going “rather smoothly,” Mr. Wasilewski noted. He said there is “definite concern” about motion picture advertising but the NAB “doesn’t want to demand anything” of the motion picture industry.

The new NAB president intends to be a leader whose actions take the place of verbosity. “I think it’s more important to be in the office day-to-day,” he said, “than to be out making speeches. But you have to do some of both and keep a balance.”

Still trying to keep the cigar going, he added, “I wish I could say just how highly gratified I am by all the congratulatory wires and messages I’ve received.”

---

Revocation asked for Oregon station

The FCC was urged last week to revoke the license of KZBY Salem, Ore., for “willful concealment” on the part of B. Loring Schmidt and C. O. Fisher of the existence of three contracts which resulted in the station’s sale in 1957 from Mr. Schmidt to a company controlled by Mr. Fisher.

The request was made by W. Gordon Allen, former owner of KGAY Salem, and currently listed in the FCC’s files as 25% stockholder in Salem Broadcasting, licensee of KZBY. Other stockholders in KZBY, each holding 25% interest, are Mr. Fisher, Nancy Fisher Harrison, and Jane Fisher Whitbread.

Mr. Allen alleges that in 1956, Mr. Schmidt, at that time licensee of KZBY (then KOCO) and Mr. Fisher, president of Salem Broadcasting, deliberately failed to note on a transfer application the existence of two contracts through which Mr. Fisher purchased the station.

These contracts allegedly enabled Mr. Fisher, without the commission’s knowledge, to assume premature control and direction of the station’s selling and programming operations. The transaction between Messrs. Schmidt and Fisher reportedly was presented to the FCC on the transfer application filed Nov. 15, 1956, as an “oral agreement.”

Mr. Allen also alleges that the two parties falsified the original plan of financing the station’s purchase. According to Mr. Allen’s petition, the four principals of Salem Broadcasting were to have each paid $7,500 to the company for the purchase and continued operation.

The company, however, reportedly paid Mr. Schmidt with 25% interest in the new licensee. Mr. Allen also noted that Mr. Fisher has recently acknowledged that neither he nor the other three stockholders of the company ever paid the $7,500 as represented to the commission.

Mr. Fisher’s disclosure of the non-payment was reportedly obtained as testimony in a law suit in Oregon filed against Mr. Allen by Robert P. Sweeney, also a former 25% owner of KZBY. Mr. Sweeney reportedly has sued Mr. Allen for failing to honor an alleged agreement of March 1963 whereby Mr. Al-
Mr. Allen asserted, however, that the alleged agreement "was obtained by fraud, conspiracy, and willful and knowledgeable misrepresentation." He contended that the agreement is therefore rescindable and that he has no interest in the station.

Other stations owned by the three principals of Salem Broadcasting, excluding Mr. Allen, are KUGH-AM-FM Eugene and KUMA Pendleton, both Oregon. Mrs. Harrison also owns 50% of Salem Television Co., which was granted a construction permit last week for a new television station on channel 3 at Salem. Mrs. Harrison's husband, Robert, also owns 25% of the TV permittee.

Bureau still wants some Paterson answers

The Broadcast Bureau recommended last week that the FCC reject an agreement between Trans-Tel Corp., Spanish International Television Co. and Bartell Broadcasters Inc., applicants for last week a joint venture in which Spanish International and Trans-Tel would each hold a 50% interest.

In adopting its recommendations, the bureau said it has no objection to Bartell's dismissal but the terms of the agreement between the other two parties "constitutes a frustration of the commission's processes. . . [and] would merely result in an ultimate delay in the resolution of the serious basic qualification issues raised against SITC."

The issues directed against SITC include whether the company is controlled by aliens or a corporation organized under the laws of a foreign government, and the extent of involvement of Emilio Azcarraga, a Mexican citizen and TV magnate, in Spanish International.

The bureau said that it is convinced SITC intends to exercise its option and acquire the controlling voice in the operation and that Trans-Tel has no present intention of constructing the station until SITC assumes its role in financing the joint venture.

NAB convention to hear Henry and Wasilewski

FCC Chairman E. William Henry and Vincent T. Wasilewski, president of the National Association of Broadcasters, will be featured speakers at the NAB's 43rd annual convention in Washington, March 21-25.

Mr. Wasilewski will speak, at the opening luncheon, March 22, and Mr. Henry will speak at the second-day luncheon.

Other highlights of the convention will be presentation of NAB's Distinguished Service Award to Leonard Goldenson, president of American Broadcasting-Paramount Theaters at the opening general assembly; presentation of the NAB Engineering Achievement Award to Edward W. Allen at the Wednesday luncheon of the Broadcast Engineering Conference; a Wednesday afternoon management session with all FCC commissioners appearing on the panel; a panel session on Monday "Where Does Government Regulation Stop?"; and a government reception Tuesday evening.

Changing hands

ANNOUNCED • The following sales of stations were reported last week subject to FCC approval:

- KKIT Taos, N.M.: Sold by Jack Hawkins to Stephen A. Machcinski for $125,000. KKIT is on 1340 kc with 1 kw day and 250 w night. Mr. Machcinski has an interest in WICC Bridgeport, Conn., and KRAK Sacramento, Calif. Mr. Hawkins retains ownership of KUTA Blanding, Utah, and his interest in KVPC Cortez, Colo., KJUN Pecos and KVLF Alpine, both Texas. Broker: Hamilton-Landis & Associates.

- WBL Leesburg, Fla.: Sold by T. K. Cassell to Alpha B. Martin for $110,000. WBL is a 5 kw daytimer on 1410 kc. Broker: Blackburn & Co.

APPROVED • The following transfers of station interests were among those approved by the FCC last week (for other commission activities see For The Record, page 80).

- WITH-AM-FM Baltimore: Sold by Thomas G. Tinsley Jr. to Hazard E. Reeves and associates for $1 million. Reeves Broadcasting owns WSUN-TV Charleston, S. C., and WHTN-TV Huntington, W. Va. WITH is on 1230 kc with 1 kw day and 250 w night. WITH-FM is on 104.3 mc with 20 kw.

- WMFJ Daytona Beach, Fla.: Sold by John Creutz and Jack Siegel to James W. Walter for $250,000. Mr. Walter has interest in WBAM-AM-TV Columbia, S.C.,
and wspa-tv Montgomery, Ala. WMFJ is on 1450 kc with 1 kw day and 250 w night.

- KRIG Odessa, Tex.: Sold by Bayard C. Auchincloss to Earl J. Garrison, R.D. Brown and D. L. Adcock for $125,000 plus $25,000 covenant not to compete for five years within 50 miles of Odessa. Mr. Garrison owns kwyw Vernon, Tex. KRIG is 1 kw fulltimer on 1410 kc.

- KAWA Waco-Marlin, Tex.: Sold by Peter Miller to Delwin W. Morton, Orman L. Kimbrough and Texas Capitol Corp. for $150,000. Messrs. Kimbrough and Morton own kees Gladewater, Tex. KAWA is a 10-kw daytimer on 1010 kc.

Terre Haute TV merger gets OK

The FCC last week approved the merger between Illiana Telecasting Corp. and Fort Harrison Telecasting Corp. and then granted the resultant applicant, Illiana Telecasting, permission to construct a new TV station on channel 2 in Terre Haute, Ind.

Previously Fort Harrison Telecasting and Livesay Broadcasting Corp., a third applicant, had merged.

The permittee is presently owned by Illiana Telecasting with 40% interest, Fort Harrison Telecasting also with 40% and Livesay Broadcasting with 20% interest.

James R. Livesay, 12.66% stockholder in Livesay Broadcasting, becomes president of the permittee, while John T. Gelder Jr., currently general sales manager of wtrf-tv Wheeling, W. Va., will be vice president and general manager.

Jenkins doesn't appear

Walter W. Jenkins, former aide to President Johnson subpoenaed to testify to a Senate investigating committee about charges relating to advertising time sold on a television station owned by the Johnson family, failed to appear as ordered last Thursday (Feb. 4).

Mr. Jenkins was represented by his lawyer and a psychiatrist who said the witness shouldn't be forced to testify because of the stress of interrogation.

The representatives also reportedly failed to provide the Senate Rules and Administration Committee with data named in the subpoena.

Mr. Jenkins is charged by a Washington area insurance agent who testified last year with having pressured him into buying more than $1,000 in time on ktbv-tv Austin, Tex., after he had sold the then-senator Johnson a large life insurance policy in 1957 (Broadcasting, Feb. 1).

New York UHF plans start in late April

The New York City area's first commercial UHF station, wnju-tv Linden-Newark, N. J., is preparing to go on the air in late April with a prime-time evening schedule of programs devoted approximately 60% to Spanish-language, 20% to Negro-oriented and 20% to Italian, Jewish and other ethnic programming.

Edwin Cooperstein, president and general manager of the station, revealed last week that the precise air date will depend on how soon the station's transmitter is installed on the Empire State Building. The station has bought more than $1 million in equipment and services from RCA.

WNJU-TV will be on the air from 3 p.m. to 7 p.m. each day with programs of interest to New Jersey residents, consisting of service and entertainment programs of interest to women and children and news and public affairs segments. Its prime time schedule, running from 7 p.m. to midnight, will consist of 19 hours a week of Spanish-language shows, seven hours per week of Negro-interest programs and seven hours a week of presentations appealing to other ethnic categories. From midnight to 7 a.m., the station will remain on the air with a slide-and-music service of color art and with news and weather reports on the hour.

Mr. Cooperstein is hopeful that some of the entertainment programs starring leading Negro and Spanish-American personalities can be syndicated to other stations.

WNJU-TV has appointed Pabco Representatives, New York, as its national sales representative. The station has set an $800-an-hour time rate for its prime-time schedule, while daytime is one-half of this rate.

New TV stations

As of Feb. 4 there were 106 television construction permits outstanding for stations not yet on the air. Of these 20 were commercial VHF's, 58 were commercial UHF's, 5 were educational VHF's and 23 were educational UHF's.

WHAT IS YOUR STATION WORTH?

Over the years the firm of Hamilton-Landis and Associates, Inc. have formerly appraised many millions of dollars worth of broadcast properties.

These appraisals have been made for various reasons. Some were for the purpose of a station obtaining a bank loan. Others for insurance reasons. And many because the owners wanted to establish sale prices.

We will be happy to provide you with a realistic evaluation of your holdings documented in an attractively bound report. Our services are thorough and the price reasonable.
State heads get D. C. briefing

NAB executives, government spokesmen laud progress already made, discuss problems still to be solved

Delegates to the 10th annual state presidents conference of the National Association of Broadcasters last week got some encouraging words on radio program reporting forms and an optimistic outlook from the NAB Code Authority.

At the opening session of the two-day (Feb. 4-5) meeting in Washington, the industry outlook was given by Douglas A. Anello, NAB general counsel; Paul Comstock, NAB vice president for government affairs, and Howard Bell, director of the code authority.

Thursday afternoon the broadcasters were told they should fight harder to gain access to news events and heard a call for a “grassroots, shirtsleeves program” to give foreign broadcasters practical training at U. S. stations.

Vincent T. Wasilewski made his first public appearance as new NAB president at the opening session, and he told the delegates he was “delighted” to see the growth of the state associations.

Another early speaker, Representative Oren Harris (D-Ark.), chairman of the House Commerce Committee, called Mr. Wasilewski’s elevation to the presidency “a well-deserved promotion” and told him, “I do not know of a greater tribute than what has been given to you.”

Mr. Harris expressed pleasure at the work of the NAB and National Community Television Association in trying to reach a unified front on community antenna television regulation. Then he added, “I’m sure we’ll hear from you—if you ever get together.” (NAB and NCTA subcommittees have had several meetings on CATV regulation but are still deadlock over a duplication provision [see page 23]).

Something Better * In a panel discussion by the NAB staff, Mr. Anello said the new radio reporting form would be a “vast improvement over what the commission originally proposed.” He said the form is “actually better” than the one now in use, since it has “much less onerous commercial aspects.”

Mr. Anello doubted that the form would become effective until sometime in 1966, because to properly use the form the FCC will have to propose new logging rules, which would go into effect 60 days after the reporting form is introduced.

Mr. Bell told the convention delegates that the code authority has been trying to accentuate the positive values as opposed to referring to the code as a defensive mechanism.

He attacked the position of FCC Commissioner Robert E. Lee, who a week earlier had told Georgia broadcasters that too many people in the industry were using the codes as a “crutch” (Broadcasting, Feb. 1).

Mr. Bell said 43% of radio stations are now code subscribers and that his office still aims to have at least 50% of the radio stations in the country as code members by the end of the current fiscal year, March 30. There are now 17 states, he said, with more than 50% membership. He reported that 70% of all TV stations are code members.

The code director feels that broadcasters have made some progress in getting the code story across to the public and that broadcasters are aware that the code is a “positive benefit” that indicates “professionalism.”

Nothing New * Mr. Comstock said the one major problem facing the industry on Capitol Hill is the “same one we’ve had all along: freedom of expression in the broadcast media.”

He cited the fairness doctrine, Section 315 and proposed laws barring early reporting of election returns as all being “clearly in violation of the First Amendment.”

Mr. Comstock said there are demands for greater advertising controls, not only in cigarettes but in other areas. But he expressed doubt that the Federal Trade Commission’s rule regulating cigarette advertising would be harmful to broadcasters. He said indications are that Congress will support a labeling requirement but will stay away from advertising ties. Such ties, he felt, would be much more detrimental to radio than television since a statement that cigarettes could be injurious would have to be heard as clearly as the commercial message.

Responsibility * At the afternoon session, Frank P. Fogarty, executive vice president, Meredith Broadcasting Co., Omaha, and president of the Nebraska Broadcasters Association, reminded the broadcasters that they have the “right and the duty to cover the news.”

Mr. Fogarty, former chairman of the NAB’s Freedom of Information Committee, said the broadcasters should push for free and complete dissemination of information. He noted the U. S. Chamber of Commerce had pledged its support in this cause and he urged state and local groups to seek such action on their levels.

Jack W. Lee, vice president of Capital Cities Broadcasting and general manager of WSAZ-AM-TV Huntington, W. Va., proposed bringing broadcasters from other lands to the U. S., not as tourists to stroll around metropolitan code members, but to learn and work in American radio and television stations.

State Information * At a Thursday session on “State Activities,” the broad-
What's up Senate sleeve?

Increased funds for Magnuson group may mean more radio-TV inquiries

Is the Democratic leadership in Congress preparing an all-out, in-depth investigation of the broadcasting industry to determine who decides what editorial and news programs should be seen and heard by the American public?

Speculation along these lines was sparked last week when Senator Warren G. Magnuson (D-Wash.), chairman of the Senate Commerce Committee, made his justification for a $442,700 budget for his committee—$80,000 above what the committee received in the previous Congress.

Senator Magnuson is quoted as telling the Senate Rules Committee:

"In the field of communications, Senator Pastore [John A. Pastore, D-R.I.], who is chairman of the subcommittee, expects to go into the whole field of the use of radio and television stations as they effect the economic and political life of this nation. This is a very sensitive subject which is going to require—I know that Senator Pastore will do it right and solid—but he has to have two or three top people to aid him. That is getting more complex as we move along."

Senator Magnuson later said he hadn't meant to use the word "economic," only "political." He said that Senator Pastore's communications subcommittee this year would have added duties since it was taking over the work of the Subcommittee on Freedom of Communications (the watchdog group).

Because of this, Senator Magnuson said, Senator Pastore obviously needs more manpower.

Other Hill sources, however, read into the chairman's words the thought that the Pastore panel might become more active in studying and investigating the use of the airwaves for the expression of political opinion.

One of the reasons for this speculation is that Senator Gale McGee (D-Wyo.), a member of the Communications Subcommittee, for the past year has become more and more exercised about the dangers of the radical right. Only last week he commented that the right wing groups spent more in the presidential campaign than both political parties (see page 74).

The watchdog subcommittee, of which Senator McGee is a member, was established in 1959 to act as a focal point for complaints by members of Congress and congressional candidates on their treatment by radio and TV stations. It went out of existence with the conclusion of the 88th Congress (Broadcasting, Jan. 18). Its chairman was Ralph W. Yarborough (D-Tex.).

Record Sum — The rules committee approved the Commerce Committee's request on Feb. 3, the same day Senator Magnuson appeared before it. It still must be voted on by the Senate as a whole.

Investigations proposed by the Commerce Committee, reported in Rules Committee Report No. 54, would include these subjects in the communications field:

- CATV. The committee proposes to review this subject early in this session, the report says, and hearings are being planned.
- Political broadcasting. The committee will hold hearings on the expected bills to repeal or amend Section 315 (see page 70). The report goes on:

"In addition, awareness of the significance of the broadcasters' responsibilities under the so-called fairness doctrine of the FCC has been evident recently as a result of the various statements made by the commission on this subject matter. . . ."

- "The committee has and will continue to follow the commission's action and the broadcasters' operations very closely and will schedule hearings when and where necessary."
- Educational TV. A progress report on how the Educational Television Facilities Act of 1962 is working will be received from appropriate agencies in an open hearing.
- All-channel receivers. The committee believes, as the FCC has stated, that a nationwide competitive television service means at least three or more equal competitive networks. In what may be considered a veiled warning to the FCC to do something in this field, the committee reports states:

". . . The committee feels that the public is entitled to a truly nationwide competitive television service. In view of the past history of the commission on the subject of allocations in the television field, the committee will follow closely the actions of the commission to bring about conditions which will permit at least three networks, and more if possible, to compete equally, fully and freely in terms of access to the television homes and markets of the entire country."

Network Practices — In a rather cryptic paragraph, the report recounts what the FCC is doing and planning to do in its study of network practices. the
The days of updating are over. The days of television tape recorder performance inadequate to the demands of teleproduction are over. The days of equipment performance inadequate to the demands of color recording are over. The days when you are asked to pay upwards of sixty thousand dollars for a recorder that will be technologically bypassed in less than two years are over. Now—for the first time—there is a recorder so advanced it can make superb, broadcast-quality fourth generation black-and-white tape copies. Now—for the first time—there is a recorder capable of producing superb, broadcast-quality third generation color copies. The VR-2000 is revolutionary in conception: Ampex engineers made an exhaustive mathematical re-examination of the signal handling theory which had been the basis for all the recorders developed in the last nine years. Result: a new standard utilizing a new high-band carrier/deviation frequency of 7.06 to 10.0 Mc. The VR-2000 is revolutionary in execution: the new criteria called for the development of a completely new head assembly, a completely new mechanical design, a completely new signal electronics system, with built-in Intersync television signal synchronization. Result: a recorder with a S/N ratio up to 46 db; a basic frequency response to six megacycles depending on standard used; a transient response "K" factor of less than 2%; moiré so minimal as to be virtually nonexistent. Result: a recorder which provides a total teleproduction capability that even includes frame-by-frame animation (when equipped with the exclusive Ampex Editec System). Result: a recorder that delivers picture quality that has to be seen to be believed. Result: a recorder that marks the turning point of what can only be called a new era in television tape technology. Term financing and leasing available. For information call your Ampex representative or write: Ampex Corp., 401 Broadway, Redwood City, California.
SUPERB, BROADCAST-QUALITY FOURTH GENERATION DUBS.

AMPEX VR-2000
TELEPRODUCTION VIDEO TAPE RECORDER
FCC's request that hearings on $2400 in the last Congress (empowering the commission directly to regulate networks) be deferred until the agency completed its network study, and concludes:

"Hearings on any legislation in this field would be lengthy."

The committee also said it planned to hold hearings on space communications and the general field of a national policy on telecommunications, including the activities and operations of the Office of Telecommunications Management in the Executive Department.

Conditions stick on microwave appeal

The FCC has refused to remove the conditions it imposed on a license it granted a common carrier to provide microwave service to a community antenna television system in Burley, Idaho. Before obtaining the license, on Oct. 28, 1964, the carrier was operating on program test authority without conditions.

The commission acted on petitions for reconsideration filed by Idaho Microwave Inc., the carrier, and Cable View of Burley, the CATV. The action permits Idaho to continue relaying the signals of four Salt Lake City stations to Burley by extending the carrier's program test authority.

But the authority was made subject to the condition that the CATV involved protect the local station, KMVT (TV) Twin Falls, Idaho—that the CATV refrain from transmitting programs for 15 days before and after they are broadcast by the station and that the cable company carry the station's signals without degradation.

The case marks the first time the commission initially attached these conditions to a license. In previous cases, carriers were obliged to accept conditions in getting a CP. And Idaho Microwave attorney John P. Cole Jr. said an appeal will be taken to the U. S. court of appeals.

Idaho Microwave received its microwave CP on July 8, 1963, and began operating in October that year. That was two months before the commission instituted its "interim" policy of authorizing microwaves for CATV service subject to the nonduplication and carriage condition.

Station Asks Protection • However, in August 1963, KMVT asked the commission to reconsider its unconditional grant to Idaho Microwave. The commission, in its order released last week, said that KMVT's petition "placed Idaho on notice that a question as to whether the unconditional grant of its permit was in the public interest had been timely raised [and] that the commission was required to dispose of the petition before grant of the permit became final."

The commission did not attach conditions to the permit or set the permit application for hearing. But "as a matter of administrative and public convenience," it said, it decided "to deal with the license application." Accordingly, the commission granted the conditioned license.

Two weeks after it received the license, Idaho Microwave returned it with the request that the condition be removed. If the commission refused that request, it said, it would want permission to continue to operate on test authority "without condition, or if the commission deems it necessary, with condition."

The commission vacated the Oct. 28 grant and placed the application in the pending file to await the outcome of the rulemaking now being considered that would require CATV's served by microwaves to protect local stations by refraining from duplicating their programs and by carrying their signals.

Bartley Dissent • The commission vote was 4-2. Commissioner Robert T.
It processes films of superior image quality at projection speed. It provides finger-tip control... 1200-foot capacity... flexible development time.

But—What are the Viscomat Processor economics?

1 Because the operation of the Eastman Viscomat 16mm Film Processor is so automatic, skilled technicians are free to handle other functions. Processing is merely a matter of threading a leader, selecting the type of process, and pressing the "start" button. This is true push-button simplicity.

2 Chemicals aren't wasted, as they often are in conventional processing. Just the right amounts of viscous chemicals are applied to the film. And because the by-products of processing are washed away, film is always treated with fresh chemicals. What's more, the system prevents oxidation of the supply chemicals.

3 There's no time spent in mixing chemicals—they're packaged and pretested for immediate use. And since chemicals are used only once—then eliminated from the system—you never encounter the technical problems of replenishment. Now you can forget about running control strips, testing solutions and making complex adjustments and compensations.

4 Clean-up is a matter of a mere 20 seconds. The operator simply flips a switch and the interior sections are thoroughly washed. With conventional equipment, it might take a whole day to strip down and thoroughly clean a processing unit.

5 Only three square feet of floor space is required, thanks to the Eastman Viscomat Processor's compact design. This may represent a major economy—as well as a major convenience—for you. Service requirements are minimal—tempered water, a drain, and electricity.

The Eastman Viscomat Processor is part of a rapid-access 16mm film system that includes camera, films, processor and projector. For a booklet with complete details, write to:

MOTION PICTURE PRODUCTS SALES DEPARTMENT
EASTMAN KODAK COMPANY
ROCHESTER, N. Y.
CHICAGO, ILL.
NEW YORK, N. Y.
HOLLYWOOD, CALIF.

BROADCASTING, February 8, 1965
FM will chalk up another "first" when the National Association of FM Broadcasters holds its annual convention in the nation's capital March 19-21. It will be the new Washington Hilton hotel's first convention. Checking final arrangements in Washington last week were (l to r) Convention Chairman David J. Bennett, Triangle Stations; Louis Del Coma, general manager of the Washington Hilton; NAFMB Board Chairman Abe J. Voron, WOAI-FM (FM) Philadelphia, and NAFMB Treasurer A. Stanley Hamilton, WMAL-FM Washington.

Bartley in a dissenting statement in which Commissioner Lee Loevinger joined, called the imposition of conditions on Idaho's license to cover construction permit "grossly unfair. He also said it violated a Communications Act requirement that the commission issue a license in accordance with the terms of a construction permit unless it learns of something which would make the operation of the station "against the public interest."

The controversy with Idaho Microwave is the second one involving CATV's and KMVT recently. Two weeks ago, the Supreme Court refused to review a lower court ruling that went against the station in a case involving a CATV in Twin Falls (Broadcasting, Feb. 1). The ruling that was left standing held that the CATV was not violating the Idaho state contract law by using KMVT's signals without permission.

Heavy mail favors McIntire purchase

The controversy over the proposed sale of WXUR-AM-FM Media, Pa., to a group headed by the Rev. Dr. Carl McIntire has generated more than 1,000 pieces of mail—most of it urging approval of the transfer-of-control application.

Originally, the commission received some 40 letters and cards asking it to deny the application filed by the Faith Theological Seminary, which wants to buy 60% of the stations. Dr. McIntire, whose conservative views are heard on more than 500 stations, is president of the board of trustees of the seminary (Broadcasting, Dec. 7, 1964).

But then the pro-sale letters began pouring in, at the rate of 200 a week. Last week, commission officials said a breakdown showed 1,000 pieces of mail favoring the sale, 70 opposing it.

The switch came after Dr. McIntire publicized the controversy on his radio program, the 20th Century Reformation Hour, and in the Christian Beacon, the weekly newspaper he edits and publishes. The paper has a nationwide circulation of 32,000.

Much of the opposition to the sale comes from representatives of established Protestant sects and Catholic and Jewish organizations, as well as from civil rights groups. Dr. McIntire, a deposed minister of the United Presbyterian Church in the U.S.A., launched his own sect in 1936 and is now president of the International Council of Churches and pastor of the Bible Presbyterian Church in Collingswood, N. J. He has long been feuding with the National Council of Churches and has criticized the views of civil rights groups.

Opponents' Charges = Many of his opponents, who have asked for a hearing on the application, said he would have "a divisive" influence on the community and that he lacks the necessary "responsibility" to be a licensee. WXUR-AM-FM are the only local outlets in Media, although residents do receive signals from nearby Philadelphia.

The bulk of the support for the sale comes from individuals in all parts of the country. Many said that refusal to approve the transfer would amount to censorship. A number also said that, since the commission has permitted other religious groups to acquire stations, denial of the seminary application would constitute discrimination.

The controversy has led Dr. McIntire and the seminary's attorney, Benedict P. Cottone, to discuss, in communications with the commission, the possibility of a hearing on the application. Both asked that, if a grant cannot be made without a hearing, it be scheduled soon. They noted that the sale contract has an April 15 termination date.

Mr. Cottone also said that a drawn-out proceeding would not only kill the chance of acquiring WXUR but would serve as a bar to any other purchase the seminary might try to make. He said prospective sellers would not enter into a contract if they felt it would require them to undergo a hearing.

Application Under Study = Commission staff members last week said that processing of the application was near completion but that the commission itself would probably have to make the final decision as to whether the grant would be made without a hearing.

The staff has authority to approve transfers. But, so much controversy has surrounded the WXUR case that the staff would probably be reluctant to assume responsibility for a grant, even if it felt one should be made.

The seminary has sought to assure the commission that it would not transform the station into a mouthpiece for any one point of view. In its application, it said it would provide opportunities for opposing views on controversial subjects. And in response to an inquiry from the commission staff, it said it would make time available to all religious groups on a nondiscriminatory basis.

Cox, Toledo paper to operate CATV

Cox Cablevision Corp., the CATV subsidiary of Cox Broadcasting, said last week it has joined with the Toledo Blade to form a new corporation Buckeye Cablevision, which proposes to operate a community antenna television system in the Toledo metropolitan area.

A week earlier Cox had announced a joint venture with another newspaper, the Cleveland Plain Dealer, in applying for a CATV franchise in the Cleveland area (Broadcasting, Feb. 1).

Cox Cablevision systems now list some 30,000 subscribers in Pennsylvania, Ohio, Oregon and Washington.
When Bill Anderson began playing the guitar at eleven, he could hardly have foreseen that 10 years later he would have been catapulted into a career that would see him named one of the Top Three Most Outstanding New Artists...one of the Top Five Country and Western Songwriters...and, in 1964, Country Writer of the Year. Since his first award-winning BMI song City Lights in 1958, Bill has been consistently represented on the Top 10 best selling country record charts as a writer and an artist. Still in his twenties, this remarkable young talent describes Country Music as having "that longing quality that seems to say something to all of us." Again and again Bill confirms this in his own rare and sensitive way. We are deeply proud of Bill Anderson and the many other fine Country composers whose music we are privileged to license for public performance.

ALL THE WORLDS OF MUSIC FOR ALL OF TODAY'S AUDIENCE

Among Bill Anderson's recent Country Music successes are: I Don't Love You Anymore, Peel Me A Nanner, B'x 10", Five Little Fingers, We Missed You, I've Enjoyed As Much Of This As I Can Stand, Tips Of My Fingers, Still, Easy Come—Easy Go, Me, Three A.M.
How specialized telephones meet

Meeting particular requirements of Bell telephone subscribers is just one duty of special phones now being built by Western Electric. They must also fulfill rigid Bell System standards for quality and reliability, and they must work compatibly within the Bell telephone network. Some of the newest specialized phones manufactured by Western Electric are shown here.

**Volume control handset (1).** Transistorized circuits made it possible for Western Electric to include the special amplifier, now undergoing experimentation, in standard Bell telephone handsets. The need for this device, like other Western Electric products, was discovered by our teammates, the Bell telephone companies, through everyday contact with Bell subscribers.

**Easier communication (2) for hospital patients** is provided by a completely new hospital system produced by Western Electric. The Bell telephone it uses features a different, easy-to-use dial built right into the handset.

**Explosion-proof telephone (3)** is produced by Western Electric for installations where combustible gases might be present. At Western Electric's Indianapolis plant, Elizabeth Ballard assembles one of these telephones before it is sealed tightly within its metal cover that protects it against damage.

**Automatic dialing (4)** is provided by two new devices.
today's specialized needs

Western Electric's Card Dialer dials numbers recorded on pre-punched cards. Magical®, made for Western Electric by the Dasa Corporation, is attached to a standard Bell telephone, and selects from 400 numbers stored on magnetic tape. Both devices dial at the touch of a single button.

Machines can now talk (5) over regular telephone lines via Data-Phone* service, which greatly increases the flexibility of computers. A Data-Phone data set is being assembled here at Western Electric's Montgomery Shop. Data-Phone service was developed by engineers at Bell Telephone Laboratories, Western Electric's research teammate. Bell Laboratories is responsible for the design and development of many different communications products made by Western Electric.

Free 8" x 10" glossies and more details on these unusual Western Electric products are available for your use. Just send your name, title, and affiliation to Western Electric, Public Relations Dept., 195 Broadway, New York, N.Y. 10007.
Representative Oren Harris (D-Ark.) dropped some hints last week that his soon-to-be-revived House Special Subcommittee on Investigations may take a look at the regulatory agencies (Broadcasting, Feb. 1).

Addressing a panel on government and regulatory agencies at the second general session of the U. S. Chamber of Commerce's Association Public Affairs Conference in Washington, he defended the agencies in general, but singled out certain practices for criticism.

He briefly reviewed the reasons for establishing the agencies; explained that Congress considered them "arms of Congress" and that they had deliberately been given legislative, executive and judicial responsibilities. At any given time, he pointed out, some agencies are more or less efficient, more or less active and more or less successful than others. But, there is no single way in which all can be made to perform at top efficiency in all respects. Asked if he thought they showed a tendency to increase in size, budget and scope beyond their legitimate objectives, he replied flatly, "No, I do not."

However, he listed two "common problems which require attention."

The first, that "some of the agencies have resorted more and more to the informal disposition of many important matters. This means matters are being disposed of increasingly by negotiation rather than by extended formal agency proceedings. Where the substitution of informal proceedings is justified in the public interest, effectively conducted negotiations can avoid prolonged uncertainty and resulting economic waste. Regulatory agencies, however, must be in a position, at all times, to render an accounting not only to the effect that the settlements resulting from the negotiations are in the public interest but also, that the integrity of the negotiating process is protected at all times."

"The second problem common to several agencies," he continued, "concerns the efforts of the agency members and agency staffs to inform themselves and also to keep informed the leaders and representatives of the industries which they are supposed to regulate. This often leads to the presentation by agency members of speeches interpreting agency policies and expressing the personal views of the particular agency member on different aspects of these policies."

"It is questionable whether speeches of this kind make a meaningful contribution to the agencies in question, to the regulated industries as a whole, and to the public interest. Care, therefore, should be taken in the future, if these agencies are to function effectively, that the speech-making does not affect adversely the quasi-judicial duties imposed on these agencies or otherwise interfere with their important responsibilities."

He also cited "substantial risks" involved in "exposing the members of these agencies en bane in the course of trade association meetings to questions which the individual members are expected to answer extemporaneously."

Panel member Paul Rand Dixon, chairman of the Federal Trade Commission, disagreed. "We are not judges," he said. "If we were, free exchanges of information and expertise with the industries we serve could not occur."

Making substantially the same point he made at an earlier Advertising Federation of America-Advertising Association of the West gathering (see page 39), he said the FTC was placing greater emphasis on negotiation, information and guidance; less on prosecuting the few as an example to the many. He reminded the group that anyone who felt himself the victim of prejudice or improper procedure at the hands of a regulatory agency still had recourse to the courts.

Representative Harris, asked if he would request another extension in the effective date of the FTCs stringent cigarette health warning labeling rules (now July 1, 1965), replied that he had "no such intention at this time."

SNI's Bailey has ambitious UHF plans

The big Sports Network Inc. mystery—what is Dick Bailey doing in UHF television?—was partially cleared up last week. He is filing two applications for UHF stations, and will file two more when the channels he is seeking are officially allocated to the cities in which he's interested. Whether he's going to perform the function of a "fourth network," in feeding sports to a national lineup of UHF stations isn't clear; he was unavailable for comment last week.

Filed last week at the FCC were applications for channel 35 in Albany, N. Y., and for channel 65 in Kansas City, Mo. To be filed are applications for channel 69 in Atlanta and channel 76 in Pittsburgh.

All the applications were filed (or will be filed) under different corporate names, but Richard E. Bailey, Sr., who is 95% owner of SNI, is 100% owner of each applicant. The applications filed last week indicate that Mr. Bailey expects to bring in local people as stockholders.

Officers for each of the corporations consist of Mr. Bailey as president, with these SNI officers as officers and directors: William Hyland, vice president-treasurer, and Charles A. Voso, secretary.


In the two applications filed last week, Mr. Bailey estimates he will spend between $260,000 and $270,000 to build the stations; between $250,000 and $260,000 for the first year's operating costs. Income during the first year, he estimates, will be $275,000 in Albany, and $300,000 in Kansas City.

Featured in both Albany and the Kansas City applications is a 90-minute Sport-O-Rama program to be run between 8 p.m. and 9:30 p.m. daily.

Sports Packager • Sports Network Inc. was established in 1956 and by 1963 was annually producing more than 1,000 sports events for special networks and advertisers. In 1964 it is estimated that SNI grossed over $9 million.

SNI, in 1963 and '64, packaged the National Collegiate Athletic Association basketball playoffs; it originates for broadcast in home towns all road games of major league baseball teams, except those of the San Francisco Giants and Los Angeles Dodgers, under contract to Subscription Television Inc. SNI carries the U.S. professional bowling matches weekly to 22 TV stations, the Big Ten basketball games to a 40-station lineup, horseracing from Florida, New York and New Jersey, and six golf tournaments to more than 125 stations. Other presentations: skiing championships, jai alai championships, swimming championship meets and National Hockey League road games. It also operates a video-taping center in New York.

Manned by a regular staff of 100, which swells to 300 in the summer, SNI maintains three regional centers for the $3-million worth of mobile equipment it has at its command in New York, St. Louis and Los Angeles.
The coveted medallion you see here is the newest in a long succession of honors earned by Broadcasting's editors over the years.

For most annual award of American Business Press, Inc.—the Jesse H. Neal Editorial Achievement Award—it was given last week to Executive Editor Edwin H. James for his articulate editorial, "In Days of Anguish, a Lesson Learned"... an appraisal of the unprecedented services rendered to the nation by broadcasters during the four troubled days that followed the assassination of President Kennedy.

This distinguished honor joins many others on the walls of Broadcasting's editorial offices. Jesse H. Neal Awards of Merit were bestowed upon Editorial Director Rufus Crater in 1956 and 1957... upon Executive Editor James in 1956 and 1959... upon late Senior Editor Frank Beatty in 1960... upon Senior Editor Bruce Robertson in 1956 and 1957.

The first Distinguished Service Award ever given in the business publication field by the University of Missouri School of Journalism went in 1953 to Broadcasting's Editor and Publisher Sol Taishoff—who also won a Sigma Delta Chi Journalism Fellowship in 1963, was national president of this journalistic society in 1957-58, and national president of Broadcast Pioneers in 1960. Director of Publications John Cosgrove was elected to serve as president of Washington's National Press Club during 1961.

The list includes many other honors of similar caliber. More significant, perhaps, than their recital is the consistent excellence of performance to which they attest. For Broadcasting, through the dedicated efforts and uncompromising standards of its staff—largest and most skilled in the broadcast publication field—has earned a journalistic stature that far transcends this magazine's specialized area of editorial concern.

There is no greater praise to a professional than that which is accorded by other professionals. Recognition through honors such as these is understandably gratifying. But it is also tempered by the awareness that leadership is a demanding taskmaster.

Yesterday's achievement is today's challenge—and the mainspring of tomorrow's endeavors. It makes us strive all the harder to perform even better.

We like the feeling. In fact, we at Broadcasting wouldn't have it any other way.
The annual ritual among advertising agencies of guessing what programs will be on next season's network TV nighttime schedule was underway last week. CBS-TV circulated its first program "proposals" at agency offices to sample sponsor interest, while ABC-TV showed agency executives a Cellomatic presentation for the 1965-66 season (see below). NBC-TV held its presentation a week earlier.

An agency executive described his forecast of the coming season as based on the "official proposal" by CBS; "speculation" in the case of ABC plans and "sheer guess work" over what NBC would do.

Not only did CBS's proposal elicit interest on the basis of possible entries and program placement by time periods but also by the omission of programs now on the CBS nighttime schedule.

The following programs, now on CBS's schedule, are in doubt for the new season:

- Many Happy Returns, Joey Bishop Show, The Doctors and the Nurses, Mr. Ed, My Living Doll, Cara Williams Show, Perry Mason, Password, Bailey's of Balboa, The Defenders, Rawhide, On Broadway Tonight, Slattery's People, The Entertainers, and probably the recent addition, For the People.

CBS Plans *In the Sunday night lineup on CBS: Haunted, a one-hour United Artists TV fantasy series (Villa di Stefano Productions), in 9-10 p.m. period—the only new entry that night.

On Monday, Barbara Rush is a General Foods possibility to replace Many Happy Returns in its lineup. I've Got A Secret, The Lucy Show, Andy Griffith are all in the General Foods family on Monday and would be retained. CBS Reports, which some agencies had speculated would be in a half-hour version next season, would stay in the hour form starting at 10 p.m., according to last week's report.

For Tuesday CBS proposes The Wild West, one-hour western with Rory Calhoun in the lead and Mike Garrison, the producer, as the 7:30-8:30 p.m. program, followed by Skelton, Petticoat Junction and possibly Country Cousin or one of two other hopefuls, You're Only Young Twice or Spirit is Willing. The 10:30-11 p.m. period would be returned to stations in place of the current 7:30-8 segment.

In the Wednesday lineup, Clarence the Cross-eyed Lion and Who Goes There? were titles tentatively penciled in as half hour entries, starting at 7:30 p.m. Beverly Hillbillies would follow at 8:30-9 and Sally and Sam, as a General Foods hopeful at 9:30-10 with the Dick Van Dyke Show and Danny Kaye Show completing the evening.

Thursday's lineup would start with the half hour The Munsters, Gilligan's Island and My Three Sons (now on ABC-TV) and a 9-11 p.m. movie.

Friday would start with Lost in Space (space adventure) on CBS at 7:30-8:30 followed by Hogan's Heroes at 8:30-9, Gomer Pyle in the next half hour, Alberto-Culver's Smothers Brothers at 9:30-10 and the Brodkin produced Coronet Blue at 10-11.

The Mayo Productions and Filmways co-production, Trials of O'Brien, starring actor-comedian Peter Falk follows the hour after Jackie Gleason's show on Saturday, with Selena Mead starring Polly Bergen as a female detective in a Jack Webb production at 9:30-10 and Gunsmoke at 10-11.

At ABC * It was speculated that on Sunday Hercules would fill 7-8 on ABC and FBI 8-9 and movies the rest of the night on Sunday; on Monday Shenandoah and The Girl from Peyton Place would be new vehicles at 9-9:30 and 9:30-10. On Tuesday, Okay, Crackerbyl a United Artists show starring Burl Ives, is speculated as a possible 9-9:30 series. Honey West, a spin-off of Burke's Law and about a female detective with a mock suspense theme, at 9:30-10 and Big Valley, a four star television western with Barbara Stanwyck, at 10-11 are possible new vehicles on Wednesday. Shindig is a one-hour possibility that night, 8:30-9:30.

On Thursday, Desilu's Frank Merriwell at 7:30-8 and 20th Century's The Long Hot Summer, adopted from a Faulkner novel, at 10-11 are possible new series. In the Friday lineup, Gidget, is penciled in for the half hour following the 7:30-8 Flinstones. Also tentative for that night: Thompson's Ghost (half-hour fantasy comedy by Bing Crosby Productions and starring Bert Lahr), perhaps The Girl from Peyton Place and the one-hour Bill Banner (small-town sheriff) through QM Productions

Agencies see ABC-TV preview

ABC-TV last week offered a preview of 18 programs under consideration as network entries for the 1965-66 season. In a presentation to 1,200 agency and advertiser representatives, network president Thomas Moore said at least three quarters of the programming in ABC-TV's current prime-time schedule is expected to return next year.

A total of 25 prospective programs were reviewed by the network's program vice president Edgar Scherick (above) and film clips and art work from 18 of them were exhibited.

The only new program described as "already locked in" to the new season schedule is one that will be produced with the cooperation of the Federal Bureau of Investigation tentatively titled FBI for Sunday, 8-9 p.m. EST.
White House TV studio gets first live use

President Johnson's own TV studio—equipped and maintained by the three television networks at the White House with the cameras always warmed up—was established late last summer so the President wouldn't have to rush over to a TV station (as he had to do early in 1964 for announcement of the settlement of the railroad strike) when he wanted to go on the air.

TV cameras were installed in the White House theater in the east wing of the executive mansion, in a room that's 20 x 70 feet and which usually accommodates about 50 people comfortably. A three-man crew is on duty at all times. (Picture left shows the theater as it is kept at the number of questions, all on camera. The conference was carried live by CBS and NBC, delayed by ABC.

The theater TV set-up consists of three camera chains, with two continuously on, and one as a standby. The control equipment, in a room behind the theater room, is connected to the news bureaus of the three TV networks and to the central office of the Chesapeake & Potomac Telephone Co. from where it can be fed to independent TV stations via AT&T Long Lines when ordered. The cameras and the control room equipment are General Electric and the best estimate is that the whole installation cost about $200,000.

A three-man crew is on duty 5½ days a week, from Monday morning through Saturday morning they are on duty continuously, and at the time the President arrives at his office in the morning until he leaves his office for the night. Chief of the crew, and the only permanent member, is Joseph Browne, a free-lance director-manager, who once worked for NBC. Each network in rotation on a weekly basis sends over two men who stand watch with Mr. Browne. Although the exact cost has not been made public, it's estimated that the salaries run about $50,000 annually.

Negotiations continue, however, for the establishment of a television pickup point in the Fish Room in the President's executive office suite of there, is across an anteroom from the President's own private office.

The Fish Room installation is still under study, network and White House sources say, although they admit there have been obstacles to fast completion. The General Services Administration must approve any change to the structure of the White House: TV engineers proposed to use 60-70 foot candles of lighting; still photographers asked for 125 foot candles. There are indications, however, that the theater installation, now that it's installed and operating, may be considered the best answer to the needs of the networks and the desires of the President.

(Quinn Martin). New series possible on Saturday: My Island Family, a Rodney Young vehicle that will star Pat Boone, at 9:30-10.

At NBC = Latest speculation for NBC: Dr. Kildare would move to Sunday at 10-11; a new show starring Dean Martin is possible for Monday at 10-11; Wackiest Ship in the Army could be entered at 9-10 Tuesday followed by Bell Telephone Hour and on Wednesday Virginian at 7:30-9 would precede Andy Williams Show and J SpY, AT&L Productions project featuring Bill Cosby and Robert Culp as CIA agents (produced by Sheldon Leonard).

The "guess work" on NBC's Thursday lineup puts Daniel Boone leading off the evening and The Mayor, an MGM-TV drama produced by E. Jack Neuman at the 10-11 to end the evening.

Other program placement possibilities were considered too "iffy" by most agency programing executives to warrant inclusion in "tentative" fall TV schedules.

BROADCASTING, February 8, 1965
7 Arts expands its activities

To produce TV pilots, syndicate foreign programs to U.S.

In a major prograning diversification move, Seven Arts Associated Corp. announced last week the acquisition of new TV series, the production of several pilots and a policy of co-financing and co-producing additional series.

Donald Klauber, vice president and national sales manager, noted that Seven Arts has concentrated primarily in the area of distribution of feature films to TV and said it already has placed more than 500 features into syndication. Its search for new TV product, he added, will be conducted on a global basis.

Seven Arts' worldwide hunt, Mr. Klauber said, already has resulted in obtaining the U.S. and Canadian rights to 39 episodes of The Avengers, a James Bond-type action adventure series, from Associated British Pathe. In addition, the company has acquired similar rights for Big Night Out, a TV special starring the Beatles, which was produced by ABC Television Limited of London.

Seven Arts currently is engaged in the production of pilot programs for network sale and syndication. Among these projects are a series of 150 Laurel and Hardy five-minute cartoons in color and 100 five-minute animated stories from the Old and New Testaments, Adventures of the Bible. Another pilot has been approved for a series of 39 taped half-hours, titled Play-a-Pair, a novelty quiz game starring comic Paul Gilbert as host and including well-known personalities as guests.

Mr. Klauber said Seven Arts will "consider seriously" new TV programming ideas for possible co-production, financing and distribution. The company also is seeking to acquire specialized programs for particular audiences and feature films, both domestic and imported.

Seven Arts announced recently it has acquired TV rights to a large group of 20th Century-Fox features for $21 million (Broadcasting, Feb. 1). A company spokesman said last week that additional information on this transaction, including the number of films and their titles, will be revealed shortly.

WSPD-radio—TOLEDO'S SUPERMARKET

Metropolitan Toledo is 42nd in national food store sales that add up to $225,887,000 annually. Pre-sell your grocery store items over WSPD-Radio. We'll also back you with an effective, in-store display food merchandising program.

What better place to lend excitement to your product than WSPD, Toledo's No. 1 Station. Call Katz for a full story.

Statistical Information: SRDS, Hooper, NCB '61 All estimated and limited as shown in reports.

Harris plugs for culture

Says broadcasters should give responsibility for such shows to artists

Congressman Oren Harris (D-Ark.) last week asserted that excellence in cultural programming could not be expected to flourish within the present framework of commercial broadcasting. He suggested that placing some responsibility for such programming in the hands of the "cultural community" could rectify the situation.

Mr. Harris, who is chairman of the House Commerce Committee, said that as Section 315 of the Communications Act removes responsibility from the broadcaster for the content of political programs, so broadcasters might be relieved of the responsibility for cultural broadcasts.

He couched his proposal in the form of questions to the industry: "Cannot this principle be applied to cultural and artistic programming? Cannot broadcasters provide the facilities but be relieved of any responsibility for cultural program content. Cannot the artistic and cultural community assume the responsibility for program content in this area?"

Mr. Harris later said he was in no way suggesting that broadcasters ought to provide free time for cultural programming. He indicated the proposal could be applied to both the networks and individual station operators. This wouldn't exempt them from "fairness doctrine" obligations, he continued. The media would simply act as carriers of programs which they neither controlled nor owned.

He indicated doubts about the FCC staff proposal that would limit network ownership of programs to 50% of their prime-time shows (Broadcasting, Jan. 25, Feb. 1) and he implied that his own proposal might be an alternative.

"With rare exceptions," Mr. Harris said, "... procedures of national networks, group owners, individual stations, commercial sponsors and advertising agencies do not and cannot offer opportunities for excellence in cultural program categories."

All of the television networks withheld comment last week on Representative Harris's address. The congressman delivered his remarks at a luncheon of the International Radio & Television Society in New York.
The Peacock’s New Friend

And yours. Here’s Lenkurt’s brand new 75A Microwave Heterodyne Repeater System. It relays monochrome or color video over backbone routes at better than CCIR specs.

All solid state (except for one traveling wave tube), the 75A puts out 5 watts at 6 Ge. That’s five times the power output of most baseband repeaters.

Heterodyne repeaters don’t demodulate and remodulate, yet the video program is available for distribution at any repeater point without affecting through signals. And you get 3 to 4 db improvement in distortion noise, increased level stability and only 0.5 db differential gain. Differential phase: less than 0.5°.

The 75A is really compact, too. A one-way repeater with power supply takes only about 40 in. of standard rack space.

The peacock? He’s sold on heterodyne repeaters. You will be, too. Just wait until your customers see him show his colors.

LENKURT ELECTRIC
SUBSIDIARY OF
GENERAL TELEPHONE & ELECTRONICS GT&E
CBS, baseball on Senate hotseat

Antitrust subcommittee to question network on its purchase of New York Yankees team

CBS and other likely witnesses have been told that the Senate Antitrust & Monopoly Subcommittee is planning a hearing in mid or late February that will explore professional sports antitrust problems.

The subcommittee's principal interest in CBS is its acquisition of the New York Yankees baseball team last year (Broadcasting, Aug. 17, 1964). The panel wants to know whether proposed modifications in the application of antitrust laws to professional team sports ought to be changed—or even rejected—because of the purchase.

It also is understood that the antitrust subcommittee is considering hearing testimony of other broadcasters to learn whether CBS's ownership of the Yankees might cause competitive problems for broadcasters who might be interested in bidding on broadcast rights to the Yankee home games. CBS-TV will be offering Yankee home games on Saturdays and Sundays this season, except in markets located within 50 miles of other major league games (Broadcasting, Jan. 25).

Senator Philip A. Hart (D-Mich.), chairman of the antitrust subcommittee, last week introduced a bill that will be the focal point of the planned hearing.

S. 950, similar to legislation that's been offered in Congress since 1958, would bring organized baseball under the antitrust laws (it's considered exempt under Supreme Court holding). Simultaneously, the legislation would exempt professional baseball, football, hockey and basketball from these laws in their dealings (considered unique to sports) that involve certain aspects of player contracts, franchise areas and safeguards against bribery.

Coincidentally, Senator Hart, who has been a member of the Senate Commerce Committee since last February, was assigned last week to its Communications subcommittee.

In other developments on Capitol Hill last week, Representative Clement J. Zablocki (D-Wis.) attacked the antitrust and sports question with a special focus on baseball. He said in a speech on the House floor Monday (Feb. 1) that he wanted to bring baseball under the antitrust laws "to end the legal fiction that baseball is somehow sacrosanct as an industry and must be privileged with an exemption from our antitrust regulations."

The CBS-Yankee deal and the planned move of the Milwaukee Braves to Atlanta are evidence of need of such legislation in congressman's view. He spoke of a legal opinion written by Judge Learned Hand who found that lucrative radio and television contracts held by baseball clubs had changed the game from sport to a business.

"He believed," Representative Zablocki said, "that the players, radio, television, clubs in general and the public make up an indivisible unit as much as actors and spectators in a theater, and are participating in interstate commerce."

The congressman added that he thought "the dollar" is behind the CBS purchase of the Yankees, and, "it may be the reason that persons with substantial radio and/or TV interests have been, and are, board chairmen and presidents of major league clubs."

Some of these relationships are:
- In the American League:
  - Detroit Tigers: John E. Fetzer, president, is also president and majority owner of WKZO-AM-TV Kalamazoo, WWTV-FM-TV Cadillac, WJEP and WJFM (FM) Grand Rapids and WWUP-TV Sault Ste. Marie, all Michigan; KOLN-TV Lincoln and KGIN-TV Grand Island, both Nebraska. All Fetzer television stations are affiliated with CBS-TV.
  - Los Angeles Angels: Gene Autry, owner of the Angels, controls KUAL-AM-FM-TV Phoenix and KOLD-AM-TV Tucson, both Arizona, and both affiliated with CBS-TV. Mr. Autry has 51.5% and Robert Reynolds (president of the Angels) has 13.8% of Golden West Broadcasters which owns KMPC and KLTL-TV Los Angeles, KSWO San Francisco, KEX-AM-FM Portland, Ore., and KVI Seattle.
  - Baltimore Orioles: Lee MacPhail, president, is the father of William MacPhail, vice president in charge of sports for CBS-TV.

In the National League:
- Pittsburgh Pirates: Bing Crosby, stockholder, is chairman of the broadcast division of Chris Craft Industries which owns KCOP (TV) Los Angeles, KPTV (TV) Portland, Ore., and WTCN-TV Minneapolis.
- Houston Colt: Judge Roy Hofheinz, president, owns 16% of KTRK-TV (an ABC-TV affiliate) and 25% of KHTV, both Houston, 9% of Kays Corpus Christi, and 25% of KENS San Antonio, all Texas.
- Milwaukee Braves: John Louis, vice president and stockholder, is chairman of the board of Louis Stations: KTAR-TV Mesa-Phoenix, KTAR-AM-FM Phoenix, KYUM Yuma, and KYCA Prescott, all Arizona.

Following are the baseball clubs associated with subscription television ventures:
- In the American League:
  - Chicago White Sox: John Allyn, co-owner, is president of Home Theaters Inc., which holds a franchise for Telemeter wired pay-TV systems in Houston and Dallas.
- In the National League:
  - Los Angeles Dodgers: The club owns 2% of Subscription Television Inc., now fighting California's anti-pay-TV law.
  - San Francisco Giants: The club owns 1.5% of STV.

Broadcasters urged to be news leaders

Broadcasters were urged last week to be journalists as well as businessmen and move for an understanding among news media, bar associations and law enforcement agencies.

Theodore F. Koop, vice president, CBS, Washington, told delegates to the
10th annual State Presidents Conference of the National Association of Broadcasters that the lack of understanding among the groups is widening and broadcasters have the most at stake in reversing the situation.

Last month Mr. Koop, former president of Sigma Delta Chi, professional journalism society, was chosen permanent chairman of an all-media coordinating committee, which will draw up guidelines for mass-coverage events and will maintain liaison with bar and government groups (BROADCASTING, Jan. 18).

Speaking at the opening-day luncheon of the two-day convention in Washington (Feb. 4-5) (see page 52) Mr. Koop listed three things which the media, and broadcasters in particular, should be doing.

* "Start talking and keep talking with representatives of the bar and law enforcement agencies."
* Improve techniques for mass coverage.
* Try to be more explicit and conservative in legal reporting.

Mr. Koop cited recent breakdowns of communications between attorneys and newsmen in Philadelphia where the city bar association has set up a set of guidelines restricting the release of information about crime. He said the bar might not have acted as it did, if there had been proper advance communication.

He told the broadcasters that it was essential to say to every newswoman, "whatever happens, be a gentleman."

He saw no reason for mob scenes at big stories with newsmen trampling on the people being interviewed, bystanders and one another.

Reports on grand jury activities and pretrial statements should be carefully handled, the CBS vice president urged. He said there is a big difference between saying a man "confessed" to something and saying the man "gave a statement."

Mr. Koop also told the broadcasters that they should contact their congressional representatives and speak out on situations involving local, national or international matters. He said the broadcasters should not restrict themselves to broadcasting matters when making recommendations to Congress.

Broadcasters, he said, must follow the lead taken by executives of the print media, and become news leaders in their communities. This, Mr. Koop maintained, would improve journalism, communications and the right of the people to know.

---

**TV not on Dodd's list this session**

The Senate Juvenile Delinquency Subcommittee reported last week that it has "concluded its investigation of the policies and practices of the television industry."

The group, headed by Senator Thomas Dodd (D-Conn.), now wants to turn its sights toward the motion picture industry because "it appears that some film producers tend to exploit the topics of sex and violence in low-grade pictures frequently run in drive-in theaters which attract large teen-age audiences even though a number of these films are unsuitable for children and youths."

Movies featuring sex and violence have been produced in recent years "to compete favorably with television," the subcommittee said, "to such an extent that these films would be unacceptable for family viewing in the home."

There's no assurance that these films won't be shown on TV, the subcommittee continues in a report outlining its plans for this year, "because at our hearings last summer the major TV net-

---

**Hear Tom Glazer's Treasury of Folk Songs every Saturday 11:30 to 12 noon on WQXR**

Every Saturday morning, before an audience of enthusiastic listeners, the world-famous folk singer, Tom Glazer adds a new dimension to folk music—and to your station's image.

From Sea Chanties to Work Songs, from Irish Songs to Soldier Songs, from Ballads to Nonsense Songs, the whole spectrum of folk music is captured in 26 fascinating half-hours by Tom Glazer's singing, playing and ability to communicate with children.

Write, wire or phone today for details in your market!!

"Tom Glazer is able to speak to children as saints speak to birds." - New York Times.

Contact: QUADRANT ENTERPRISES, INC., 401 E. 74th St., New York, N.Y. 10021. Telephone 212-688-7310

NOW AVAILABLE FOR LOCAL RADIO STATIONS®
works failed to assume responsibility in terms of the National Association of Broadcasters' code for motion pictures purchased by them for leasing to local stations."

The subcommittee requested, and was on its way toward being granted at the end of last week, $220,000 for salaries and expenses connected with its investigations of the media, and narcotics, illegal adoption practices, firearms traffic, pornographic and obscene literature and other matters.

Bill to kill Section 315

Sen. Hartke says he is optimistic about chances for passage

A bill to repeal Section 315—completely and simply—was introduced last week by Senator Vance Hartke (D-Ind.).

This is the second proposal in the new Congress to abolish Section 315 which requires broadcasters to afford equal opportunity on their stations to all candidates for the same political office. The first bill (S-673) was introduced last month by Senator A. Willis Robertson (D-Va.) (Broadcasting, Jan. 25).

"The operation of Section 315," Senator Hartke said last Thursday (Feb. 4), "at best is predicated on the mistaken notion that a government agency is better able to judge news and public affairs, is better able to judge and insure fairness than anyone else."

Senator Hartke said last week that although his bill would repeal Section 315, he did not intend that the broadcasters' responsibility for fairness would be deleted too. The broadcaster must serve the public interest, he said, and it would be up to the FCC to make sure that he is fair in his handling of political candidates and political news.

Referring to the 1959 amendments to Section 315 (which exempted from the equal-time provisions of that law bona fide news and documentary programs), and to the suspension of these requirements for the Kennedy-Nixon debates in the 1960 presidential campaign, Senator Hartke declared:

""A law that has to be changed often or suspended periodically is an unjust and unworkable law. Its interpretation by the FCC has not always been consistent and, sometime I fear, has been based on some loose interpretation of our intent in our effort to insure fairness."

The TV-radio industry is mature and responsible, he said, and should be left free to handle news like other journalistic media. Congress, he added, "should recognize now the coming age of radio and television journalism as a new kind of press and should free this journalism from its shackles."

"The danger to freedom," he said, "does not lie in use or misuse of the power of the press by the press itself, but rather from regulation."

Although he said that the advocacy for repeal comes from broadcasters, he acknowledged that opposition would come from political figures and from some "don't rock the boat" broadcasters who would prefer to be told what to do rather than be responsible for their judgments.

He said he was optimistic about the chances of having the bill passed in this session. He said he was sure a hearing would be held on it, and other similar bills. Senator Hartke is a member of the Senate Commerce Committee, under whose jurisdiction broadcasting lies. He authored a similar bill (S-1696) in the 88th Congress, which retained those portions of Section 315 which forbid broadcasters from charging more for political broadcasts than for regular commercial messages, and which specifies that broadcasters are not relieved from the requirement to be fair in presenting controversial issues.

Javits bills would admit TV, mikes to Senate

Legislation to permit broadcasts of some proceedings in the U.S. Senate chamber and to authorize the installation of a public address system there has been introduced by Senator Jacob K. Javits (R-N.Y.).

The senator introduced bills to this effect in earlier Congresses without success.

S Res 64, would empower the Senate Rules and Administration Committee to determine whether a debate on the Senate floor "was of sufficient public interest to warrant television coverage, much as congressional committees now determine if they will open hearings to television coverage," Senator Javits explained.

S Res 65 would authorize installation of a suitable sound system in the chamber. Instances have occurred recently, Senator Javits pointed out, where a senator was either misquoted because remarks made on the Senate floor could not be heard in the galleries where newsmen sit or senators on the floor could not hear a ruling of the presiding officer. The House has had microphones for years.

The bill to permit coverage of selected debates was co-sponsored by Senators Joseph S. Clark (D-Pa.) and Wayne Morse (D-Ore.). They and 13 other senators joined Senator Javits in co-sponsoring the microphone bill.

Klansman's interview brings pickets to WCAU

The appearance of Robert Shelton, the Ku Klux Klan's Imperial Wizard, on the Talk of Philadelphia radio series last week, heard over WCAU Philadelphia, instigated everything but brotherly love.

Bomb threats, promises to kill, a false fire alarm and picketing by the National Association for the Advancement of Colored People occurred at the station while Talk's host, Ed Harvey, interviewed Mr. Shelton.

Cecil Moore, local NAACP president, said the night before Mr. Shelton's appearance that the NAACP protested the use of the station to back the spread of racial hatred and that the appearance was an insult to both Negro and white citizens who believe in equal and just standards for all people.

John O. Downey, CBS vice president and general manager of WCAU, said that the imperial wizard was brought to the station in "the interest of public enlightenment." Mr. Downey added that the airing of the Klan's philosophy was in reality a service to the Negro community.

Mr. Moore said that the NAACP was going to begin a boycott of WCAU sponsor's products because of the KKK broadcast.

Churchill coverage

cost networks $850,000

The pomp and dignity of the funeral of Sir Winston Churchill in London on Jan. 30 were carried to American TV audiences in both live and tape transmissions from early morning until late afternoon.

Cost to the networks in pre-emptions and production was estimated at $850,000.

NBC-TV pre-empted three-and-a-half hours of regular daytime programming and also its 8:30-9 p.m. EST time period normally reserved for Mr. Magoo. CBS-TV pre-empted six daytime hours, and ABC-TV relinquished 18 daytime minutes.

CBS-TV, television satellite coordinator for January, made available to each
of the networks live feeds of the event from London via Telstar II.

NBC-TV provided funeral coverage from 7 a.m. until 5 p.m. EST; CBS-TV from 7 a.m. to 3 p.m. Both networks reported that a "vast majority" of their affiliates pre-empted local programs to carry complete coverage of the event.

ABC-TV carried special reports at 8:30-9:10 a.m. (via video tape) and 12:50-1:14 p.m. (via Telstar), with a special summary of the day's events at 6:30-7:30 p.m. EST.

Network production costs included jet shipments of video tapes and films from London to augment the comparatively brief Telstar transmissions carried by each network. NBC-TV, for example, chartered a Boeing 707 and had it converted into a flying video-tape studio.

NBC-TV's coverage was anchored by Chet Huntley, David Brinkley and Elie Abel; CBS-TV's by Walter Cronkite and Eric Sevareid, and ABC-TV's by Howard K. Smith and Peter Jennings.

In addition, networks provided extensive live radio coverage of the funeral.

Off-network dramas in new Four Star group

Four Star Distribution Corp. is syndicating a package of one-hour dramatic films under the title, Theater I, it was announced last week by Len Firestone, vice president and general manager.

The films previously were on the network (NBC-TV) as The Dick Powell Theater, but have been re-edited for use as individual one-hour programs. Mr. Firestone noted the dramas can be used in feature film time slots or on a regularly scheduled basis in one-hour periods under individual titles.

Wolper plans historic television spectacrulars

Six one-hour TV spectacrulars on American history, The Red, White and Blue, will be produced by Wolper Productions in association with American Heritage Publishing Co. for network airing on the anniversaries of famous events starting in the fall. The first program, which goes into production in April is "To a New Land," scheduled to be broadcast Columbus Day. Mel Stuart, who produced and directed Wolper's Emmy award-winning The Making of the President 1960, will be executive producer.

Desilu reports foreign sales bring record month

Desilu Sales Inc. reported last week it has concluded the most active January in its history, and attributed it largely to expanded sales of its properties in foreign markets.

Richard Dinsmore, vice president and general manager, said The Lucy Show was sold in Australia, Mexico, Chile and Denmark; Desilu Playhouse in the United Kingdom, Brazil, Chile, Sierra Leone and Kenya; The Untouchables in Mexico, Portugal, Peru, Chile, Brazil, Argentina, Honduras, Guatemala and Puerto Rico; Harrigan and Son in Chile, Australia and Brazil, and Greatest Show on Earth in Peru, Chile, Saudi Arabia and Uganda.

In the U.S., he said, Fractured Flickers was bought by WOW-TV Omaha; KLO-TV Reno; KWT-TV Fort Worth and WMAL-TV Washington; The Texan by WVTW(TV) Cadillac, Mich. and KTHT and The Untouchables by WBRC-TV Birmingham, Ala.; WIBF-TV Philadelphia and KTPT.
A plan for use of vacant CATV channels

A California broadcaster who fought community antenna television and "reaped a whirlwind of ill will from the public," has become a CATV owner and proposes that vacant channels of CATV systems owned by broadcasters be used to carry programs of "vital public issues of limited interest" in prime time on their systems.

John C. Cohan, president of Central California Communications Corp., Salinas, Calif., says, "In this way we would augment our operation in the public interest."

Mr. Cohan outlined his views in a letter to Frederick W. Ford, president of the National Community Television Association. He told Mr. Ford why he, as a broadcaster, opposed the National Association of Broadcasters and NCTA approaches to legislative proposals for CATV regulation because they invite the federal government to step into CATV in a manner that could lead it into regulating the economics of broadcasting.

Mr. Cohan also urged CATV operators to insist on retaining the right to originate programming. He added that "CATV homes will get a UHF station 'off the ground' without delay" and urged broadcasters to stop rushing "into regulation of CATV on an economic basis."

Mr. Cohan notes that prime time is devoted essentially to mass entertainment. "We have experienced the displeasure of the TV audience when these mass appeal programs are replaced by programs of limited appeal. There are many vital public issues of limited interest that unfortunately cannot be accommodated in prime TV viewing hours due to the time limitation and other factors. . . . It is logical to us that issues of prime local interest could be transmitted over a vacant closed circuit channel on the cable TV system without charge."

Central California Communications is licensee of KSBW-AM-FM-TV Salinas - Monterey, KVEC-AM-FM, KSBY-TV San Luis Obispo and KNOM Hanford, all California, and CATV's in Capitola, Morro Bay and Salinas.

Radio show discusses FCC's religion rule

The constitutionality of the FCC's position on religious programming as a licensing requirement for radio and TV stations was debated on WINS New York's Triadogue discussion program taped for presentation yesterday (Feb. 7).

Participating in the first part of the scheduled two-part discussion were Marcus Cohn, Washington attorney and author of a recent article in The Reporter (Broadcasting, Feb. 1) on FCC licensing requirements; Father Norman J. O'Connor, director of Paulist Communications, Paulist Fathers; Edwin Lukas, general counsel and director of civil rights and social action department, American Jewish Committee, and Rev. Charles Brackbill Jr., associate executive director, division of radio and television, United Presbyterian Church in the U. S. A.

Mr. Cohn contended that the FCC's religious programming demand was in direct violation of the First Amendment of the Constitution which constrains Congress from making any law regarding the establishment, prohibition or encouragement of religion. If this FCC requirement were removed, he said, most stations would probably volunteer to continue religious programming.

In Rev. Brackbill's opinion, the FCC requires religious programming as a "public service function," rather than as an active encouragement to religion, and, in so doing, does not violate the principle of religious neutrality.

Father O'Connor said that he hoped to see religious programming continued as an FCC requirement. Under a voluntary system, the priest stated, stations would be reluctant to donate time for religious broadcasts on the ground that "the programs wouldn't sell." He also believed that if stations were to grant free time to religious groups "they would demand control of religious programming . . . in order to avoid controversy."

In Mr. Cohn's view, what Father O'Connor really wanted was "to get the government to promote religious programming." He also contended, along with Mr. Lukas, that in the past, the FCC had awarded licenses in competitive cases on the basis of the one's avowal to carry more religious programming, even though all other FCC requirements had been met by all the competitors, a procedure which both lawyers termed "a clear violation of the First Amendment."

Mr. Cohn said he hoped to see the day when a station would answer the FCC with a blunt "none of your business," in response to the commission's question on religious programming plans.

Copyright bills back

Proposed revisions of the 1909 copyright law—offered in the 88th Congress—were re-introduced last week in the House and Senate.

The bills, HR 4347 and S 1006, are the product of years of preparation by the Copyright Office of the Library of Congress in consultation with broadcasters, authors, musicians, publishers and other interested parties. For broadcasters they provide a modernization and clarification of provisions that have been added since enactment 56 years ago to account for changes necessitated by the subsequent development of sound recording, film, TV and audio tape.

No hearings were held last year, and if any are conducted this year or next, broadcasters have indicated they want to be heard on some points (Broadcasting, Aug. 10, July 27, 1964).

Bailey lodges complaint against 10

John M. Bailey, chairman of the Democratic National Committee, has asked the FCC to take action against 10 radio stations that he says refused to present opposing views to controversial issues aired during the 1964 presidential campaign (CLOSED CIRCUIT, Feb. 1).

The complaint, submitted to the commission last week, charged that the stations had shown "flagrant disregard" of the terms of the agency's fairness doctrine, which outlines acceptable and unbiased procedure for editorializing by broadcasters.

The stations named in the complaint are KTTR Rolla, Mo.; WOIZ St. George, S. C.; WCRC Red Lion, Pa.; KWFS Eugene, Ore.; KONI Spanish Fork, Utah;
Cliffhanger movies

A group of action-adventure features is being put to unusual use by KTHV(TV) Little Rock, Ark., which has placed The Sons of Hercules films in prime time, dividing each two-hour segment into one-hour and ending the initial episode on a "cliff-hanger." KTHV bought 13 Sons features from Embassy Pictures TV division and is scheduling each one-hour portion on Fridays, 7:30-8:30 p.m. The series, which preempts CBS-TV's On Broadway Tonight program, was promoted heavily by the station on the air and in newspapers before its introduction Jan. 22.

music radio show recorded weekly in Miami and broadcast on WEDR-FM, will be nationally syndicated by Satellite Broadcasting Co., 5935 South West 8th Street, Miami.

Away from the Ponderosa • NBC-TV will present Lorne Greene's American West, as a color special, Monday, May 3 (9-10 p.m. EDT). Mr. Greene, star of NBC-TV's Bonanza, will sing and narrate the story of America's western movement.

Great decision • Mutual has scheduled a series of eight discussion programs entitled Great Decision—1965., in cooperation with the Foreign Policy Association, New York, and moderated by Dr. Harlan Hagan, Dean of academic administration at Wayne State University, Detroit. The discussions, the first of which was broadcast Feb. 6, have been scheduled by Mutual for the next seven Saturdays between 11:35-12 noon EST, except on WHN, New York, where they will be heard on Sundays at that time period.

Public affair tapes • MBS affiliates have been invited by Northwestern University, Evanston, Ill., to supply tapes of their outstanding public affairs programs for use on the school's 31-year-old Reviewing Stand which runs weekly on an international list of stations including Mutual.

Nine views • Nine newsmen will express their opinions on topics of their choosing in a National Educational Television (NET) program, Point of View, that will be seen on 89 noncommercial stations throughout the U. S. on Feb. 8 in an evening time period. Newsmen and topics: columnist Drew Pearson on

THIS TRACK RECORD
is measured in CENTURIES!

HOROSCOPES are as old as man!
HOROSCOPES reach 40,000,000
people in 1200 daily newspapers!

AVAILABLE EXCLUSIVELY
FOR THE FIRST TIME
ANYWHERE
IN THE WORLD!

A TELEVISION / RADIO PROGRAM
5 MINUTES — 365 TIMES PER YEAR

Ask your agency or WRITE
CorRay PRODUCTIONS
316 PRODUCE BANK BLDG. • MINNEAPOLIS, MINN. 55403
PHONE 612-338-0641

Fast show = British Information Services, New York, is releasing a 13-minute TV film depicting the land and water speed racing careers of Great Britain's Malcolm and Donald Campbell.

CBS negotiates with Columbia for pictures

A transaction under which CBS-TV would acquire approximately 20 Columbia Pictures Corp. features for $6.5 million has been negotiated but has not been completed, Leo Jaffe, executive vice president of the motion picture company, told a meeting of stockholders in New York last week.

Mr. Jaffe's disclosure came in reply to a question from a stockholder on any "TV deals" in which the company may be involved. He did not elaborate on the CBS-TV transaction, and a spokesman for the network said he could offer no additional information.

Another stockholder criticized the motion picture company for selling KCPT-TV Salt Lake City to Screen Gems, a subsidiary. (Columbia owns 89% of SG.)

Figures on earnings were not released. Columbia's second fiscal quarter ended Dec. 31, 1964, but an official said figures were not available at this time.

McGee cites spending of extreme right wing

More than $30 million was spent by right-wing extremists groups last year—or more than the combined expenditures of the two major parties on the presidential race," Senator Gale McGee (D-Wyo.), former member of the Senate Freedom of Communications" ("Watchdog") Subcommittee, told the Woman's National Democratic Club Feb. 2, in Washington.

Senator McGee was taking part in a panel discussion of the radical right in America which believes, he said, "ten who care are more than a match for a hundred who don't." He continued by saying that the extremists of 1965, with the use of radio-TV, have a greater danger potential than any other group of extremists in history.

The senator does not advocate, however, putting the extremists out of business or interfering in any way with freedom of speech. He said, "the rest of us must show our concern," adding that among our freedoms is the freedom to be a crackpot.

He asked that programming affecting the great issues of the day be portrayed from all sides in responsible ways, and an alertness that demands that our communications media be kept in balance.

ABC's daily news feeds no longer experimental

ABC News on Feb. 1 placed its daily electronic feed (ABCDDEF) on a formal basis to 58 affiliates. A pilot operation had been run for four weeks beginning Jan. 4 with cable feeds to more than 30 stations (Broadcasting, Jan. 11).

During the four-week pilot feed, more than 200 stories went to affiliates. Some 15 stories alone were fed on President Johnson's illness and Sir Winston Churchill's funeral on the Jan. 30 weekend. News stories and features are sent regularly by cable to affiliates on a Monday-Friday basis at 5 p.m. EST and another feed—when developments demand it—at 11 p.m. EST.

Mrs. LBJ to introduce Westinghouse TV show

Mrs. Lyndon B. Johnson will provide the introduction to Paintings in the White House: A Close-Up, a 30-minute color program produced by the Westinghouse Broadcasting Co., New York.

The program, narrated by Fredric March and Florence Eldridge, will be shown on Westinghouse TV stations in early spring and syndicated to other TV stations for showing at a later date. The Committee for the Preservation of the White House will preview the program at a White House meeting to be held Feb. 17.

Film producers, unions agree on new contract

Craft workers on theatrical and television films are to get raises of 23 cents an hour for the first two years and an additional 23 cents for the second two years of a four-year contract which went into effect last Monday (Feb. 1). The contract will run through Jan. 31, 1969.

The new agreement also provides for increased pension payments to retired workers who formerly got $120 a month. They now will receive $200 a month. The extra pension fund costs are to be financed by an increase in employer contributions of 8.8 cents an hour and increased employee contributions of 5.8 cents an hour.

The new contract terms were agreed on by negotiators for the Association of Motion Picture & Television Producers, the International Alliance of Theatrical Stage Employees and the basic craft unions. The agreement came at 4:30 a.m. Sunday (Jan. 31) after a 18-hour bargaining session. The negotiations ended less than 20 hours before the expiration of the previous contracts.

Other provisions of the new agreement include: health and welfare coverage for the spouse of a retiree; additional hospital room payment for dependents of employees under the industry health and welfare plan; elimination of age requirements in the vesting provisions of the industry pension plan; increased incentive to retire at 65;...
liberalization of severance pay provisions; extra pay for holiday work.

The new contract also calls for creation of a special fund for training new employees or those affected by technological changes, for development of a safety program and employee physical examinations. Details are to be worked out with each local union. A committee is to be appointed to work out details of the agreement relating to technological changes. A nondiscrimination clause and creation of a standing labor-management committee to meet every four months to discuss any problems arising out of the agreement are also included in the new contract.

**TFE-'65 adds three members to roster**

Desilu Sales, Medallion TV Enterprises and American International Television have agreed to participate in Television Film Exhibit—'65, raising total membership in the project to 16. TFE-'65 will be held at the Shoreham hotel, Washington, in conjunction with the National Association of Broadcasters convention, March 21-24.

Distributors who had previously joined TFE-'65 are Embassy Pictures, Four Star Distribution, Hollywood Television Service, King Features, National Telefilm Associates, Screen Gems, Seven Arts Associated, Tele Features, Trans Lux, 20th Century-Fox TV, United Artists TV, Warner Bros. TV and Woler TV Sales. Len Firestone of Four Star is chairman of the executive committee for the exhibit.

**Radio series sales . . .**


*Audio Program Service* (Triangle):

WEAQ Eau Claire, Wis.; WEIN-FM Findley, Ohio; WAVU Albertville, Ala., and WTCM-FM Traverse City, Mich.

*The Sealed Book* (Charles Michelson): KMOX St. Louis.


**CBS-TV acquires 'Sons' for '65-'66 season**

CBS-TV announced last week the purchase of *My Three Sons* (ABC-TV, Thursday, 8:30-9 p.m. EST). James T. Aubrey Jr., president of CBS-TV, said the series which stars Fred MacMurray and has been on ABC-TV since 1960, would be a "highlight" of CBS's nighttime program schedule next September.

It was reported CBS paid over $6 million to acquire the program rights from producer Gregg-Don Inc. Involved also are the backlog of 184 filmed episodes which have been shown on ABC. These films could be rerun in CBS's daytime schedule or placed in syndication, probably through CBS Films.

A report late in the week speculated that CBS possibly would slot *Sons* next season in the Thursday night period the program now fills on ABC.

**Film sales . . .**


*I Search for Adventure* (Banner Films): WSUN-TV St. Petersburg, Fla.

*Debbie Drake* (Banner Films): WPTV-TV West Palm Beach, Fla.

*Dodo—The Kid From Outer Space* (Embassy Pictures-TV): WTAE-TV Pittsburgh; WSCC-TV Charlotte, N.C.; and KCCK-TV Salt Lake City.

*Adventure 26* (Embassy Pictures TV): KHIN-TV Little Rock, Ark.: KCTV-Denver and WCSC-TV Charleston, S.C.

*Sons of Hercules* (Embassy Pictures TV): WSBT-TV South Bend, Ind.; WHET-TV Bluefield, W. Va., and WOAY-TV Oak Hill, W. Va.


H&B to modernize its CATV systems

H&B American, the nation's largest operator of community antenna television systems, has announced a major modernization program calling for an expenditure of some $2.5 million. The program calls for the complete rebuilding of five CATV systems, the partial rebuilding of another and the installation of a new system, so that all seven will be capable of carrying up to 12 TV channels, plus 20 FM stations.

To implement the modernization, H&B has ordered from Jerrold Electronics Corp., Philadelphia, enough solid-state equipment to send signals through more than 500 miles of CATV plant, the largest single equipment purchase in the history of CATV, Jerrold said. Neither H&B nor Jerrold would disclose the amount of money involved in the solid-state transaction, but it is believed to be a major item in the modernization program.

The five H&B systems to be rebuilt are: Ukiah, Calif.; Reno; Margate, Ventnor and Longport, all New Jersey; Dubuque, Iowa, and Wenatchee, Wash. The system at Dothan, Ala., will be equipped with new solid-state trunkline amplifiers. The completely new system will be installed in Santa Ynez Valley, Calif. H&B owns 29 CATV systems serving more than 83,000 subscribers in 44 communities.

Leon Papernow, H&B vice president for operations, said that the modernization program has the dual goal of providing more program variety and better picture quality for subscribers of his company's CATV systems. "The tremendous investment," he said, "is an expression of H&B's confidence in the future of CATV."

Violations prompt FCC crackdown

Three radio stations were notified by the FCC last week that they had incurred apparent fines for technical violations. Simultaneously, the commission approved a pending sale application of one of the stations.

Technical violations also were the basis of an FCC action in affirming a fine for a fourth station.

The three stations placed on notice, all for technical violations, are KRRG Odessa, Tex.; WOSH Oshkosh, Wis., and WJRC Joliet, Ill. The fourth station, KALN Iola, Kan., was informed that the commission had affirmed a $500 forfeiture (BROADCASTING, June 1, 1964).

KRRG, which was notified that it had incurred a liability of $1,000 for repeatedly failing to have a first-class operator on duty, is operated by Bayard C. Auchincloss. The commission also granted assignment of license to CRRG Inc., equally owned by Earl J. Garrison, R. D. Brown and D. L. Adcock Jr.

Purchase price is $125,000 plus $25,000 to Mr. Auchincloss for a five-year agreement not to compete in either radio or television within 50 miles of Odessa.

Mr. Garrison also owns KVVW Vernon, Tex. KRRG operates on 1410 kc daytime with 1 kw.

The others receiving notices of apparent liability, each for $500, were Value Radio Corp. (WOSH) and Radio Joliet Inc. (WJRC).

WOSH's notification resulted from four rule infractions, including failure to maintain a first-class operator on duty and failure to conduct periodic inspections by a first-class operator.


WJRC, owned by Harold B. Rothrock, president, was cited for 14 rule violations. Among them: use of excessive power, employing an unlicensed operator, inaccurate meter readings and logging violations.

The three stations notified of a liability have 30 days to contest the commission's action or to pay their forfeitures.

Receiving a fine last week, for $500, was Iola Broadcasting Co., licensee of KALN Iola, Kan. The station, owned by Lloyd C. McKenney, was notified by the commission last year that it had incurred the liability for failing to have a first-class operator on duty while operating with a directional pattern.

After an exchange of correspondence and several interviews with various KALN employees, the commission said that Mr. McKenney failed to resolve any of the circumstances that led to the violations in a satisfactory manner for the agency to remove or lessen the forfeiture.

The FCC actions were by Commissioners E. William Henry, who dissented to the KRRG transfer, Rosel H. Hyde, Kenneth A. Cox and Lee Loevinger.

Radio interference subject of FCC bill

The FCC's concern over the problem of interference to radio reception was the subject of a legislative proposal submitted last week to Congress.

The commission's bill, seeking to amend the Communications Act, would give it authority to prescribe regulations for the manufacture, import, sale and shipment of electrical and electronics equipment which emit radio frequency energy by radiation and cause interference to radio reception.

The commission's authority in this area has been limited to prohibiting the use of equipment emitting interference to radio reception, and to prescribe regulations to prevent interference between stations.

In 1963, the commission is said to have expended more than 150,000 man hours in tracing and eliminating interference emitted from such devices. With the enactment of the new legislation, however, the agency feels it can get at the root of the problem by requiring that such equipment be properly designed to reduce radiation to specified and acceptable limits before being placed on the market.

Another legislative proposal submitted to Congress recently by the commission would give it jurisdiction over abandoned radio and TV towers (BROADCASTING, Feb. 1).

Limit proposed on TV tower heights

Representative Oren Harris (D-Ark.) has proposed legislation that would limit the height of radio and television towers to 2,000 feet above ground.

The legislation was introduced in the form of a resolution (HJ Res 261) which asserts that the 2,000-foot ceiling is a necessary safety measure in view of the rapid growth of military and civilian aviation and the broadcasting industry.

Representative Harris, who is chairman of the House Commerce Committee, plans to include the resolution in a hearing to be held on a bill that would authorize the FCC to order abandoned radio towers dismantled when the Federal Aviation Agency rules them to be a hazard.

It was also understood that the congressman might take up the question.
of antenna farms at the same time. The FCC is preparing a proposed notice of rulemaking dealing with the establishment of antenna farms. But Representative Harris is said to have asked the commission to withhold action on it pending the legislative hearing. No date for the session has been set.

The tall-tower resolution would ask the commission not to issue licenses for broadcast stations that would use an antenna tower extending over 2,000 feet above ground. The commission would also be asked to deny renewal of licenses for such stations unless, following consultations with the Federal Aviation Agency, the Department of Defense and other interested agencies, it determines the tower is not a hazard.

At present, there are only two towers of more than 2,000 feet above ground, both in Fargo, N. D., KTHV-TV's tower rises 2,063. KXJB-TV has a 2,060-foot tower. A third is proposed, for Wilming-ington. N. C.

Representative Harris introduced a tall-tower bill last year which would have authorized the FAA administrator to limit the height of broadcast towers to 1,650 above ground. That bill died in committee.

**Satellite-to-home-TV is called possible**

A Hughes Aircraft communications satellite expert last week foresaw the feasibility of direct broadcasting from satellites to home receivers by pumping up the sensitivity of the TV set.

Harold A. Rosen, principal communications satellite expert at Hughes, which built the successful Syncom switchboards-in-the-sky, made his suggestion at a Los Angeles meeting of the Institute of Electrical & Electronic Engineers.

Most appraisals of the technical problems concerned with direct broadcasting via satellites, he said, have indicated that it won't happen until satellites are powerful enough to radiate 10 kw or more of power.

Instead of placing an unwieldy requirement on satellite power by requiring that it operate in conjunction with an unmodified home TV receiver, Mr. Rosen asked, why not increase the sensitivity of the home receiver. This could be done, he said, by using a converter to enable the receiver to accept microwave frequencies (about 2,000 mc), and by using a 10-foot parabolic dish as a rooftop antenna.

These measures, he said, would not only greatly reduce the satellite power required, but would also improve reception by the elimination of ghosts and interfering signals.

**Stereo by satellite test is successful**

"Transoceanic stereophonic broadcasting via satellite may not be far off," Collins Radio Co. said last week following a successful test of the technique using a satellite. The results are to be part of America's proposal to an international meeting next month that U. S. stereo standards become worldwide.

The test took place Tuesday (Feb. 2) near Barstow, Calif., at National Aeronautics & Space Administration's Goddard Space Flight Center and was termed a "fantastic success" by the participating engineers, Collins said. It proved that a stereo signal transmitted from earth, received by a Relay satellite orbiting at 5,000 miles height and retransmitted back to earth maintains its quality.

Results of the test, showing superiority of the American "pilottone" stereo system adopted by the FCC in 1961, will be presented to a meeting in Vienna March 25-April 7 of study group 10 of the Committee Consultatif International de Radio (CCIR), Collins reported.

A Prose Walker, director of the Collins Broadcast Communications Division, is international chairman of study group 10. Harold L. Kassens of the FCC has been coordinating the satellite project for presentation to the study group. Carl R. Rollett of Collins is to present a technical paper on the satellite test before the National Association of Broadcasters in Washington March 21-24.

Should study group 10 approve the American proposal, the committee recommendation would be presented in 1966 before a plenary session of the CCIR for adoption.

**Give color to ETV**

WMVS-TV Milwaukee became a color-capable educational station last month through the generosity of two commercial stations and the ingenuity of two of its engineers. WISN-TV and WITI-TV, both Milwaukee, each donated portions of obsolescent, flying spot scanner, color equipment to the educational outlet for use in teaching students of the Milwaukee Institute of Technology. Harold Wagner and Fredrick Goll, WMVS engineers, spent several months of their spare time and less than $150 for modifications, and now the station is equipped for color slides and film, and has added both to its schedule.
Better TV cameras made for future moon shots

More and better looks at the moon by television are scheduled to be attempted by the National Aeronautics & Space Administration in the next several weeks, with two new Ranger probes carrying improved TV cameras. Meanwhile, NASA reports, the Mars probe which is scheduled to send back TV pictures of the red planet in mid-July, if all goes well, is continuing on course.

Plans are to launch a Ranger spacecraft to the moon the week of Feb. 17, with a second Ranger launch about 30 days later. Both 800-pound Rangers will carry six TV vidicon cameras, three for large-area coverage, and three for narrower fields, similar to the arrangement in the successful Ranger VII probe which flashed more than 400,000 closeup pictures of the lunar surface back to earth (Broadcasting, Aug. 3, 1964).

The light sensitivity of the three cameras with f/2 aperture openings has been increased over those used by Ranger VII to permit them to function at lower light levels. This has been done by increasing the amplification of the video signal from the three cameras. The three cameras with the larger f/1 apertures will remain the same as those used on Ranger VII.

The new Ranger series is planned to photograph the dark arid seas (seas) of the moon. Generally, it is hoped to aim the spacecraft at the shadow line on the moon (the line separating the white from the dark areas) which should result in more contrast and better definition. Transmission will begin about 10 minutes before impact, when the spacecraft is 1,120 miles from the moon.

The TV pictures will be picked up at the ground receiving station at Goldstone, Calif. RCA's Astro-Electronics Division, Princeton, N. J., designed and manufactured the TV cameras.

Institute negotiates on home video recorder

The IIT Research Institute, Chicago, formerly the Armour Research Foundation of the Illinois Institute of Technology, announced last week it is negotiating with manufacturers for licensing of its new home video-tape recorder which it hopes will be on the market next year.

John P. Skinner, institute's manager of magnetic recording, said a license agreement has been signed with "a major United States manufacturer" to produce the home recorder and "negotiations with other manufacturers are in the advanced stage." The new licensee does not wish to be disclosed, he said.

IITRI recently completed its prototype video-tape recorder which is described as suitable for the home consumer and educational markets. The institute said it has been under "intensive development" for a long time.

Mr. Skinner explained that the institute's "experimental equipment" operates with a seven-inch reel of quarter-inch tape and records one hour of both video and audio using 10 channels. The tape is standard instrumentation type but is the very thin-base variety with 3,600 feet per reel. The machine runs the tape at 120 inches a second.

He said standard quarter-inch audio tape and slower speeds are workable but the quality is not as good at present. Color-TV recording also is being explored.

Mr. Skinner said the machine employs "direct recording" of the signal rather than a modulation stage and thus is capable of greater efficiency. The machine's "simplicity" also means its manufacturing cost will be lower, he said.

The institute controls or owns several hundred U. S. and foreign patents in the magnetic recording field, some "dating back to the first practical recording device in 1939 by Marvin Camras, IITRI senior physicist and the recognized pioneer of modern magnetic recording techniques." There presently are more than 100 licensees in the world using institute patents in the production of magnetic recorders.

NASA given use of TV auxiliary channels

The FCC amended its rules last week to permit the National Aeronautics & Space Administration to use two frequencies in the TV auxiliary broadcast service—1990-2110 mc band, previously reserved exclusively for TV pickup, studio-to-transmitter link and intercity relay purposes.

The two bands—2106.4 and 2101.8—will be used in conjunction with the NASA's Apollo project, which is designed to land astronauts on the moon. The authorization extends to Dec. 31, 1970.

The commission's room for decision in the matter was reportedly limited by the fact that NASA had already acquired radio equipment for Apollo that was designed to operate on the frequencies the commission was asked to set aside.

The vote on the order was 3-1, Commissioner Kenneth A. Cox, who disented, objected to NASA's failure to consult the commission earlier in the planning stage. He said his dissent is aimed at alerting other government agencies requiring frequency space from the nongovernment parts of the spectrum to make their requests before committing themselves to any particular frequency.

The commission last October, at the urging of the NASA, instituted a rule-making proceeding on the proposal and invited comments from interested parties. Among those responding, and objecting to the proposal, was the National Association of Broadcasters.

The NAB advised the commission that the frequency sharing would cause extensive interference which could result in serious disruption to television broadcasting.

In arriving at its decision, the commission pointed out that the anticipated use of two frequencies would be infrequent. However, the agency said, "the national interest requires" the TV auxiliaries concerned to accept such interference.

The four locations where the NASA will use the frequencies are at Cape Kennedy, Fla.; Kauai, Hawaii; Corpus Christi, Tex., and Goldstone, Calif.

High speed video-taping system developed

A new system of video-tape recording which produces a synthetic tape speed of more than 100-inches-per-second (although actual speed is only 15-inches-per-second) has been awarded a patent (No. 3,160,704) by the U. S. Patent Office. Inventor is Lee Hollingsworth, president of Tele-Graphic Electronics Corp., Mineola, N. Y., and former owner of WKNX Mineola (now WFYI).

Heart of the new system, which is seen making home television tape recording more practicable, according to Mr. Hollingsworth, is the method of passing the tape between knife-edged magnetic plates angled across the tape.

TV tape recorder list out

Electronic Industries Association has published a new listing of television tape recorders installed throughout the world. As of Jan. 1, the new directory shows there were 2,236 quadruplex recorders in use, with 819 at commercial television stations, 130 at educational television stations, 120 at educational centers, 169 at federal government installations, and 664 in foreign use. Copies of the list are available at $2 per copy from the EIA Marketing Services Department, 1721 DeSales Street, N.W., Washington, D. C. 20036.
Warner Bros. has big plans for '65-66

Warner Bros. Pictures has "many" TV projects in the works, with three pilots—Hank, Mr. Roberts and F Troop—already completed, Judge George T. Coulson, meeting chairman, told the company's annual meeting, held Wednesday (Feb. 3) in Wilmington, Del.

He also reported on plans for a one-hour series based on the activities of the FBI which Warner will produce in association with Quinn Martin for ABC-TV starting next September.

"Continuing progress is being made by our syndication division, now marketing a number of TV series after network exhibition," Judge Coulson said.

The company currently has Wendy and Me and No Time for Sergeants on network TV, plus Bugs Bunny and Porky Pig from its cartoon division, he noted.

Financial report for three-month period ended:

Nov. 28, 1964 Nov. 30, 1963
Earnings per share $0.25 $0.09
Net income 1,235,000 409,000
Income from film rentals 9,273,000 9,172,000
Television 5,179,000 5,988,000
Records, music, etc. 4,884,000 4,288,000
Foreign dividends 10,000 10,000
Profit on sale of capital assets 483,000 1,000
Shares outstanding 4,800,082

Disney Productions net up

Stockholders of Walt Disney Productions, at their annual meeting on Tuesday (Feb. 2) approved a purchase agreement between the company and WED Enterprises to acquire WED's design, architectural and engineering organization; WED's Audio-Animatronics patent invention and figures; WED's rights under its New York World's Fair contracts and additional rights in the use of Walter E. Disney's name for $3,750,000.

The stockholders also voted to increase the number of directors from seven to eight and elected S. Clark Beise, chairman of the executive committee of the Bank of America, in addition to the seven incumbents.

First quarter:

Fiscal 1965 Fiscal 1964
Earnings per share $0.94 $0.35
Gross revenue 17,340,000 17,770,000
Net profit 1,726,722 1,596,855
Shares outstanding 1,841,475 1,779,987

Outlet sales, earning up 40% for nine months

The Outlet Co., Providence, R.I., reports improved sales and earnings for the nine months ended Oct. 31, 1964, with net per-share earnings up 40.32% over the comparable period a year earlier, and combined merchandise sales and broadcasting revenues up 28.45%.

Outlet owns a chain of Rhode Island department stores, WJAR-TV Providence and WDBO-AM-FM-TV Orlando, Fla.


For nine months ended:

Earnings per share $1.96 $0.79
Revenue 19,501,285 15,182,353
Income before federal income taxes 1,087,564 735,164
Net income 929,242 377,164

Taft officials apply for stock registration

Thirteen Taft Broadcasting Company principals applied to the Securities and Exchange Commission last week for registration of 176,000 shares of their stock to be offered for public sale. At the estimated maximum $45-per-share price, the offering approaches a value of $8 million. Carl M. Loeb, Rhoades & Co. would be the principal underwriter.

Stockholders involved include Hubert Taft Jr. (board chairman), offering 47,500 of 105,456 shares held; Lloyd B. Taft, 25,000 of 81,955; Katherine W. Perry, executrix of the estate of David G. Taft, 25,000 of 77,653, and Douglas A. Warner, Lloyd B. Taft, Robert Taft Jr., Margo T. Tytus and John H. More, trustees of Charles Phelps Taft Memorial Fund, 20,000 of 65,758.

Taft Broadcasting has outstanding 1,640,685 common shares, of which management officials own 15%.

For the fiscal year ended March 31,
1964, Taft reported net revenue of $12,-
932,509; net earnings of $2,252,336
and earnings per share of $1.38. That
year, the company purchased WGR-AM-
FM-TV Buffalo, N. Y.; WDAF-AM-FM-TV
Kansas City, Mo., and WNEP-TV Scrant-
on-Wilkes-Barre, Pa., for $33 million,
secured by long-term notes.

In January, the board of directors
voted to recommend a two-for-one
stock split, expanding authorized shares
to 5 million, to be submitted to stock-
holders at the annual meeting in July.
The firm reported earnings up for
both the nine months and third quarter
ending Dec. 31, 1964 (Broadcasting,
Jan. 18).

IRS gets extension

Deadline for government legal briefs
in the Corinthian Broadcasting tax case
has been moved forward 30 days to
March 6, it was announced last week.
The government appealed to the U. S.
Court of Appeals in Chicago from a
U. S. Tax Court ruling permitting Cor-
inthian to amortize network affiliation
contracts (Broadcasting, March 9,
1964).

The tax court decision approved Cor-
inthian's claim that some $4.5 million
could be depreciated and ruled that
straight line amortization over a 20-
year period should be followed. The
case arose from the 1956 purchase by
Corinthian of WISH-AM-TV Indianapolis
and WANE-AM-TV Fort Wayne, Ind., for
$10 million.

PKL billing, profit
increased in '64

Papert, Koenig, Lois, New York ad-
vertising agency, reports net income
for 1964 up 14% over the previous
year.
The profit figure is computed after
deductions for the company's profit-
sharing plan. Operations of PKL's
new English subsidiary are included in
the report.

Earnings per share are based on
shares outstanding after the agency's
three-for-two stock split of Oct. 15,
1964.

Year ended Nov. 30:

<table>
<thead>
<tr>
<th>1964</th>
<th>1963</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earned per share</td>
<td>$0.062</td>
</tr>
<tr>
<td>Gross billing</td>
<td>28,015,804</td>
</tr>
<tr>
<td>Net income</td>
<td>515,456</td>
</tr>
</tbody>
</table>

3M Co. sales,
net up in '64

The 3M Co., St. Paul, is nearing the
billion-dollar mark in sales, according
to a preliminary annual report issued
last week which also showed a profit
increase for 1964. 3M makes broad-
cast tapes, other radio-TV products and
owns MBS as part of its interests.

World sales hit $903.9 million last
year, up 11.2%, the company said. Net
income was $102.3 million ($1.92 a
share) in 1964 compared to $93.2 mil-
lion ($1.75 a share) the previous year.
No division breakdown was given.

INTERNATIONAL

BBC handbook lists
corporation statistics

BBC's 1965 handbook just published
reveals that BBC-2, the corporation's
second TV network, will cover more
than two-thirds of the population by
1967 and that BBC-1 is available to
more than 99% of the people in
Britain.

The handbook gives 23.5 million as
the number of people who watch BBC-
TV for some part of the day and says
that 28 million listen some time every
day to BBC radio.

Of the 3,555 TV programs presented
in fiscal year 1963-64 on the national
network, 528 were produced by BBC
regional area stations. These stations
produced 1,400 program hours for lo-
cal transmission. Radio output was
21,428 hours. BBC regional area sta-
tions, the nearest thing in Britain to a
local radio system, presented over 6,-
500 program hours and were responsi-
ble for more than 2,600 hours on the
national networks.

Operating expenditure for television
in the fiscal year was $77,199,360
which includes $8,120,000 spent on
building up staff and resources for the
introduction of BBC-2, which went on
the air after the end of the fiscal year.
The per-hour on-air cost of BBC-
TV was $15.302. This includes money
spent on BBC-2 which covers two
cities only, London and Birmingham.
The hourly cost of BBC-1, which has
nationwide coverage, was $13,606.

Operating expenditure for BBC ra-
dio was $42,212,800 for the year with
a per-hour cost of $1,971. Overseas
broadcasting expenditure was $19,206,-
000 at a cost of $607 per hour.

During the year BBC transmitted 237
programs or inserts and news items to
Europe over the Eurovision TV net-
work and relayed 200 programs from
European TV stations.

BBC Television Enterprises, the cor-
poration's foreign sales unit, sold 7,000
programs and series to 256 TV stations,
networks or associated organizations in
95 countries. The Great War series
has already been sold in 26 countries.

Canada's CTV network
has profit in 3d year

CTV Television Network Ltd., Tor-
ono, reports that at the end of its
third year of operations it is show-
ing a profit. President Spencer W. Cal-
dowell said that for the fiscal year ending
Sept. 25, 1964, the network had a 14% in-
crease in net sales over the previous
year, while related costs rose less than
10%. This resulted in a 70% improve-
ment in gross margin, and a 57% in-
crease in working capital. The network
now has 11 stations in Canada with 14
satellite stations. The network is
owned by its affiliated stations and fi-
nancial backers.

Mr. Caldwell reported that of its 10
top regular programs, three are pro-
duced in Canada. The remainder are
imported, mainly from the U. S.

Canadian regulators visit FCC

The chairman and vice chairman
of the Board of Broadcast Governors
of Canada spent two days in Wash-
ington last week holding informal
talks with members of the FCC and
its staff.

The visit of Dr. Andrew Stewart,
chairman, and Carlyle Allison was
said to have been initially proposed
by the commission several months
ago.

Commission officials said there
was no agenda for the talks but that
they covered a wide range of topics
of mutual interest, including com-

munity antenna television, program
policy, presure use operation by day-
time stations, higher power for clear-
channel radio stations and education-
al television.

The visitors also had an opportu-

ity to talk informally with the Na-
tional Association of Broadcasters
state presidents, who were meeting
in Washington. Dr. Stewart and Mr.
Allison were guests at an NAB state
presidents' luncheon Thursday and
at a reception that night.
Southern Rhodesia radio-TV revenue

Radio advertising on the Southern Rhodesia Broadcasting Corp. totalled $116,590 for the year ending September 1964, according to Franklin Research (Pty.) Ltd., of Johannesburg, South Africa.

During the same period billing on the SRBC's African (nonwhite) radio services was $105,089.

TV spending in Southern Rhodesia for the 12-month period was: Salisbury (the capital) $648,032; Bulawayo, $313,500, and Kitwe, $326,344.

In the nearby independent British Commonwealth republic of Malawi, formerly the protectorate of Nyasaland, radio advertising for the same year totalled $27,032 dollars.

Bigger year predicted for Canadian radio-TV

Canadian radio stations should increase their business by about 15% and television stations by about 20% in 1965, according to C. C. Hoffman of the Radio Sales Bureau of Canada, and Ed P. Lawless of the Television Bureau of Advertising, Toronto. For 1964 broadcast forecasts were for an increase of 5%, but actually the increase in business over 1963 was close to 15%.

Figures for recent years and a forecast for 1965 appearing in Toronto's Marketing of Jan. 15, shows radio net advertising revenue at $63 million last year, up from $57.5 million in 1963, and forecasts a total of $67 million this year. The same survey shows television net advertising revenue at $78 million last year compared with $69.2 million in 1963, and forecasts $84 million for 1965.

Abroad in brief...

Sukarno interview • A half-hour interview with President Sukarno of Indonesia telecast Jan. 31 on CBS-TV's Face the Nation, has been made available to 10 foreign countries by the international sales division of CBS Films Inc. Video tapes and films of the interview have been sent to England, Australia, Japan, Germany, Sweden, Norway, Finland, Holland and Singapore.

Record billing • Young & Rubicam Ltd., London, had 1964 billing at the record level of $33.8 million. During the year Y&R acquired $4.2 million in new business. In his annual review Managing Director Wilson H. Kierstead said that nine new clients had been added while 32 new products had been acquired, 10 of them from existing clients.

DDB expands • Doyle Dane Beranbach (Canada) Ltd., Montreal advertising agency, is opening an office at Toronto.

Ads for Russia?

Russians are being urged to study their advertising concepts and adopt capitalist-style advertising, according to the Associated Press. I. Lazukov, a department chief of the State Committee for Trade, called for television commercials, advertising films, attractive packaging, professional advertising men and other western hard-sell methods. He commented that "no one doubts the obvious truth that in Socialist conditions, sales propaganda is proper, and what's more, essential."

Spotmaster

NEW 500 SERIES...
World's Most Advanced Cartridge Tape Equipment

From the established leader in tape cartridge systems — SPOTMASTER — comes today's most advanced units, the 500B series. Featuring all-modular, all-solid-state design and your choice of 1, 2 or 3 automatic electronic cueing tones, the 500B continues the SPOTMASTER tradition of superior quality at sensible prices.

Check these other SPOTMASTER features:
• Meets or exceeds all existing and proposed NAB standards.
• Popular 500A series, today serving over 1,000 stations world-wide, now available at new low prices.
• 14 models match every programming need: recorder-playback and playback-only... compact and rack-mount... monophonic and stereo.
• Delayed Programming option permits instant deletion of objectionable material from live originations.
• Heavy duty construction throughout, with rugged hysterisis synchronous motors, top specs and performance.
• Lease/purchase option. Ironclad guarantee for one full year.

Write for complete information:

BROADCAST ELECTRONICS, INC.
8800 Brookville Rd., Silver Spring, Md. JU8-4983 (301)
TVB honors six groups, agencies

Six trade associations and their advertising agencies received Gold Screen awards from the Television Bureau of Advertising last week for "outstanding performances in the art of total communication to promote an industry through advertising."

The awards were given last Wednesday (Feb. 3) at TVB's presentation in Washington of "SOS: Your Association . . . Surviving or Succeeding?" The slide and action-film show was a demonstration of associations that have produced industry-wide results for their members.

Norman E. (Pete) Cash, TVB president, and James C. Hirsch, vice president for national sales, announced the awards to: American Dairy Association and Compton Advertising; American Iron & Steel Institute and BBDO; Cotton Producers Institute and Fuller & Smith & Ross; Institute of Life Insurance and J. Walter Thompson; National Federation of Coffee Growers of Columbia and Doyle Dane Bernbach, and The Savings and Loan Foundation and McCann-Erickson.

Awards were also presented to The Advertising Council, the American Association of Advertising Agencies as volunteer agencies for council campaigns, and the Association of National Advertisers as volunteer coordinators on council campaigns.

Drumbeats . . .

Honored by NCCJ • George B. Storer, chairman and chief executive officer of Storer Broadcasting Co., has been named to receive the Silver Medallion Brotherhood award of the National Conference of Christians and Jews at a Feb. 22 dinner in Miami Beach, Fla.

Chicken circuit • Editors around the country were treated with a surprise "bucket" of fried chicken from ABC-TV to call attention to the appearance of a new advertiser—Colonel Harland Sanders “King of Kentucky Fried Chicken”—on the network’s Tennessee Ernie Ford and the Peepickers (Jan. 25, 1-1:30 p.m. EST). Cooperating in the promotion were Colonel Sanders franchise operators and ABC-TV affiliated stations.

Long run • When WIBW-Topeka, Kans., celebrated the 20th anniversary of its Capitol Federal Bandstand, it also was a 20-year milestone for the program's host, Bob Kearns, sales manager of WIBW-AM-FM-TV and the sponsor, Capitol Federal Savings and Loan Association, Topeka. The whole group has been together for 4,000 programs of transcribed music by Guy Lombardo and his Royal Canadians. Capitol Federal, now a major advertiser on all of the WIBW stations, has grown from assets of $6 million to $275 million during its association with WIBW, and attributes the growth, in part, to radio.

Safety thirist • WNHC-TV New Haven, Conn., plans a safe-driving campaign based on a series of editorial documentaries examining traffic safety problems. The first, "Turnpikes, Trucks and Truckers," was introduced by Governor John N. Dempsey and telecast on Jan. 22. Slogan of the campaign is "Drive Alive in '65."

Thanks • Thomas W. Wilson, president of the Federal Communications Bar Association, (right) is shown giving a plaque to Robert J. Burton, president of Broadcast Music Inc., in appreciation of his serving as master of ceremonies and providing entertainment for FCBA functions. The presentation was made on Jan. 29 at the FCBA's annual dinner in Washington.

Year of the serpent • In bright red wrappers with gold adornments, friends of KRON-TV San Francisco received cards last week wishing them "a prosperous Gung Hay Far Choy throughout 4663, the year of the Serpent." With each card went a penny, in accordance with, station explained, "a Chinese custom, on New Year's Day, Feb. 2, to offer a penny in a red wrapper as a wish for a long and prosperous life."

Mrs. America • Donald Young Associates, Chicago public relations firm, has purchased all rights to Mrs. America Inc., 25-year old national promotion which has been sold on annual basis to consumer products and services.

Safety awards • The National Safety Council, Chicago, which for many years has operated its media awards program "as a somewhat wholesale 'noncompetitive' system," announced it has changed its awards "to a clear cut competition for a few best awards in a number of categories." Radio-TV are included. This year's deadline is March 15.

KDWB's billboards serve dual purpose

Stations have used billboard promotions for many years, but KDWB Minneapolis-St. Paul is tying in its big billboard campaign with on-air promotion designed to prove to print-heavy advertisers that they need "sound" as well as "sight."

KDWB, through Naegle Outdoor Advertising, has allocated 60 billboards to its campaign in the Twin Cities. Each board carries only the call letters and a single word such as "Life," "Cash" or "Super" with no duplication. Each hour the on-air call goes out: "What's the good word at Hennepin and 25th in Minneapolis?" or some similar billboard spot. Correct callers win cumulative jackpots. Since participants must know their boards and listen, too, KDWB feels it is proving its point.

TWA awards go to radio-TV newsmen

Two television newsmen and a radio news director received awards in the 27th annual writing and picture competition sponsored by Trans World Airlines.

Joseph Phipps and Art Ciocco of WPIL-TV Philadelphia were "sweepstakes" winners in the television-radio category of the competition. They each received an extra $100 in addition to the $100 and commemorative awards given to all 12 winners.

Jim Bormann, news and public affairs director of WCCO Minneapolis, was the other winner in the TV-radio category.

The awards were presented Jan. 10 by Ernest R. Breech, chairman of the board of TWA, at a dinner in the Camelback Inn in Phoenix.
BROADCAST ADVERTISING

Marvin D. McQueen, VP-director, D'Arcy Advertising Co., St. Louis, appointed administrative VP and assistant to president of agency. He also will be head of new business department for St. Louis office and be chairman of administrative committee.

J. Paul Meegan, BBDO account executive for Marine Trust Co. of Western New York, named VP and manager of Buffalo office of BBDO, succeeding Dale G. Castro, who retires July 1 after 39 years with agency.

Harry F. Brian, creative director of VanSant, Dugdale & Co., Baltimore, elected senior VP.


C. Merritt Trott, general sales manager of WFMF Frederick, Md., named sales manager of WBAL-FM Baltimore.

Louis S. Benincasa, with McCall Corp.'s Redbook magazine, named account executive at Lennen & Newell, New York, for P. Lorillard Co. account.

Nigel Selby, account supervisor for BBDO, London, transfers to BBDO, New York, switching with Andrew Johnston, in firm's exchange program.

Howard E. Upson, account director for McCann-Erickson, New York, elected VP.

Dick Williams, sales account executive at Select Station Representatives, New York, joins sales staff of Metro TV Sales, division of Metromedia, as account executive. William Carpenter, account executive, named manager of special projects at Metro TV Sales, New York.

William V. Halle, assistant producer at Ketchum, MacLeod & Grove Inc., Pittsburgh, named TV-radio producer.

Jack Calnan, copy director of Foote, Cone & Belding, Los Angeles, named VP and creative director of Honig-Cooper & Harrington, that city.

Raymond A. Betuel, VP and senior art director, and William LaCava, VP and senior producer in charge of TV commercial production department at Foote, Cone & Belding, New York, named associate creative directors.

John Pero, timebuyer at Ted Bates, New York, joins Spanish International Network, there, as sales representative.

Johne Pearson, with KMB-C-FM Kansas City, Mo., named retail sales manager in addition to his air work.

Tom Calenberg, news reporter at WANE-AM-TV Fort Wayne, Ind., named account executive for WANE-TV.

Jack C. Long, television sales manager for WSMX Nashville, named VP-TV sales manager for WSMX Inc.


Bill Dahlsten, with Grant Webb & Co., Chicago, named VP in charge of Chicago operations for New York-based representative firm.


George L. Babick, account executive at WTMJ-TV Milwaukee, named to Chicago TV sales staff of Avery-Knobel.


Bruce Baker, formerly VP with Compton Advertising, joins Earle Ludgin & Co., Chicago, as VP and account executive.

Don Brockwell, with Post-Keyes-Gardner, Chicago, joins BBDO there as TV art director.

Robert N. Bauer, with Clinton E. Frank Inc., Chicago, promoted to assistant media director. Robert Irvine, formerly with Tatham-Laird, joins

KM&G realigns

Peter Triolo, VP of Ketchum, MacLeod & Grove, Pittsburgh, named VP-director of media and programming as agency combines departments. In realignment, David R. Williams continues as associate media director and is directly responsible for one of three all-media groups replacing previous media manager specialist organization. He also is general media planner and consultant. Lawrence W. March, media manager and Peter B. Turk, radio-TV time buyer, promoted to media supervisors and will direct other new all-media groups.
Frank as media buyer.

Tom Garrabrant, account executive at Tatham-Laird, New York, moves to Chicago office as media department manager reporting to media director.

James McCaffrey, account executive at WRQV Philadelphia, named local account executive at WIP, that city.

Wilbur T. Trueblood Jr., VP and account supervisor of Krupnic & Associates, St. Louis, named to board of directors.

George Pettett, with George P. Hollinger Co., elected president of Broadcast Representatives Association of Dallas.

Bradford H. Littlefield, former media supervisor for Colgate-Palmolive Co., and D’Arcy Advertising Co. and assistant buyer for Benton & Bowles, named manager of advertising at Brown & Williamson Tobacco Corp., Louisville, Ky., responsible for broadcast and print advertising.


Eyvind S. (Bud) Nebel, sales executive at KETV (TV) Omaha, named assistant general sales manager.

William V. Barborka, account executive at BBDO, Chicago, named to handle Peter Hand Brewery Co., that city, brewers of Meister Brau beer, and

Charles D. Pettengill, with BBDO, there, named account executive for Conn Organ, Elkhart, Ind.

Jerome S. Stolzoff, VP and account management supervisor at Grey Advertising, New York, joins McCann-Erickson, that city, as senior VP and member of board of management.

William F. Miller, account supervisor with Ketchum McLeod & Grove, Pittsburgh, named VP (also see page 83).

Mary Lou Benjamin, media director at Helitzer, Waring & Wayne, New York, elected VP in charge of media.

Carl F. Prell, after 46 years with Lampley, Fox, Prell & Dolk Inc., South Bend, Ind., resigns as president-director. He is succeeded by A. J. Denniston.

Fred K. Smart, member of corporate marketing staff in charge of corporate promotions at General Foods Corp., New York, joins Galbraith, Hoffman & Rogers advertising agency, that city, as executive VP and chairman of marketing plans board.

David Carew, formerly with Griswold-Eshleman Co., Chicago, joins Cooper, Strook and Scannell, Milwaukee, as account executive.

Dick Moran, formerly account executive with Metro TV Sales, joins sales staff of WBKB (TV) Chicago, replacing Lee Carlson, now account executive with ABC Spot Sales, Chicago. Mr. Carlson succeeds Jack Allen who moves to ABC Spot Sales, New York.

Peter Oldham, creative group supervisor at Erwin Wasey, Los Angeles, joins Hixson & Jorgensen, that city, as senior copywriter.

Jack J. Bard, VP and director of media activities at Tatham-Laird, Chicago, will join Purex Corp., Lakewood, Calif., in March as staff planning specialist for grocery products group.

Robert A. Danziger, VP of sales and marketing at Bunny Bear Inc., Everett, Mass., manufacturer of juvenile furniture and accessories, joins Mister Donut of America, Westbrook, Mass., as director of marketing and franchising.

James M. Rupp, VP of Media Statistics Inc., Silver Spring, Md., named director of sales research and development for Cox Broadcasting Co., Atlanta. Cox stations are: WOIO-AM-FM-TV Atlanta; WJIC (TV) Pittsburgh; KTVU (TV) Oakland - San Francisco; WHIO-AM-FM Miami; WHIO-AM-FM-TV Dayton, Ohio, and WSO4-AM-FM-TV Charlotte, N. C.

Frederick C. Visor, general manager of Colfax Laboratories Division of Shulton Inc., Clifton, N. J., named VP in charge of market and product development at Plough Inc., Memphis.

John G. Likakis, advertising and sales promotion manager of agricultural sales division of Chas. Pfizer & Co., New York, and Frank E. Toole Jr., with Foote, Cone & Belding, that city, join C. J. LaRoche & Co., there, as account executives.

Sanford D. Buchsbaum, director of advertising for Revlon Inc., New York, named VP-advertising.

Edward J. Palmer, contact supervisor at Young & Rubicam, New York, named VP.

Marvin Antonowsky, VP-director of marketing services and member of executive committee of Norman, Craig & Kimmel, New York, named director of media research at J. Walter Thompson, that city.

John F. Small, media analyst and buyer for Grey Advertising, New York, joins local sales staff of WNBC-TV, there.

John G. Roemer, manager of advertising department, Simmons Co., New York, elected chairman of Association of National Advertisers’ cooperative advertising committee, succeeding Arthur Baum, VP-advertising and marketing.

McIntyre Utah president

New officers elected by Utah Broadcasters Association: Frank C. McIntyre, KLBY Salt Lake City, president; L. John Mines, KNAX Salt Lake City, VP, and James K. Richley, KMMR Murray, treasurer.
THE MEDIA


Greg Stone, WSOQ Charlotte, elected VP and Carl Bell, Charlotte AP bureau chief, reelected secretary-treasurer.

Claye Frank, WHNC Henderson, named director for East and Dick Creed, WJJS-TV Winston-Salem, elected as director for West.

Rod M. Smith, chief financial advisor of Central California Communications Corp., Salinas, named controller of KHJ-AM-FM-TV, Los Angeles.

Tom Papich, account executive at H-R Representatives, Los Angeles, named station manager at KKKD, that city.

Mike Clarke, station manager of WBJA-TV Binghamton, N.Y., named assistant advertising manager to Joseph Brechner, president of WFTV-TV Orlando, Fla.

Ken H. James, sales manager at KETV-TV Omaha, named station manager.

Dean Bennett, promotion director at KSL Salt Lake City, named director of information services at WERE Boston. Mr. Bennett will be responsible for promotion, merchandising and advertising at CBS-owned radio station.

Les Lindvig, VP and director of sales for Kool Radio-TV Inc., Phoenix, named station manager for Kool-AM replacing Jack Murphy (see below).

Jay G. Manarkey appointed commercial and station manager for WERD Owego, N. Y.

Rudolph O. Marcoux, general manager of WLBZ Bangor, Me., elected mayor of Brewer, Me.

Alfred L. Schwartz, member of legal department at ABC, New York, appointed assistant general counsel for Metromedia Inc., that city. Metromedia stations are: WTTG-TV Washington; WNEW-AM-FM-TV New York; WHK-AM-FM Cleveland; WAP-AM-FM Philadelphia; WTVH-TV Peoria and WTPV-TV Decatur, both Illinois; KLAC-AM-FM and KTTV-TV Los Angeles; KMBC-AM-FM.

Lee withdraws; Lee wins

Carl W. Lee, WZKO Kalamazoo, Mich., has withdrawn as nominee for National Association of Broadcasters radio board. He was nominated as director-at-large from class B markets, opposing Jack W. Lee, WSAZ Huntington, W. Va. (Broadcasting, Jan. 25). It is understood Carl Lee is planning to run for TV board at NAB convention in March.

TV Kansas City Mo., and WCBM-AM-FM Baltimore.

PROGRAMING

William H. Tankersley, director of program practices, CBS-TV Hollywood, named director of program practices for CBS-TV, New York, succeeding Herbert A. Carlberg, who retires after 32 years with CBS. Philip Scheffler, with CBS News since 1951, named a producer of CBS Reports (Monday 10:00-11:00 p.m. EST).

John Michaels, announcer at WRAB-AM-FM Babylon, N. Y., named program director.

Bobby Keith, air personality at WAP Jacksonvile, Fla., joins word Spartanburg, S. C., in same capacity.

Ivan Ladizinsky, producer of Flair Reports on ABC Radio, appointed program director of KCBS San Francisco.

Harry C. Bell Jr., head of MCA's radio-TV commercial department, New York, named account executive for Gotham Recording Corp., that city.

John Parker, sportscaster, named program director at KORK Las Vegas, in addition to his daily program on KORK-TV.

Jack Murphy, station manager of Kool-TV Phoenix, Ariz., named VP in charge of news, sports, special events, public affairs and special programing.

More than a decade of Constructive Service to Broadcasters and the Broadcasting Industry

HOWARD E. STARK
Brokers—Consultants

50 EAST 58TH STREET NEW YORK, N. Y. 10022
for licensee, Kool Radio-TV Inc., owned by Golden West Broadcasters.

H. J. Schlafly Jr., rejoins Teleprompter, New York, as senior VP, after one year's leave. Mr. Schlafly, a founder of firm, was formerly VP for engineering.

Mr. Schlafly

Mel Baily executive producer of Metromedia's Metropolitan Broadcasting Television, New York, named program director of WNEW-TV New York.

Gary Kay, assistant program manager, named manager, programming business affairs, for ABC International Television Inc., New York.

Kirby Ayers, director of program operations at WPAT Paterson, N. J., appointed program director of WR Detroit, both Capital Cities Broadcasting Corp. stations. Clark Andrews, former executive producer at WCBS New York, named director of program operations at WPAT-AM-FM.

Dr. Leonard Reiffel, group VP of Illinois Institute of Technology Research Institute and director of its Astro Sciences Center, named science editor and consultant to WBBM Chicago, which is retaining nationally recognized specialists in various fields on consulting basis.

Alan Handley, director of the Danny Thomas Specials on NBC-TV will direct and produce Miss Television U.S.A., new series by Wolper Productions. Beverly Karp named writer of series, with Bob Wynn as co-producer and Ralph Riskin as associate producer. Jack Elliott will compose and conduct music for half-hour series.

Fred Cook, WREC-AM-TV Memphis, personality, promoted to program director of WREC.

John Zane, with VPI Productions, New York, named production supervisor at VPI of Illinois, Chicago.

Bill Baker, morning personality at WIBC Indianapolis, joins WCNY Cincinnati, in similar capacity.

Johnny Gunn, of KBIG(FM) Los Angeles, named program director for KGLM (KBIG's AM affiliate) Avalon, Calif.

Joe Landis, currently producing and directing CBS-TV's repertoire workshop series, joins live programming division of Wolper Productions as producer-director of taped portions of Wolper's comedy series, The Imposters.

Herbert H. Strauss, director of radio-TV production and program development at North Advertising, New York, named development officer of National Educational Television, New York, responsible for acquiring funds to underwrite NET programs.

No. 13 for 'No. 1'

Donald H. McGannon, president of Westinghouse Broadcasting Co., New York, is claimant for title of 'No. 1' father among group owners. He and Mrs. McGannon had their 13th child on Jan. 31. Boy, 8½ lbs., was born at Norwalk (Conn.) hospital. They now have seven girls and six boys. Father helped celebrate event at White House last Tuesday (Feb. 2)—as he was only broadcast executive among 176 dinner guests . . . Mrs. McGannon couldn't make it.

Lee Mesey, formerly sports director and assistant news director for KOMU-TV Columbia, Mo., and Roger Derby, formerly with WCIA (TV) Champaign, Ill., join WLWT (TV) Cincinnati, news staff.

Pat Leslie, with WBBM-TV Chicago, named news reporter at WFIL-TV Philadelphia.

Art Curley, summer announcer for MBS in Washington, named evening news editor for WPEN-AM-FM Philadelphia.

Betty Wolden, journalism graduate of University of Minnesota, joins news staff of KSTP-TV St. Paul-Minneapolis.

Donald Buchler, formerly with WHFB Benton Harbor, Mich., and KBOX Dallas, named newscaster at KSTP-TV.

Richard Kernen, programing coordinator at WXYZ Detroit, named director of public affairs.

EQUIPMENT & ENGINEERING

John P. Shipley, for past five years manager of RCA sales, broadcast equipment in Michigan area, appointed manager, New York broadcast office of RCA Broadcast and Communications Products Division. Mr. Shipley succeeds O. E. Wagner, named manager, broadcast and communications marketing. RCA International Division.

Edward P. Whitney, national sales manager of AMECO Inc., community antenna television equipment manufacturing company, Phoenix, named VP of Entron Inc., CATV manufacturing company, Silver Spring, Md.

Edmund Kedzierski and Willard Walker, engineers for noncommercial WNDY(TV) Newark, N. J.-New York, named engineering supervisors for WNJT-TV (ch. 47) Linden, N. J.-Newark, scheduled to go on air this spring.

Felix N. Mielecan, product manager for stereo and radio department of Sylvania Electric Corp., division of General Telephone and Electronics, Batavia, N. Y., named to newly created position of assistant manager of product development of Zenith Sales Corp., Chicago.


Robert J. Henderson, eastern regional sales manager for DuMont industrial television systems, named national sales manager for industrial and commercial
Terry heads S.C. group

New officers of South Carolina Broadcasters Association, elected at Jan. 30 annual meeting: Hub Terry, WJOT Lake City, president; Joe Wilder, WBBI Barnwell, VP-radio; Charles R. Sanders, WSPTV Spartanburg, VP-TV; Bill Arrington, WMRF Greenville, treasurer. Directors elected: Bill Barchman, WXXI Sumter; Wade H. Alley, WMYB Myrtle Beach, and Curtis B. Sigman, WCCL York.

closed-circuit television systems, cameras and associated equipment at DuMont Laboratories, division of Fairchild Camera and Instrument Corp., Clifton, N. J.


FANFARE

John Friedkin, personality and motion picture division head of Rogers & Cowan, New York, elected VP.

Jon T. Cauble, promotion manager of WSOC-TV Charlotte, N. C., also named promotion director for WSOC-AM-FM.

Jay Childs, announcer with WFTL Fort Lauderdale, Fla., also named promotion director.

Garrett D. Blanchfield, assistant promotion and advertising director and salesman for WEET Boston, named to sales research and promotion director at KVO Pittsburgh.

D. Manning Haynes, continuity director for WKPD-AM-FM Columbus-Worthington, Ohio, named promotion director.

Gordon Dille, account executive at J. M. Mathes, New York, named associate director of public relations and publicity.

Thomas B. Andrews, WHIO-TV Dayton, Ohio, salesman, joins Dayton Power and Light Co. public relations staff as supervisor of community relations.

ALLIED FIELDS

John J. Dempsey and John R. Carr have formed Dempsey & Carr, Washington law firm for general practice, including communications law. Mr. Dempsey, son of William J. Dempsey, Dempsey & Koplovitz, is 1962 graduate of Georgetown Law School and was law clerk to U.S. District Judge Edward M. Curran. Mr. Carr, 1958 graduate of Syracuse University Law School, served in Navy, FCC’s legislative division, Office of General Counsel, and appeals division, Federal Trade Commission.

Mrs. Grace Olivarez, hostess of 90-minute weekly Spanish-language program of KPHO-TV Phoenix, named to 14-member national advisory council in President Johnson’s war-on-poverty campaign.

Arthur Stambler, member of Washington law firm of Scharf, Becker, Baron & Stambler, joins law firm of Grove, Paglin, Jaskiewicz, Sells, Gilliam & Puttrese. At one time he was legal assistant to late Commissioner Frieda B. Hennock.

C. H. Logan, production supervisor of noncommercial WMVE (TV) Milwaukee, named director of educational broadcasting at North Dakota State University, Fargo. Replacing him is Rodney G. Thole, producer-director at WMVE.

Frank E. Streau, production coordinator and producer-director at WMBD-TV Peoria, Ill., replaces Mr. Thole.

Willard F. Shadel, formerly newsman with ABC and CBS, named associate director of School of Communications at University of Washington, Seattle.

INTERNATIONAL

Peter Marriott, United Kingdom and Scandinavian representative of Screen Gems Ltd., London, resigns to package and produce programs for TV in Europe.

Barry Harvey named European marketing director for Audio Devices Inc., New York, with offices in Brussels.

Jim Purvis named assistant manager and program director of CJAY-TV Winnipeg.

FPA elects

Officers for 1965 elected by Film Producers Association of New York last week are president, Robert Bergmann, Filmenx; VP, Chet L. Stewart, Reeves Studios; secretary, Sam Magdoff, Elektra Film Productions, and treasurer, Morris Behrend, WCD Inc., all New York.
to board.

Neil Potter, deputy head of news and features division and news bulletin director, of Southern Television Ltd., appointed Dover, England, manager.

Richard Macdonald, director and head of TV operations for BBDO, London, appointed creative director.

Tim Deney, associate director of Hobson, Bates and Partners Ltd., London, named director at HB&P.

Alan Hunt, with BBDO, London, named art director at Mather and Crowther Ltd., that city.


DEATHS

Edward Aleshire, 57, senior VP and director of West, Weir & Bartel, New York, died Jan. 28 in New York. He formerly was with ABC, Blackett-Sample-Hummert, Cohen Advertising Co., (later becoming president whose name changed to Cohen & Aleshire). He had been with WW&B since 1961. Surviving are his widow, Rosemary, and two sons.

Robert Lukkason, 41, manager of KTHV-TV Fargo-Grand Forks, N. D., died Jan. 31 of injuries suffered in automobile crash near Fergus Falls, Minn. He is survived by his widow, Madeline, and nine children.

Waymouth Kirkland, 87, senior member of law firm of Kirkland, Ellis, Hodson, Haftett & Masters, died Feb. 3 in Wesley Memorial hospital, Chicago. Mr. Kirkland handled many freedom of press cases.

Kent Cooper, 84, former general manager of Associated Press, died Jan. 31 at Good Samaritan hospital, West Palm Beach, Fla., of complications following heart seizure. He was AP general manager from 1925 until his retirement in 1948. Mr. Cooper was also one of founders of United Press, which was bought and merged with United Press Associations in 1907. He is survived by his widow, Sarah and daughter, Mrs. George L. Seeger.

John Larkin, 52, died Jan. 29 at Valley Doctor's hospital, North Hollywood, Calif., of heart attack. Mr. Larkin starred in Twelve O'Clock High on ABC-TV. He was radio's Perry Mason from 1948-55. He is survived by his widow, Aubrey, and four children.

William White, 74, retired electrical engineer for General Electric Co., Schenectady, N. Y., died there Jan. 29 after long illness. Mr. White developed many radio and TV as well as industrial components and held more than 40 patents. In 1933 he had his company's vacuum tube division and in 1942 became head of GE's electronics division. Surviving are his widow, Lilian, daughter, and two sons.

Rev. Dr. Myron Webb, 65, died Jan. 29 of heart attack in Kansas City, Mo. Dr. Webb founded Bible Fellowship Hour 35 years ago on KVOO Tulsa, Okla.

FOR THE RECORD

FCC STATION AUTHORIZATIONS, APPLICATIONS

As compiled by Broadcasting, Jan. 28 through Feb. 3 and based on filings, authorizations and other actions of the FCC during that period.

This department includes data on new stations, changes in existing stations, ownership changes, hearing cases, rules and standards changes, routine roundup of other commission activity.

Abbreviations: Ann.—announced, ant.—antenna, aural.—aural, CATV—community antenna, c—critical hours, CP—construction permit, D.—day, DA—directional antenna, ERP—effective radiated power, kW—kilowatts, mc—megacycles, mod.—modification, N—night, SSA—subsidary communications authorization, SH—specified hours, STA—special temporary authorization, trans.—transmitter, UHF—ultra high frequency, unl.—unlimited hours, VHF—very high frequency, vis.—visible, w.—watts, —educational.

New TV stations

Applications Fort Dodge, Iowa—Cowles Magazines & Broadcasting Inc. UHF channel 79 (606-612 mc); ERP 19.6 kw vis., aur. ERP not listed. Ant. height above average terrain 1,781 feet, above ground 600 feet. P.O. address Ninth at Pleasant Street, Des Moines, Iowa. Estimated construction cost $148,000; first year operating cost $6,000; revenue $50,000. Geographic coordinates 42° 26’ 18” north latitude, 94° 12’ 05” west longitude. Studio location Des Moines; trans. location Fort Dodge. Cowles is publicly owned corporation and is licensee of following: KIINT-AM-TV Des Moines, Iowa; WREX-AM-TV Memphis. Applicant also has 50% interest in WCCO-AM-TV Minneapolis, and 20% interest in KTVH-TV Hutchinson, Kan. Fort Dodge facility is proposed satellite of KTHV-TV Des Moines, Jan. 28.

Pontiac, Mich.—A. E. Johnson Jr., UHF channel 44 (680-686 mc); ERP 540 kw vis., 154 kw aur. Ant. height above average terrain 715 feet, above ground 1,040 feet. P.O. address 653 Hilcrest Drive, Bloomfield Hills, Mich. Estimated construction cost $356,700; first year operating cost $144,000; revenue $100,000. Geographic coordinates 42° 29’ 01” north latitude, 84° 5 west longitude. Studio location Pontiac, trans. location Southfield Township. Type trans. RCA TTVU25b, type aur. RCA TFU-302J. Legal counsel Lauren H. Tishby, Washington; consulting engineer E. H. Munn Jr., Coldwater, Mich. Mr. Johnson has 65% interest in Ironside Manufacturing Corp., which manufactures chemical coatings for marine use. He is also a candidate about to merge holdings in Michigan, Ann. Feb. 2.


New AM stations

Action by FCC West Liberty, Ky.—Morgan County Industries Inc. Granted CP for new AM on 1,450 kc, 250 w. unil. P.O. address Glen Avenue, West Liberty. Estimated construction cost $18,783; first year operating cost $5,000; revenue $3,500. Principals: B. H. Bumpus, B. H. and J. Bumpus. Application cost $15,353; first year operating cost $5,000; revenue $3,500. Principals: Gaylon Watson (50%) and Joseph M. Bumpus (50%).

Applications Piedmont, Mo.—Wayne County Broadcasting Co. 1,160 kc, 250 w. P.O. address Box 102, Piedmont. Estimated construction cost $15,353; first year operating cost $5,000; revenue $3,500. Principals: Gaylon Watson (50%) and Joseph M. Bumpus (50%).
New FM stations

**ACTIONS BY FCC**

Albany, Ky.—Albany Broadcasting Co. Granted CP for new FM on 106.3 mc., channel 203A, height above average terrain 155 feet. P.O. address Box 158, Albany. Estimated construction cost $7,200; first year operating cost $3,000. Principals: Cecil Speck and Wallace Atwood.

Lafayette, La.—Radio Lafayette Inc. Granted CP for new FM on 91.9 mc., channel 223A, height above average terrain 278 feet. P.O. address Box 877, Lafayette. Estimated construction cost $22,000; operating cost per month $400. Principals: Edward L. Francis (1%) and George Crouch (24%), both of Lafayette. Assigned to own WAFY Lafayette.

Lea County, Texas.—Kipton County Broadcasters, Granted CP for new FM on 101.7 mc., channel 209A, height above average terrain 190.9 feet. P.O. address Box 286, Covington. Estimated construction cost $12,000; first year operating cost $5,000. Principals: Robert C. White Jr. and Kathleen C. Whitney, Kipton County is licensee of WRNL Covington. Ann. Feb. 1.

Lompoc, Calif.—Lompoc Broadcasting Inc. Granted CP for new FM on 97.2 mc., channel 224A, height above average terrain 257 feet. P.O. address Box 272, Lompoc. Estimated construction cost $4,825; first year operating cost $12,000. Principals: Jack W. Hawkins (75%), Louis Hawkins (10%), Donald Boston (10%) and Charlie M. Hawkins (5%). Interests include KIWM, Pismo, Calif.; KLBZ, Idaho Falls; KIUL, Twin Falls; KLBQ, Denver, Colo. Assigned to own KLOM Lompoc. Ann. Feb. 2.

Taos, N. M.—Art Capital Broadcasting Inc. Granted CP for new FM on 89.3 mc., channel 233C, height above average terrain 257 feet. P.O. address Box 277, Taos. Estimated construction cost $15,800; first year operating cost $12,000. Principals: Jack W. Hawkins (75%), Louise Hawkins (10%), Donald Boston (10%) and Charlie M. Hawkins (5%). Interests include KIUL, Twin Falls; KIUL, Idaho Falls; KIUL, Denver, Colo. Assigned to own KATX Taos. Likewise assumes ownership of 50% of KLEA Lovington, N. M. of KVWA Baytown, Tex. Ann. Feb. 2.

**APPLICATIONS**

Lompoc, Calif.—Lompoc Broadcasting Inc. 927 mc., channel 224, 248 kW. Ant. height above average terrain minus 226 feet. P.O. address Box 272, Lompoc. Estimated construction cost $4,825; first year operating cost $12,000. Principals: Jack W. Hawkins (75%), Louise Hawkins (10%), Donald Boston (10%) and Charlie M. Hawkins (5%). Interests include KIWM, Pismo, Calif.; KLBZ, Idaho Falls; KIUL, Twin Falls; KIUL, Denver, Colo. Assigned to own KLOM Lompoc.


Pompano Beach, Fla.—Almardon Inc. of Florida, Granted CP for new FM on 90.5 mc., channel 239C, height above average terrain 453.5 feet. P.O. address Box 240, Pompano Beach. Estimated construction cost $25,995; first year operating cost $10,000. Principals: Albert J. Owler (32.6%), Donald J. Owler, Lucinda J. Owler, Albert D. Owler and Paul E. Hoy (0.3%). Almardon is licensee of WRBD Fort Lauderdale. Ann. Jan. 28.

Noblesville, Ind.—White River Radio Corp. Granted CP for new FM on 90.5 mc., channel 239C, height above average terrain 348 feet. P.O. address c/o Dr. Wendell Hansen, Box 26B, Noblesville, Ind. Estimated construction cost $18,000; first year operating cost $5,000. Revenue $26,000. Principals: Dr. Wendell Hansen (51%), Mrs. Charles Whittford (15.6%), Glenn A. McHatton (5.3%), and others. Mr. Hansen has 331% interest in WMNE Menomonee, Wis. Ann. Jan. 26.


Covington, Tenn.—Tipton County Broadcasters. 89.3 mc, channel 228A, 3 kw. Ant. height above average terrain 190.9 feet. P.O. address Box 286, Covington. Estimated construction cost $12,000; first year operating cost $5,000. Revenue $5,200. Ann. Jan. 26.


**Ownership Changes**

KVEC San Luis Obispo, Calif.—Granted license of assignment from San Luis Obispo Broadcasting Corp., owned by John C. Cochran (100%), to John C. Cochran. No financial consideration. Action Jan. 27.

WMAM Madison, Wis.—Granted license of assignment from WFMJ Inc., owned by John Creutiz and Jack Siegel (each 50%), to James W. Walter (100% after). Consideration $250,000. Mr. Walter has less than 1% interest in Broadcasting Company of South, licensee of WIS-AM-TV Columbus, S. C. and WFBF-TV Montgomery, Ala. Action Jan. 29.

WNYY Pensacoa, Fla.—Granted assignment of license from Radio Pensacoa Inc., owned by Jack Brees and John C. Smith (each 50%), to Pensacoa Broadcasting Corp., owned by Atlantic States Industries Inc. (100%) which is owned by Robert Price (25%), Theodore R. Keuperman (18%) and others. Consideration $225,000. Mr. Price will vote stock owned by Atlantic States Industries which owns 99% of WTBG Brattleboro, Vt. through Brattleboro Broadcasting Corp. Action Jan. 28.

WIRC Joliet, Ill.—Granted assignment of CP from Radio Tribune Corp., owned by Ray F. Knoche (46%), Harold D. Brothock (35%), Dean G. Hill (15%) and John W. Evans (10%), to Joliet Radio Corp., owned by same individuals with same percentages. No financial consideration. Action of incorporation. Action Jan. 27.

KSLX Bowling Green, Ky.—Granted transfer of control of licensee corporation, KSLX Inc., from Milton H. Fox (76.4%), deceased, toEdna Fox (0.05% before, 78.7% after, as executrix of estate of Milton H. Fox). Action Jan. 27.

WJAN Isplington, Mich.—Granted assign-
ment of license of S. Harvey Klein, relegating interests to John M. B. Bentson and Edmond F. Brough are licensees

KAGR Yuba City, Calif.-Seeks assignment of license from B. B. Ballard and M. A. Baker (50%) to B. B. Ballard and M. A. Baker (50%). The license was originally held by George R. Hagedorn (50%) and Mr. and Mrs. Robinson (25%). Consideration $80,000. Mr. Hagedorn was general manager of KACL Santa Barbara, Calif. Ann. Jan. 28.

WGWV Mount Dora, Fla.-Seeks assignment of license from Robert A. Lewis, to David A. Rawley. Consideration $27,500. Mr. Rawley has 65.60% interest in WLAF La Follette, Tenn., has 9% interest in applicant for new TV in High Point, N. C., and is director of High Point Enterprises Inc., High Point, N. C., newspaper publisher. Ann. Jan. 28.

WTMG Orlando, Fla.-Seeks transfer of control of license corporation. Marion County Enterprise Inc. to Kahl Corp., owned by Matheson and Robert M. Marks (each 50%). To: Mr. Matheson (100%). Consideration $25,000. Ann. Jan. 19.

WTAL Tallahassee, Fla.-Seeks assignment of license of WEAL Radio Inc. owned by C. W. Hogan (74.76%), G. Miller McCuen (24.76%) and Esther P. Hogan (0.5%). Consideration $115,000. Mr. Hogan is general manager of WYAF and has 50% interest in newspaper published by Mr. War- 

on-tow boat service. Mr. Shapley has 50% interest in lumber company. Ann. Jan. 19.

KAHU Walapai, Hawaii-Seeks transfer of control of radio corporation. Rural Radio Broadcasting Ltd., from Harry En Chiu, Eunice and Esther Chiu to Hawaiian Radio Inc. owned by George M. Mardikian, B. Floyd Farr and George D. Snel (each 33%). Consideration $175,000. Messrs. Farr and Snel and Mardikian each have 32.26% interest in KCVB Lodi, Calif.; 33% interest in KCBY Lodi, Calif.; and 31.5% interest in KAHU. Jan. 26.


KQN Billings, Mont. and KUTT Fargo, N. D.-Seeks assignment of license from D. Gene Williams (50%), deceased, and Delbert Bertholf (50%), deceased, to H. A. Hogan and Mr. and Mrs. J. K. Shapley (each 50%). No financial consideration. Ann. Jan. 28.

KAVE Carlsbad, N. M.-Seeks assignment of license of license corporation, owned by KAVE Inc. whose stock is voted by Joe S. Hacker (25%) and Mrs. J. K. Shapley (75%). No financial consideration. Ann. Jan. 19.


Krze Farmington, N. M.-Seeks assignment from D. I. Johnson (100% after) John Burrough (50% before), to John Burrough (100% before) John Burrough (100% after). Consideration $10 and other consideration. Ann. Jan. 28.


WGUS North Augusta, S. C.-Seeks relinquishment of control of license corporation, owned by Robert Jones and Partners (100%), T. C. Jordan (25%) and Robert B. J. Jordan (25%). Mr. Jordan has 100% voting and control. Consideration $10,000. Mr. DeStefani is attorney. Ann. Jan. 28.


WTOX Madison, Tenn.-Seeks relinquishment of positive control of license corporation, Central Broadcasting Corp., owned by Helen Johnson (40%), Mr. and Mrs. Johnson (60%). Consideration $1,000. Mr. Johnson is attorney. Ann. Jan. 28.

KGAH Carthage, Tex.-Seeks assignment of license from Wells Broadcasting Co., owned by Jeff Austin (50%), Ray Wells (49%) and Joe Terrell (1%), to Beverly E. Brown (100%). Consideration $40,000. H. E. Brown is general manager of KOCA Killeen, Tex. Ann. Jan. 28.


KHEQ Farmington, N. M.-Seeks assignment of license from RR Communications Inc., owned by Richard S. Wettig (50%), Mr. and Mrs. R. S. Wettig (50%). No offer of sale to stock of licensee. No financial consideration. Ann. Jan. 28.


Hearing cases

INITIAL DECISIONS

■ Hearing Examiner H. Griffon Irion issued initial decision looking toward granting application of Mid-States Broadcasting Corp., to increase power of WMAX Grand Rapids, Mich., by 3,140 kw; conditions include no pre-sunrise operation or nighttime fac- tility. Hearing Decision Doc. 1969. Action Feb. 2.

■ Hearing Examiner Jay A. Kyle issued initial decision looking toward granting application of Indian River Broadcasting Co., to increase nighttime operation from 1,400 kw to 1,600 kw. Hearing Decision Doc. 1941. Action Feb. 2.


OTHER ACTIONS

■ By order, commission granted petition by Yale Broadcasting Co., seeking extension of time to March 15 to file exceptions to initial decision in proceeding on application for renewal of license of WBFD Boston; extended time to April 1 for filing replies. Action Feb. 2.

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Phone</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>JANSKY &amp; BAILEY</td>
<td>2411 - 2419 M St., N.W.</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>Washington 37, D. C. 206-6400</td>
<td></td>
<td></td>
</tr>
<tr>
<td>COMMERCIAL RADIO</td>
<td></td>
<td></td>
<td>Broadcasting, Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>Edward F. Larens, Chief Eng.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>PRUDENTIAL BLDG.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>715-1319</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>WASHINGTON, D. C. 20005</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEAR &amp; KENNEDY</td>
<td>1302 18th St., N.W. Hudson</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>3900-9000</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>WASHINGTON 6, D. C.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GEO. P. ADAIR ENG. CO.</td>
<td>Consulting engineers</td>
<td></td>
<td>Radio-Television</td>
</tr>
<tr>
<td></td>
<td>Communications-Electronics</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>901 20th St., N.W.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Washington, D. C.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Federal 3-1116</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JULES COHEN &amp; ASSOCIATES</td>
<td>9th Floor, Securities Bldg.</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>729 15th St., N.W.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Washington 5, D. C.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Member APOCB</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PETE JOHNSON</td>
<td>Consulting am-fm-tv Engineers</td>
<td></td>
<td>Engineering Consultant</td>
</tr>
<tr>
<td></td>
<td>Applications-Field Engineering</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Suite 601, Kanawha Hotel Bldg.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Charleston, W.Va. Dickies 2-6281</td>
<td></td>
<td></td>
</tr>
<tr>
<td>E. HAROLD MUNN, JR.</td>
<td>Broadcast Engineering Consultant</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>Box 220</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Coldwater, Michigan 49036</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Phone: 517-278-6732</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JAMES C. MCNARY</td>
<td>Consulting Engineer</td>
<td></td>
<td>National Press Bldg.</td>
</tr>
<tr>
<td></td>
<td>Wash. 4, D. C.</td>
<td></td>
<td>Telephone District 7-1205</td>
</tr>
<tr>
<td></td>
<td>Member APOCB</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A. D. RING &amp; Associates</td>
<td>42 years’ experience in Radio Engineering</td>
<td>1710 H St., N.W. 298-6550</td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>WASHINGTON 6, D. C.</td>
<td></td>
<td>Member APOCB</td>
</tr>
<tr>
<td>GUY C. HUTCHESON</td>
<td>Consulting Engineers</td>
<td></td>
<td>P.O. Box 808 Crayftown 4-9721</td>
</tr>
<tr>
<td></td>
<td>1100 W. Abram</td>
<td></td>
<td>ARLINGTON, TEXAS</td>
</tr>
<tr>
<td>HAMMETT &amp; EDISON</td>
<td>Consulting Engineers</td>
<td></td>
<td>Box 68, International Airport</td>
</tr>
<tr>
<td></td>
<td>San Francisco 28, California</td>
<td></td>
<td>Diamond 2-5208</td>
</tr>
<tr>
<td></td>
<td>DENVER, COLORADO</td>
<td></td>
<td>Member APOCB</td>
</tr>
<tr>
<td>VIR N. JAMES</td>
<td>Consulting Radio Engineers</td>
<td></td>
<td>345 Colorado Blvd.</td>
</tr>
<tr>
<td></td>
<td>Applications and Field Engineering</td>
<td>Phone: 303-383-5542</td>
<td>Member APOCB</td>
</tr>
<tr>
<td>WILLIAM B. CARR</td>
<td>Consulting Engineer</td>
<td></td>
<td>AM-FM-TV</td>
</tr>
<tr>
<td></td>
<td>Microwave</td>
<td></td>
<td>P.O. Box 13287</td>
</tr>
<tr>
<td></td>
<td>Fort Worth 16, Texas</td>
<td></td>
<td>BUTLER 1-1351</td>
</tr>
<tr>
<td>OSCAR LEON CUELLAR</td>
<td>Consulting Radio Engineer</td>
<td></td>
<td>411 Phoenix Title Bldg. 623-1121</td>
</tr>
<tr>
<td></td>
<td>AM-FM-TV</td>
<td></td>
<td>Directional Antennas Design</td>
</tr>
<tr>
<td></td>
<td>Tucson, Arizona 85701</td>
<td></td>
<td>Member IEEE</td>
</tr>
<tr>
<td>PAUL DEAN FORD</td>
<td>Broadcast Engineering Consultant</td>
<td></td>
<td>Broadcast Engineering Consultant</td>
</tr>
<tr>
<td></td>
<td>R. 2, Box 50</td>
<td></td>
<td>West Terre Haute, Indiana 47885</td>
</tr>
<tr>
<td></td>
<td>Drexel 8903</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SPOT YOUR FIRM’S NAME</td>
<td>To Be Seen by 100,000* Readers</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td>HERE</td>
<td>among them, the decision-making</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>station owners and managers,</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>chief engineers and technicians</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>—applicants for am, fm, tv</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>and facsimile facilities</td>
<td></td>
<td>Consulting Engineers</td>
</tr>
<tr>
<td></td>
<td>*ARR Continuing Readership Study</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JAMES C. DAVIS</td>
<td>Consulting Engineers</td>
<td></td>
<td>RADIO &amp; TELEVISION</td>
</tr>
<tr>
<td></td>
<td>527 Munsey Bldg.</td>
<td></td>
<td>Sterling 3-0111</td>
</tr>
<tr>
<td></td>
<td>Washington 4, D. C.</td>
<td></td>
<td>Member APOCB</td>
</tr>
<tr>
<td>SILLIMAN, MOFFET &amp;</td>
<td>Consulting Engineers</td>
<td></td>
<td>1405 G St., N.W.</td>
</tr>
<tr>
<td>KOWALSKI</td>
<td>Television and Radio</td>
<td></td>
<td>Republic 7-6646</td>
</tr>
<tr>
<td></td>
<td>ENGINEERING CONSULTANTS</td>
<td></td>
<td>Washington 5, D. C.</td>
</tr>
<tr>
<td></td>
<td>420 Taylor St.</td>
<td></td>
<td>Member APOCB</td>
</tr>
<tr>
<td>RAYMOND E. ROHRER &amp;</td>
<td>Consulting Radio Engineers</td>
<td></td>
<td>436 Wyatt Bldg.</td>
</tr>
<tr>
<td>ASSOCIATES</td>
<td>436 Wyatt Bldg.</td>
<td></td>
<td>Washington 5, D. C.</td>
</tr>
<tr>
<td></td>
<td>Phone: 347-9041</td>
<td></td>
<td>Member APOCB</td>
</tr>
<tr>
<td>E. E. BENHAM &amp; ASSOCIATES</td>
<td>Consulting Engineers</td>
<td></td>
<td>6725 Sunset Blvd., Suite 408</td>
</tr>
<tr>
<td></td>
<td>Consulting Engineers</td>
<td></td>
<td>Hollywood, California</td>
</tr>
<tr>
<td></td>
<td>Phone: 310-685-2792</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JAMES F. LAWRENCE, JR.</td>
<td>FM and TV Engineering Consultant</td>
<td></td>
<td>1735 DeSales St. N.W.</td>
</tr>
<tr>
<td></td>
<td>Applications and Construction</td>
<td></td>
<td>Washington, D. C.</td>
</tr>
<tr>
<td></td>
<td>Precision Frequency Measurements</td>
<td>Phone: ME 8-1822</td>
<td></td>
</tr>
<tr>
<td></td>
<td>508 Ravenwood Rd., S. Pasadena,</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cal.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Phone: 213-583-5288</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
SUMMARY OF COMMERCIAL BROADCASTING

Compiled by BROADCASTING, Feb. 3

<table>
<thead>
<tr>
<th>AM</th>
<th>Licensed for new stations</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3,958</td>
</tr>
<tr>
<td></td>
<td>1,228</td>
</tr>
<tr>
<td>TV</td>
<td>550</td>
</tr>
</tbody>
</table>

TOTAL: 5,736

AUTHORIZED TELEVISION STATIONS

Compiled by BROADCASTING, Feb. 3

<table>
<thead>
<tr>
<th>VHF</th>
<th>UHF</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>509</td>
<td>162</td>
<td>671</td>
</tr>
<tr>
<td>59</td>
<td>56</td>
<td>115</td>
</tr>
</tbody>
</table>

COMMERCIAL STATION BOXSCORE

Compiled by FCC, Dec. 31, 1964

<table>
<thead>
<tr>
<th>AM</th>
<th>FM</th>
<th>TV</th>
</tr>
</thead>
</table>

Licensed (all on air) 3,958 1,176 555
CP's on air (new stations) 51 94 31
CP's not on air (new stations) 4,077 1,468 669
Total authorized stations 183 192 72
Applications for new stations (not in hearing) 65 69 63
Applications for new stations (in hearing) 248 241 135
Total applications for new stations 313 300 208
Applications for major changes (not in hearing) 28 4 9
Applications for major changes (in hearing) 221 65 48
Total applications for major changes 249 70 57
Licenses deleted 0 1 0
CP's deleted 0 0 0

* Does not include seven licensed stations off air.
* Includes three noncommercial stations operating on commercial channels.

PORTLAND, Ore., to extend time to file exceptions to initial decision to and including five days after determination of its petition to dismiss without prejudice in event petition is denied in proceeding on its AM application. Action Feb. 3.

- By memorandum opinion and order in proceeding on applications of Farragut Television Corp. and Peoples Broadcasting Corp. for new TV on channel 46 in Columbus, Ohio, in Doc. 1961-20, denied Farragut's appeal of examiner's Oct. 13, 1964 action which denied its petition for leave to amend application. Member Nelson not participating. Action Feb. 1.


- By memorandum on applications of American Colonial Broadcasting Corp. to change calls on and to add power to WSVU-TV in Ponce, P.R., and increase power of WKBK-TV Caguas, P. R., granted petition by Broadcast Bureau to extend time to respond to America's second petition to amend issues to 10 days subsequent to commencement of action on petition by American to amend application and for waiver of rules. Action Jan. 26.

- By memorandum opinion and order (1) granted joint request by Springfield Telecasting Co. and Midwest Television Inc. for approval of agreement whereby Springfield's application would be dismissed; (2) dismissed with prejudice latter's application for new TV in Springfield, Ill., and (3) sustained in hearing status Midwest application for new TV on channel 26 in Springfield. Action Jan. 26.

- By memorandum opinion and order (1) denied appeal by Colonial Broadcasting Corp. from examiner's adverse ruling which denied its petition for leave to amend; and (2) denied Superior Broadcasting Corp. motion to enlarge issues in proceeding on applications for new TV channel 65 in Cleveland. Action Jan. 27.

- By memorandum opinion and order in proceeding on applications of Boardman Broadcasting Corp. and Daniel Enterprises Inc. for new AM in Boardman and Warren, Ohio, in Doc. 1965-26. Action Jan. 27.

- By denial petition by Central Broadcasting Co. (WOCQ), Belmore, Ohio, for reconsideration of review board action which denied its petition to reopen record in proceeding on AM applications. Action Jan. 27.

- By memorandum opinion and order in proceeding on applications of National Broadcasting Co. Inc. and Superior Broadcasting Co. Inc. for approval of new AM station application, that application would be dismissed, and that petition for leave to amend by WOCQ not participating. Action Jan. 28.


- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.

- By denial petition by Northern Indiana Broadcasters Inc. to continue Jan. 27 engineering conference to Jan. 29 in proceeding on application for new AM in Mishawaka, Ind. Action Jan. 27.
By Hearing Examiner Charles J. Frederick

■ On own motion, reopened record in proceeding on application of license of Radio Station WTIF Inc. (WTIF), Titton, Ga., WDWM Inc., for transfer of license of WDWM-AM, Gadsden, Ala., and WWMI Inc. for renewal of license of WMJ Tallahassee, Fla., and H. F. J. Thibodeaux for new AM in Jacksonvile, Fla., received in evidence Broadcast Bureau's exhibit 26, and closed record. Action Jan. 27.

By Hearing Examiner Millard F. French

■ Formalized by order, agreements and rulings made at Jan. 29 prehearing conference for new AM in Saratoga Springs, N. Y., made certain procedural dates, further prehearing conference April 1, and scheduled Feb. 16 hearing for April 20. Action Jan. 29.

By Hearing Examiner Iasore A. Honig


■ Granted in part motion by Broadcast Bureau to correct transcript in proceeding on applications filed by M. Millett for new AM in Crystal Bay, Nev.; made certain corrections on examiner's own motion. Action Jan. 29.

By Hearing Examiner H. Gifford Irien


By Hearing Examiner David I. Kraushaar

■ Granted joint request by Charles L. Hamilton Sr. and Mildred B. Hamilton and Richard C. Brain for postponement of date for exchange of exhibits in proceeding on their applications for new FM in Newton, Iowa, subject to further order in event they do not file joint petition for approval of agreement by Feb. 5. Action Jan. 29.

By Hearing Examiner Jay A. Kyle


By Hearing Examiner Forest L. McLenning

■ Pursuant to agreements reached at Jan. 28 prehearing conference in proceeding on applications for (110 k) in Pascagoula, Miss., Jan. 22, in proceeding on application for (999) in Fairmont, Ala., respectively. Action Jan. 28.

■ On December 15th, TV channel 5 proceeding, formalized by order, certain agreements reached and rulings made at Jan. 21 prehearing conference and scheduled certain procedural dates, continued Feb. 24 hearing to March 4 on certain specified issues, and scheduled further prehearing conference for Feb. 5. Action Jan. 28.

■ By Hearing Examiner Chester F. Naumowicz Jr.

■ Scheduled further prehearing conference for Feb. 10 proceeding on applications of Symphony Network Association Inc. and Christian Radio and Television Co. for new TV on channel 54 in Fairfield and Home- wood, Ala., respectively. Action Jan. 28.

■ On December 15th, TV channel 5 proceeding, formalized by order, certain agreements reached and rulings made at Jan. 21 prehearing conference and scheduled certain procedural dates, continued Feb. 24 hearing to March 4 on certain specified issues, and scheduled further prehearing conference for Feb. 5. Action Jan. 28.

■ By Hearing Examiner Sol Schildhause

■ Granted motion by United Artists Broadcast- ing Co. for new TV on channel 38 in Dalworthington, Tex., and new TV on channel 58 in Lubbock, Tex., and rescheduled hearing conference Feb. 10. Action Jan. 28.

■ By Hearing Examiner Herbert Sharftman

■ On oral request of counsel in proceeding on applications of Mid-Cities Broadcasting Co. and Dawson County Broadcasting Corp. for new AM in Tomball, Tex., set further prehearing conference for Feb. 2. Action Jan. 29.

BROADCAST ACTIONS By Broadcast Bureau

Actions of Feb. 1

WDDN-FM Gatesville, Ga.—Granted CP to change operation on channel 924 (90.7 mc) from ERP 14 kw; ant. height 350 feet to ERP 50 kw; ant. height 500 feet; conditions.

WFMZ(FM) Hamilton, Ohio—Granted CP to change operations on channel 243 (98.5 mc) from ERP 1.40 kw; ant. height 285 feet to ERP 50 kw; ant. height 350 feet; install new ant. and new ani.; remote control permitted.

Actions of Feb. 2

WTG(GTV) Washington—Granted mod. of license to reduce aur. ERP to 15 kw.

KTV(TV) Los Angeles—Granted mod. of license to reduce aur. ERP to 20 kw.

KPHL-TV Hayes Center, Neb.—Granted mod. of license to reduce aur. ERP to 20 kw.

KLEW-TV Lewiston, Idaho—Granted mod. of license to reduce aur. ERP to 1.38 kw.

WTWN-TV Columbus, Ohio—Granted mod. of license to reduce aur. ERP to 10 kw, and change type aur. trans.

WANE-TV Fort Wayne, Ind.—Granted mod. of license to reduce aur. ERP to 38.8 kw.

WLIL Auburndale, Wis.—Granted mod. of license to change from specified hours to daytime.

KHMA(TV) Houma, La.—Granted mod. of CP to specify studio location.

■ Granted licenses for following FM's: KRIT Clarion, Iowa; KRNL-FM Mount Vernon, Iowa.

Actions of Jan. 29

■ Granted renewal of licenses of following and co-pending auxiliaries: KALM Thayer, Mo.; KPHS Kansas City, Mo.; and KCGU(FM) Pella, Iowa.

■ Granted renewal of licenses of following and co-pending auxiliaries: KAYL Storm Lake, Iowa; KCOB Newton, Iowa; Continued on page 99

AMCI antennas for TV and FM

- Omnidirectional TV and FM Transmitting Antennas
- Directional TV and FM Transmitting Antennas
- Tower-mounted TV and FM Transmitting Antennas
- Standby TV and FM Transmitting Antennas
- Diplexers
- Vestigial Sideband Filters
- Coaxial Switches
- and Transfer Panels
- Power Dividers and other Fittings

Write for information and catalog.
CLASSIFIED ADVERTISEMENTS

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

- SITUATIONS WANTED 25¢ per word—$2.00 minimum HELP WANTED 30¢ per word—$2.00 minimum.
- DISPLAY ads $25.00 per inch—STATIONS FOR SALE, WANTED TO BUY STATIONS and EMPLOYMENT AGENCIES 25¢ per word, 26 x rate of display, 52 x rate—$2.00 minimum (Display only).
- All other classifications, 35¢ per word—$4.00 minimum.
- No charge for blind box number. Send replies: c/o BROADCASTING, 1735 DeSales St., N.W., Washington, D. C. 20036. Announcements, replies, resumes, or payments submitted, $1.00 charge for mailing handling. Answers separately (if possible, please). All transcriptions, photos, etc., sent to box numbers are sent at owner's risk. Broadcasters expressly repudiate any liability or responsibility for their custody or return.

RADIO

Help Wanted—Management

Ambitious young man for new station in booming area. Send background. Box A-236, BROADCASTING.

Pennsylvania opportunity. Combination general and sales manager for AM-FM suburban stations. Seek experienced man. Resume, recent earnings, photo to Box E-4, BROADCASTING.

Management job new open in Carolina competitive small market. Excellent talent, com- mendable insurance to sober, hard-working man. Will consider 45% stock sale to qualified man. Reply confidentially. Write Box B-59, BROAD- CASTING.

Sales manager position in New England. Experienced, ambitious. Good people to work with. Send resume and references. Box B-125, BROADCASTING.

Top 10 market East—has immediate opening for top file, experienced top personality. Unusual opportunity. Send tape, resume Box B-147, BROADCASTING.

Foreign language announcer—salesmen. Immediate opening. Good basic salary, plus commission. Multiple group. Box B-339, BROADCASTING.

Announcers—(Cont'd)

We're looking for a mature voice. If you quality and experience, audition in Atlanta, Ga., for position as announcer in a Southern station. Send resume and samples. Box B-18, BROADCASTING.

Opening for staff announcer at Virginia small middle-of-road station. We have a settled, harmonious, hard-working operation and we are looking for a young man with the same traits. Must have a third tick with endorsement. Box B-18, BROADCASTING.

New England five thousand watt full time station needs experienced top 40 dj with talent. Phone or write for information. Good pay and living conditions. Send air check, resume and references. Box B-138, BROADCASTING.

Top 10 market East—has immediate opening for top file, experienced top personality. Unusual opportunity. Send tape, resume Box B-147, BROADCASTING.

Midwest group cities under 50,000 population [Box B-339, BROADCASTING] need disc jockey who can break into full time sales. Active account list, 90 day guarantee. Box B-151, BROAD- CASTING.

Foreign language announcer—salesman combination (3) wanted immediately. German, Polish, Greek, Italian. Major market AM-FM. Very generous commission. Replies confidential. Tape and resume to Box B-108, BROADCASTING.

Deep voice, sharp delivery, alert, creative mind to do unusual record show and fill in on news. Third year experience needed. Salary $25,000, plus commission. Reply confi- dential. Send recent earnings, photo, and samples to Box B-199, BROADCASTING.

Immediate opening for first phone "top 40" announcer for late-night shift. Some news, some production, no selling. Good opportunities in four station chain. Send tape and resume to Paul King, KLEO, Wichita, Kansas.

Need good announcer with first phone. 5000 watt station. Salary commensurate with ability and availability. Contact Ken Roberts, KLKR, Lamar, Colorado.


Have opening for relief announcer. Station WAMD, Aberdeen, Md.


Opening for mature, experienced announcer. If you know where you want to go and are willing to work for a future, we should talk business. Contact George Prescott, WDAE, Tampa, Florida. Include tape, salary requirements and resume with letter.

Expanding again. Need an experienced good music dj. Some news. Contact Rick Rawlin, Program director, WFBN, Findlay, Ohio.

Swaying personality announcer needed im- immediately! Chance to make extra money on sales. Contact Ed Carroll, WGAD, Gadsden, Alabama.

Announcers—(Cont'd)

Top announcer for top station in market . . . We want a personality who is . . . looking for a stepping stone to better things. You'll have to give us time, experience and training . . . in return for a better than average opportunity. Send tape to Roger Carter, WGVY, Charleston, West Virginia.

Announcer, live singing personality, top 40 operation, WHSL Wilmington, N.C.

Quality, big coverage station requires top notch all around announcer who knows and likes good popular music of the non rock type. Needed for afternoon drive time. No free riders. Nicer town to termite in. Contact Fisher, WJTO, Bath, Maine. Studio fully destroyed all tapes and correspondence from previous applicants. We do not know who applied. If you mailed previous application just send letter. Pos- ition still open.

Immediate opening for an experienced newscaster-annoncer at the No. 1 station in the radio-televison field. Wife a married man. Send tape with resume & recent earnings to Jim McFarland, WKNO, Box 418, Kingston, N. Y.

Need announcer with FCC third-class radio-telephone license with broadcast en- dorsement. Send references, complete back- ground, photo and tape to John M. Spotts- wood, WJLA, Washington, D. C., or phone the office. Growing N.C.-Va. group is setting up em- ployment file for future use. Interested in men who want to grow with us and can do good job without pressure. Must be 40 and top 100 sounds. We like production men who can handle jocks. DJs should be able to write some copy and do production. Replies confidential. Send airchecks—not telescoped—resume and samples of produced spots to WPFA, P.O. Box 65, Petersburg, Va.

Immediate opening—morning man needed for major market in Durham, N.C. Production experience necessary. Apply to Buck Roe, Program director, WSSB, Durham.

WDWS, Everett, Pa., is now accepting re- sumes and applications from experienced announcer. Please list full particulars and salary expected. Basic top 100 and country/ western.

Immediate opening—1st phone needed immediately. Phone MOhawk 4-8855 days or evenings MOhawk 4-9993 for Mr. Oyster.

Expanding!!! Need locks now. Send tape and experience to Box 1, Selma, North Carolina.

Announcer, newscaster, DJs! Professional coach will train you quickly for profitable radio and television. News, advertising...new tech- niques revealed. Low-cost, taped home in- struction. Highly effective, fast! Also be- ginning and established. Medford, Patchogue, L.I., New York 11712.

Looking for a job? You'll get better, faster results if FACTOR transfers your 15 minute demonstration tape to LP records. Five records of your tape only $25.00. Send air- mail for overnight service. Factor, Pawleys Island, S.C.

Technical

Permanent chief engineer for good Middle Atlantic States market of 50,000. Seek high- ly qualified individual with experience in AM-AM- FM announcing. Salary $425-500 month depend- ing on qualifications. Send resume, recent earning sheet, with reference to available, to Box B-92, BROADCASTING.

BROADCASTING, February 8, 1965

4}
Technicals—(Cont'd)

Excellent opening for chief engineer for good FM station in a market over $30,000. Want strong maintenance background, married man. Start $400—600 monthly. Must have qualifications, references, recent earnings to Box L-127, BROADCASTING.


Engineering—announcer needed. Capable of mastering all character, voice. rich qualifications, references required. Send resume picture & tape to Box 81, Roanoke, Va.

Production—Programming, Others

Newsman—strong newscaster to deliver important evening newscast in sunny South- west city. Must be able to supervise news room operation during afternoon and evening. Tape and resume to Box B-101, BROADCASTING.

Midwestern University needs experienced broadcaster with M.A. degree to teach beginning and advanced radio, TV courses. Interested in continuing your education and teaching? Apply to Box O-143, starting in April or September. Write Box L-113, BROADCASTING.

Upper Midwest radio-TV group (five stations) wants experienced newscaster. Positions for newscaster, sports director and news-combinations. Opportunities excellent with news director and TV. Retirement plan and other fringe benefits for stable man. Send full resume, tape, salary requirements in your first letter. Box B-140, BROADCASTING.

Needed now—one good on the air newscaster who can write and work. Background is sufficient for him to be news director in short time. New have 6 men in department, but news director need must be good. Also need two announcers for both booth and studio. Reply to Box B-104, BROADCASTING.

Major market program director. Air, TV personality. Top 40. East coast. Excellent salary and extras. Send tape and resume. Box B-146, BROADCASTING.

Illinois station needs an experienced news director. Heavy voice necessary. Full resume to: Box B-162, BROADCASTING.

Combination assistant news director—sports director—immediate opening for enterprising, experienced news director. Open good voice, $90 a week starting salary—$5000 station. Top rate. No application. Ontario or Michigan. Apply: Harry N. Thayer, WQCH, Kingston, N.Y.

Wanted: Copy writer adept at production. Will work nights, week-ends. $150 a week. Box K-165, BROADCASTING.

Radio newsman for suburban station. Minimum two years experience. Must be capable of writing and airing local news. Send tape and resume to WLNA, P.O.B. 188, Peckskill, N.Y.

Young, ambitious, aggressive newsman—announcer for medium market good music station in Eastern Pennsylvania. Phone after 8:00 p.m. area code 215-628-3484.

Situations Wanted—Management

Napoli employed, medium market — no salary—$4000 now substantial improvement or ownership option only—successful growth of last 10 years. Box L-130, BROADCASTING.

Small market manager—nine years radio—management experience—desires greater challenge—proven sales and profit—active community affairs—mature family man — professional appearance—Box B-44, BROADCASTING.

Aggressive sales manager ready to step up to sales management job with organization. Excellent record looking for small market management or medium market in growing organization. Resume. Box B-60, BROADCASTING.

Attention California stations. Administrative helper-agents sales management, integrity, activity, from community affairs. Box B-84, BROADCASTING.

Miami, Florida—General manager or sales management opportunity for experienced radio. Excellent specialty sales, regional, national and local. Capable, energetic, well regarded family man. Excellent references—$15,600. Available March 1st. Call or write Box B-100, BROADCASTING.

Good taste! Success!! Mr. Owner, have you been looking for someone of maturity and integrity, experienced but modern in thought, with a record of success and good taste to manage your station? I am available for large market or smaller and at the right price. Let’s talk, Write Box B-163, BROADCASTING.

Sales

Sales manager, adult radio, South. Excellent present record, thorough background. Box B-48, BROADCASTING.

$50,000 billed in 1964, Eastern suburban radio station. Excellent opportunity. Experienced Radio TV experience. Happy but need challenge with greater potential. Box B-97, BROADCASTING.

Salesman with many years experience open on notice. Prefer Southwest. Sober, reliable. Can give and take orders. Box B-81, BROADCASTING.

Experienced professional salesman or sales manager. 11 years in radio. Good billing. Excellent reason for leaving present job. Prefer Midwest. Excellent market. Good references. Box B-115, BROADCASTING.

Announcers

Announcer desires to leave mid-west. Married man wants to open good voice for full time. As announcer, program director and assistant manager. Experience as both announcer and director. Music appreciation background, start at once. Box B-11, BROADCASTING.


Soul Brother! Looking for a home. Know R&B, gospel, jazz. Box B-63, BROADCASTING.

1st position, swing jock seeks pd, production spot in medium market. Can combo job, experienced. Box B-102, BROADCASTING.

Well qualified veteran broadcaster, radio and TV. Full particulars on inquiry. Box B-102, BROADCASTING.

1st position format jock, contemporary only, South North, like midnight-6 shift. Box B-104, BROADCASTING.

Let us begin. Exceptional voice, looks, personality. Sales oriented, hard working, sober. Excellent contact ability, good program ideas. Experienced as TV-radio commercial writer, producer. Interested in announcing. Location and salary no objection. Inquire immediately. Box B-105, BROADCASTING.

Creative nostalgia specialist: Traditional jazz and R&B. For small, medium, night combo spot. Box B-106, BROADCASTING.

Announcer seeks first position. Some college, experienced, clean hard worker. Box B-116, BROADCASTING.

Carolinas, Florida, Alabama. Eight years experience. Minimum $800. Box B-118, BROADCASTING.

C/ W personality—announcer-salesman—musician. Considering change. Slot, free lance, scat. Commercial library. Box B-120, BROADCASTING.

Announcer-salesman. Experienced, dependable. Excellent references. Good music knowledge. Available immediately. Box B-125, BROADCASTING.

Announcers—(Cont’d)

Announcer seeks first position. Some college, endorsement, speech trained. Ambitious hard worker. Box B-127, BROADCASTING.

Seven years announcing, engineering, production experience. Good voice. Has experienced all phases except sales. Currently PD in top 75 market. Desires greater challenge, opportunity. Can give references. Box B-129, BROADCASTING.

Seeking a job. Two years middle of read experience. Single. Box B-129, BROADCASTING.

Sincere singer, proven production, person­al­ity, cheer, talent. Have experienced all phases—happy, and modern radio with depth, seeks chances to really create, contribute and compete with professionals. I’m good, but want to learn to be the best, from people proud of their proficiency, and competent to teach. You’ll have my best if they, and I, both agree. Ability, experience, references. . . . Solid. Box B-131, BROADCASTING.

D.J., good board, solid news, commercials, happy sound. Box B-135, BROADCASTING.

Dependable, disc jockey, now available. Tight production; 3rd class license, required. Re­lease. Box B-136, BROADCASTING.

Announcer/dj. Excellent rating, morning 0000 market. Opportunity for a giant step. Box B-142, BROADCASTING.

Bright air personality: dj-announcer, au­matic, versatile. Contact for management position, professional attitude. Box B-146, BROADCASTING.

Announcer—five years experience—college training. Professional approach. Area wanted. Box B-147, BROADCASTING.

Disc jockey announcer, experienced, steady, 3rd class license, required, relocate. Box B-156, BROADCASTING.

Dj-announcer, personality plus, prefers top college training. Area wanted. Box B-156, BROADCASTING.

Young dj, Negro, know Jazz & R&B. Willing to relocate. Available right away, 3rd form. Box B-157, BROADCASTING.

Attention Virginia, announcer-dj, 6 years experience, do not want to waste vast knowledge of good popular music on station going rock. Mort Flio, 49 North Main, Hornell, New York, 607-324-0711.

Young up-and-comer seeks position as base­ball play-by-play announcer. Prefer na­tional sports voice. Exciting, articulate, college grad, Loyola, sinecure determine some experience. Write Bill Schaefer, 737 Norman Place, Westfield, N. J. Phone AD 2-7346.


First phone, experienced. no drifter. 34, Kounsner reasonable, Don Brians, 2157 Lorraine, Westwood, Tex.

Technical

Engineer, 26 years experience radio, television, microwave, constructed radio and television station. West Middle West pre­ferred. Box B-117, BROADCASTING.

Licensed technician with ten years experi­ence, including FM, TV and transmitter installation, maintenance and operation. 15 years with major broadcast equipment manufac­turer. First phone. Desire supervisory position in transmitting field, with small net. Box B-153, BROADCASTING.

Technical education. Experience in AM, FM, and TV transmitter and antenna instal­lation and maintenance. Two years with major broadcast equipment manufac­turer. First phone. Desire supervisory posi­tion in transmitting field, with small net. Box B-153, BROADCASTING.

Chief engineer or maintenance engineer. Twelve years experience. Good voice, knows all phases, installation, maintenance and opera­tion. Wishes to remain in the west. Box 113, BROAD­CASTING.

Florida—mature, experienced engineer an­nounces position. Box B-130, Jacksonville, 1202 Lincoln, Albany, Georgia—432-9870.
Production—Programing, Others

Young newcomer seeks writing, air-work, metropolitan Washington area. Experience at college and correspondence school desired. Good character with national exposure. Married, no million dol- lard obligation. Box A-296, BROADCASTING.

Experienced, accomplished TV/radio per- sonality desires position with network or sta- tion. Good character and references. Will relocate anywhere. Box B-15, BROADCASTING.

Management or programming—14 years ex- perience in all phases of radio. Presently man- ager large Sanitarium. Would like to get back in advertising. Box D. C. 163-6922 or Box B-94, BROADCASTING.

Professional network boxing and hockey correspondent available. Box B-32, BROADCASTING.

Highly qualified sports director with a prov- en successful record in U.S. H. E. hockey, triple A baseball and championship basketball. Box B-96, BROADCASTING.

Top news harvester in medium Florida market desires peripatetic move. 1 years experience with networks. Write Box B-121, BROADCASTING.

Mature Virginia broadcaster desiring pro- gramming or direction. 28, 12 years experience. Dagger, morning newswoman, award winning newscaster. Good references. Excellent Bo- x B-125, BROADCASTING.

Programing-production-equally adept at both. Top 60 experience. 10 year veteran. Prefer major East Coast market. Have knowledge of contests, comedy commercials, station promo. Also do voices. $200 minimum. Box B-129, BROADCASTING.

Copywriter/announcer. Radio and agency experience. Voice best suited to news, com- mercials, better music. Currently employed. Box C-157, BROADCASTING.

Highly experienced program director for modern format station. Have taken present station from first to first place in seven month span. Box B-157, BROADCASTING.

Assistant Program Director, 50,000 watt clear-channel outlet seeking 1st position. 15 years experience all phases radio programing. Consider opportunity above location. Box B-165, BROADCASTING.

"Like news!" Work news, 300,000 market. Willing to start at bottom to learn real "pro." Box B-166, BROADCASTING.

Young Washington newcomer wants to re- locate in Midwest. Prefer Minn.-St. Paul area. Experienced in all phases news. Box B-170, BROADCASTING.

TELEVISION

Help Wanted—Sales

Local/regional sales manager for Midwest network WFH. Experienced organizer who knows how to "sell" to stations and accounts. Local sales in this market less than half the national average. Send full resume, picture if possible and salary re- quirements. Box B-54, BROADCASTING.


Announcers

Television announcer wanted by Midwest station. Will consider radio man wanting to make change with some on-air or off air TV experience. Send full details with audio tape, salary information, photo to Box A-287, BROADCASTING.

News director. Must be experienced on-air personality who will manage and develop talent. Leading local network affiliate in Midwest. Will pay right salary to right man. Excellent facilities and picture. Box B-172, BROADCASTING.

Technical

Having open for first class engineer—TV transmitter—Midwest station. Box B-130, BROADCASTING.

Having open for operating engineer, first class license, experience preferred. Contact Bill Ranker, KCKT-TV, Great Bend, Kan- sas.

Engineering position now open at WLBC radio and television—power and expanding operation. Requirements: first class license, technical school training. Duties: operation, maintenance of radio, television control rooms and transmitters. Please resume and photo to: Pat Finnegan, Chief Engineer, WLBC AM-TV, Muncie, Indiana.

First class engineer, full time and part time work. Strong background desired for FM or TV operations. Good opportunities for men desiring position within a Midwest group operation. Contact Gene Gildow, Chief Engineer, WPTA, WPTH, Fort Wayne, Ind.

1st phone engineer, opening Feb. 15th. Con- tact C. E., KCND TV, Pemba, North Da- kota. Phone 716-365-6892.

Production—Programing, Others

Upper Midwest radio-TV group (five sta- tions) has openings for newcomers, sportscasters, or announcers. Opor- tunity for advancement in both radio and TV. Retirement plans and other fringe benefits for stable man. Send full resume, photo and salary requirements first letter. Box C-137, BROADCASTING.

Continuity writer, able, young man or woman, with college degree and/or professional experience. Imaginative television commercials. Maintain high quality. Act as general production assistant. Pleas- ant people, good working conditions and fine opportunity to learn and advance at first-rate NBC affiliate. $35 a week. Send resume, samples and snapshot to Phillip Bartlett, WMCT, 1900 Union Ave., Memphis, Tennessee.

Television newsmen wanted for NBC affiliate in Midwest. Send full resume, references, job Werly, WJSV-TV, WTRC, Elkhart, Ind.

Situations Wanted

Technical

First phone—13 years AM/FM (staff and chief) 2 years television wants job with good future. Radio considered if good opportunity. Box B-5, BROADCASTING.

Radio & TV major, college grad., draft free, seek career start in production depar- tment. Has motivation and imagination—not afraid of hard work. Eastern U. S. Box B-107, BROADCASTING.

Young family man—1st phone (radar en- dorse), amateur, private pilot—seeking pro- gressive opportunity. 12 years experience, fast paced. Has your four equip- sales, radio combe, and radio CE. Present employer is too conservative. Box B-114, BROADCASTING.

Production—Programing, Others

Producer-director, 10 years same station, need change for future. Family, good cred- it. Better references. Write Box B-30, BROADCASTING.


Production—Programing, Others

Program manager—experienced in film buy- ing, commercial and programing. Long years of experience with network, and various local TV stations. Available immediately. Write Box B-55, BROADCASTING.

Producer-director 7 years experience des- sires Southern market. Resume available. Box B-39, BROADCASTING.

Television director—over 10 years experi- ence—reliable; responsible and reasonable. Box B-111, BROADCASTING.

News director: Managing editor, anchorman, administrator. 17 years experience with wire service, newspapers and TV. Married, 29, vetetarian. Would consider employment but looking for major change. Box B-56, BROADCASTING.

Experienced director. College degree. Com- mercial and ETV. Box B-119, BROAD- CASTING.

Photographer . . . now employed in minor league baseball, desires position that will allow exciting experience with creative and ambitious person. B.S., early thirties. Box B-145, BROADCASTING.

Copywriter/announcer: For convincing com-mercials that sell; excellent accent and character as children's entertainer. write Box B-156, BROADCASTING.

A creative director-announcer who likes hard work, not impossible! Well, not quite. Call 319-652-314.

WANTED TO BUY

Equipment

Wanted in good condition GR-1301-A oscil- lator and GR-1932-A distortion meter. Box B-31, BROADCASTING.

Wanted—good used TV equipment new Channel 3 station. Contact Robert Harrison, Salem TV Co., 369 High St., Salem, Oregon. 250 items . . . Used broadcast and CCTV equipment. Monitors, cameras, etc. Write for free five page listing. General Television No- tor, 101 Levernors Ave., Farmdale, Michigan 48220.

Want to buy: Schaefer or other automation sys- tem. Chief engineer, KDEX, 105-3608. One or two Alice 660-B microphones, Air- mail KOZE, Box 678, Lewiston, Idaho.

FOR SALE—Equipment

Television radio transmitters, monitors, tubes, microwave, cameras, audio. Electro- find, 440 Columbus Ave. N.Y.C.

Parabolic antennas, six foot dia., new solid surface with hardware, dipole, etc. $125.00 each. S. W. Electric Cable Company, Wil- low & Twenty-Fourth Streets. California 623-5231.


Towers—Painting dollar per foot and up. Metal tubing with maintenance and radio- tion bonding. Fully insured. Nevins' Enter- prise, Box 928, Tampa, Florida.

Whatever your needs in used broadcast equipment, contact us first. The complete source and clearing house for used equip- ment requirements. Broadcast Equip- ment Supply Co., Box 3141, Bristol, Tenn.
FOR SALE

Equipment—(Cont'd)

ITAL 1000 watt transmitter, stereo generator and multiplex generator, excellent condition, $3,500. Box B-68, BROADCASTING.

BP4A G.E. 10 kw transmitter with most recent G.E. 4-channel, G.E. dual channel console. Open to offers, terms, lease, KHRD-PM, 1600 Hermann, Houston, TX 77015.

CATV equipment for sale: $150,000 Stock of CATV equipment at low, low prices. New and used equipment in good working condition. Manufactured by Entron, Jerrold, Benco, etc. For free list write S. Salvin, Cable TV Ltd., 6360 Nayrand Street, Montreal, Quebec.

Steel and Tower Erection and Maintenance Co., Box 363 A, Route 2, Old Annapolis Rd., Pasadena, Md., Cl. 4-4631.

Free star interviews! Record from telephone! For phone number, write: P.O. Box 907, Beverly Hills, California.

MICISENIOUS

10,000 Professional Comedy LineTopical laugh service featuring deejay comment, introductions. Free catalog Orimen Comedy Books, Atlantic Beach, N.Y.

Need help? 2,000 Super depper, hooper scooper, one lines exclusive in your market. Free sample from Publications, 2251, Steiner St., San Francisco.

Add 30% to your billing...with weekly ideas from the Brainstorm. Each issue contains 12x saleable ideas, $2.00 per week. Exclusive. Tie up your market now. Write Brainstorm, Box 678, Lubbock, Texas.

"DEEJAY MANUAL"—A collection of dj comedy lines, bits, breaks, adlib, thoughts...$5.00. Write for Free "Broadcast Comedy" Catalog. Show-Biz Comedy Service, 1730 E. 26th St., Brooklyn, N.Y. 11220.


INSTRUCTIONS

FCC first license preparation by correspondence in or respondent classes. Also, advanced electronics training available. Grantham Schools are located in Hollywood, Seattle, Kansas City and Washington. For free sample from write Dept. DX, Grantham Schools, 1305 N. Western Ave., Hollywood, Calif. 90027.

Be prepared. First class FCC license in six weeks. Top quality theory and laboratory training. Eikins Radio License School of America, 1138 Spring St., N.W., Atlanta, Georgia.

The nationally known 8 weeks Eikins training for an FCC First Class License. Outstanding theory and laboratory instructions. Eikins Radio License School of New Orleans, 333 Saint Charles, New Orleans, Louisiana.


Eikins Radio License School of Chicago—Six-weeks quality instruction in laboratory methods and theory leading to the FCC First Class License. 14 East Jackson St., Chicago 4, Illinois.

Announcing programing, console operation Twelve weeks intensive, practical training in all modern equipment available. G. I. approved. Eikins School of Broadcast, 2602 Inwood Road, Dallas 55, Texas.

Minneapolis now has Eikins' famous six week course in First Class FCC license preparation. Proven theory and practical methods. Eikins Radio License School, 4119 East Lake Street, Minneapolis, Minn.

ANNOUNCER

No. 1 rated independent looking for Top DJ. Eastern metro market. Top money for Top man. Send full particulars and tape to:

Box B-150, BROADCASTING

All Replies Confidential.

INSTRUCTIONS—(Cont'd)

Since 1946. Original course for FCC first phone operator license in six weeks. Over 430 hours instruction and over 200 hours guided discussion at school. Reservations required. Enrolling now for classes starting March 16, June 16, August 16 & October 26. For information and reservations write William B. Ogden Radio Engineering Institute, 1156 West Olive Ave., Burbank, California.

FCC First Class Radio Telephone License in (1) weeks — guaranteed complete tuition $825.00—Rooms $16.00 per week—Classes begin Feb. 8-March 8-April 8-May 8-June 8. Call or write Radio Engineering Institute, 1339 Main Street in beautiful warm Sarasota, Florida.


America's pioneer, 1st in announcing since 1934. National Academy of Broadcasting 314 H St. NW, Washington, D.C.

RADIO

Help Wanted

Management

ENTIRE STAFF

Needed for new 5 kw fulltime station. Send resume, photo, salary requirements to Seme Broadcasting Corporation, 310 E. Center Street, Sikeston, Missouri.

ANNOUNCER

No. 1 rated independent looking for Top DJ. Eastern metro market. Top money for Top man. Send full particulars and tape to:

Box B-150, BROADCASTING

All Replies Confidential.

WEST COAST:

Major market 50 kW affiliate looking for communicator with wit, mature judgment and knowledge of music for key spot in a personality oriented, modern adult station. Immediate opening. Send tape and resume to:

Box B-162, BROADCASTING

Assistants: Programing, Others

ASSISTANT PROGRAM DIRECTOR for Modern Major Market Radio Station

Must be a clever producer, sharp writer, creative promoter. New studio, excellent working conditions, warm weather in this highly competitive but most exciting tourist center. Send tape, resume and sample copy to Box A-320, BROADCASTING

RADIO NEWSMAN

A featured newcomer with Boston's leading information station, CBS Owned WEEI. Must have good sound and be able to gather and write news. Five figure salary, excellent benefits, working conditions and future. Rush tape and resume to:

Dom Quinn, Program Director, WEEI, Boston.

ADVERTISING PROMOTION

Young man to work as Advertising Director in creating "AWARD WINNING" advertising and promotion; top Eastern Radio and TV operation. Must have (thinking and writing abilities! 103; send resume and other material to:

Box B-7, BROADCASTING

GIRL FRIDAY WANTED

Eastern Radio & TV executive wants competent Girl-Friday type secretary, free to travel, must have excellent shorthand and typing speeds, excellent salary, interesting job and travel allowance. Apply with background details, experience, age, references, recent photo to Mr. John Burden Kemuda Ranch Wickenburg, Arizona.
RADIO NEWS DIRECTOR

For more than a year, we’ve been hunting for a man to take direction of our five-man news staff so that our present director can devote himself full time to public affairs. We need a writer with verve and color. He has a strong editor. He wants to guide others in the pursuit of enterprise stories. He automatically sees local angles in national stories. He believes that his first responsibility is to provide the public with the information it most desperately needs; stories that alert the public to social issues to which it is blind. But he believes also that he must give the public information which the public does not seek—information on subjects related to city, state, and federal government, for example. You can see that we’re looking for a man who’s at least as much of a newswoman as he is a radio-aoo. Does all this fit you? Then send us a letter, a resume, and writing sample. (No letters for now, thank you.) We’re in a hurry; you’ll probably continue to see this ad for quite some time.

Roy Wetzel, Radio Station WBBF, 850 Midwest Town Tower, Rochester, New York 14601.

NEWSMAN

Midwest market, thousands of good salary. Must be able to dig out local news and coordinate network. Prefer experience in another market but will take a beginner with journalism school background. Send a tape and resume to Box A-247, BROADCASTING

SOMEBWHERE

there’s a station that needs help in sales and ratings. I am a top popular music personality in top 3 market. Desire switch to substantial management opportunity. Thorough knowledge of sales and programming. Earning more than $25,000. Will take cut to make transition. Creative, aggressive and completely honest. Write in confidence to:

Box B-149, BROADCASTING

Production—Programming, Others

CONTINUED

Major Market Program Director Available Policy changes make this young, experienced PD-Operations Manager available for any major market assignment on or off air. Currently top 5 markets. Top references. Box B-98, BROADCASTING

TELEVISION—Help Wanted

Technical

TELEVISION ENGINEER

Top flight experience in operation and maintenance of wide range studio and mobile equipment. Marconi Mark IV cameras; RCA and Ampex videotape recorders; RCA color cameras; Chroma Key; Film recorders.

This is a well-paid, interesting opportunity for the right man. If you fit the picture—contact Frank Thompson, Chief Engineer, LOGOS Teleproduction Center, 5620 South 27th Street, Arlington, Virginia. Area code 763, 671-1300.

CHIEF ENGINEER WANTED

Outstanding opportunity for chief engineer at one of the nation's great TV stations. Midwest location in one of the nation's top 15 markets. Must be experienced administrator as well as having knowledge of latest broadcasting developments, such as color, videotape, etc. Applicant must be management oriented.

Box B-93, BROADCASTING

Television/Field Broadcast Engineers

1st phone, transmitter and video operation, installation and maintenance experience. Considerable travel involved. Openings in East and South. Send resume to: Mr. D. K. Thornr, RCA Service Company, Cherry Hill, Camden 8, New Jersey. An Equal Opportunity Employer

Production—Programming, Others

EXPERIENCED PROGRAM DIRECTOR

Currently producing 21 ratings in three station market with modern top 40 format. If given free hand with programming can produce some results for you. For details and samples write:

Box B-161, BROADCASTING
SUCCESSFUL YOUNG MANAGER-SALESMAN with personal cash wants to buy 51%—100% of a $100,000-$200,000 property. All replies confidential.

Box A-228, BROADCASTING

FOR SALE—Stations

WANTED TO BUY—Stations

-Controlled one small market midwest station for 5 years. Wish to acquire second station now. $40,000 down payment available. All replies answered.

Box B-809, BROADCASTING

FOR SALE—Stations

TAMPA, FLORIDA

10,000 Watts—Non-Directional Day—1500 KC. All new equipment—furnishings—studio. Includes transmitter, property with new building. Ideal opportunity to enter Florida's largest industrial market. Low down payment—very attractive terms to good educator securing paper. Call or write John McLendon—610-948-1617 Jackson, Miss. P. O. Box 197.

Box B-110, BROADCASTING

FOR SALE CALIFORNIA

Regional Major Metro Unlimited time

$650,000

Box B-110, BROADCASTING

BE MY Partner

Successful young broadcaster with considerable experience, cash-seeking partner with similar experience and resources to invest in acquisition of Southern metro AM properties. Have staff of key employees to expand and write giving background, experience, resources. 1 will call you. Replies confidential

Box B-833, BROADCASTING

MEDIUM MARKET

AM Daytimer, Small down payment and ten year-pay-out. Excellent opportunity for owner-manager.

Box B-834, BROADCASTING

WEST COAST REGIONAL

Fulltime AM & FM covering over $100,000 with $35,000 cash flow priced at $295,000 with $40,000 down. Valuable real estate and accounts receivable included. Experienced operators only.

Box B-167, BROADCASTING

STATIONS FOR SALE

1. SOUTHWEST. Top Market. $275,000. 29% down.

2. CALIFORNIA. Full time. $50,000 down.

JACK L. STOLL & ASSOCIATES

6381 Hollywood Blvd.

Los Angeles 28, California

For sale—Chances for a lifetime for qualified buyer.

Choice 610 KC

Licensed Full Time

Some management 25 years

Proven growth market

Heart of the industrial Piedmont

All stations' total revenue over $2,000,000

Total national dollars over $1,000,000

Rank 34th C.S.I. Household

Population 346,000

WAYS CHARLOTTE, N. C.

5,000 WATTS

FULL TIME STATION

Contact

HAROLD THOMS

(704) 254-4663 or 253-8659

In Rite & Associates Inc.

Media Brokers

654 MADISON AVENUE

NEW YORK CITY

HA-1-0818

TE-9362

To buy or sell Radio and/or TV properties contact

PATT McDoNALD CO.

P. O. BOX 9266 - CL 3-8080

AUSTIN, TEXAS 78756

For sale—Courtsale—Feb. 15, 1965

WMCR Oneida, N. Y.

Pop. 12,000—Market 200,000

1 kw daytime—Contact Receiver

John Geiger—Area code 315—FM 3-9650

KIOA Des Moines, Iowa; KSCJ Sioux City, Iowa; KWBQ Boone, Iowa; KXIC Iowa City; KQCC-TV Kansas City, Mo.; KXRC-TV Jefferson City, Mo; WDAF-TV Kansas City, Mo.; KCTV Des Moines; KSD Denver, Mo.; KMIS Forteagle, Mo.; KCTB Malden, Mo.; KWKY Des Moines Iowa; K-WFM Omaha; KCMO TV Sedalia, Mo.; KTTV-T Springfield, Mo., and KWMJ Jefferson City, Mo.

KWRG New Roads, La.—Granted license for AM, and special FM license.

WYLD New Orleans—Granted license covering increase in daytime power and installation of new trans.; orientation of new station, and delete remote control operation.

KRLJ Blaine, Wash.—Granted license covering change in hours of operation, changes in ground system, installation of new trans., and specify new trans. daytime condition.

WWJF Daytona Beach, Fla.—Granted licenses covering use of old main trans., as auxiliary trans. at main trans. site, with remote control operation; and installation of new trans.; specify type trans.

KWRG—Colorado Springs—Granted license covering increase in ERP, decrease in ant. height, installation of new ant., and change in studio and ant.-trans. location.

WAKR FM Potomac, Pa.—Granted license covering installation of alternate main trans.

WBAL-FM Baltimore, Md.—Granted license covering changes in ant. system, increase in height; changes in ERP and ant. height.

WXBR(FM) Cocoa Beach, Fla.—Granted license covering changes in ant. system, installation of new trans. and new ant., and increase in ERP and ant. height.

WXRI(FM) Norfolk, Va.—Granted license covering installation of new trans.; changes in frequency, ant. system, ant.-trans. and studio location; and increase in ERP and ant. height; specify type trans. and type ant.

WMSF(FM) Harrisburg, Pa.—Granted license covering changes in ant. system, installation of new ant., decrease in ERP, and increase in ant. height.

WFMR-FM Indianapolis—Granted license covering installation of alternate main trans., and specify type trans.

WXHR(FM) Boston—Granted license covering operation of auxiliary trans.

*WARC(FM) Morris, Pa.—Granted license covering change in frequency.

WMNT Manati, P. R.—Granted mod. of license to change studio location; remote control permitted.

KTV(C)Ensign, Kan.—Granted CP to change ERP to 100 kw. and 10 kw aux. and type trans.

WMNT Manati, P. R.—Granted CP to install auxiliary trans. at main trans. site, and change main studio location; remote control permitted.

WFMG(FM) Gallatin, Tenn.—Granted CP to install auxiliary ant. and second auxiliary trans. at main ant.-trans. location.

*Granted licenses for following FM's:


Following were granted extensions of completion dates as shown: WNEM-TV Bay City, Mich. to July 2; KATV (TV) Little Rock, Ark., to Aug. 4.

Actions of Jan. 28

WRRC(FM) Warren, Pa.—Granted CP to install new ant. and increase ERP to 17 kw; ant. height 450 feet; remote control permitted; condition.

WSNJ-FM Bridgeton, N. J.—Granted licenses covering changes in line, ant. height and ERP; and installation of new ant.; specify ERP as 15.2 kw; and operation of auxiliary trans. on ERP of 9.4 kw.

WIAP, WYAL, WAGO Williamsburg, Pa.—Granted mod. of CP's to change frequencies on channels 13, 7 and 2 respectively; trans. location, type trans. and orientation of translator and for VHF-TV translator; also change primary TV to WTAE (ch. 4), for station WOGA, and for WOGA (ch. 2), for station WOGA, both Pittsburgh.

KGMK Bellingham, Wash.—Granted renewal of license of CP.

*Granted licenses for following FM's:


Broadcasting, February 8, 1965

(For the Record) 99
COMMUNITY ANTENNA FRANCHISE ACTIVITIES

The following are activities in community antenna television reported to Broadcasting through Feb. 3. Reports include applications for permission to install and operate CATV's and for expansion of existing CATV's into new areas as well as grants for CATV franchises and sales of existing installations. Reports appear in alphabetical order by states.

Brewton, Ala.—The Klear-Yu Television Corp., owned by Mrs. Daisy May and C. M. Watson, both of Brewton, has been granted a 30-year franchise. The monthly charge will be $19.50, will be collected at 2½% of the gross. Reception will include at least seven TV signals.

Penascola, Fla.—Applications for a franchise include Home Entertainment Inc., Clear Vision Inc., and Florida Power & Light Co., both of Pensacola; B. T. Pensacola Inc., WCOA-AM-FM, Pensacola, Fla., and the Cox-Ferry Group (Ferry TV, Inc., Atlanta, Ga., and Cox Broadcasting Corp., Atlanta, Ga.).

Wamego, Kan.—Raymond M. Baker, manager of Manhattan Cable TV Services Inc., Manhattan, has applied for a franchise to provide signals of four TV stations.

Portland, Me.—Maine Cablevision Inc., Madison, Me., has applied for a franchise. The franchise would allow an additional 2% of the city's gross receipts, which now represents 2½% of the gross. An additional 2% would make CATV service more competitive.

Seattle, Wash.—The city council has approved a resolution calling for revocation of a franchise because of repeated violation of city rules.

Troy, Ohio—Frank C. Montross, Earl C. Balbreath, Mark Knoop, F. L. Shinneman and Clayton Baker have joined forces to apply for a charter to form Troy Cablevision Inc. to construct and operate a CATV system for Troy and offer signals of eight TV stations.

Pilot Rock, Ore.—A CATV system in Pilot Rock, serving about 400 persons, has been purchased by Columbia TV Co., Kennewick, Wash., for an undisclosed sum. Columbia now serves 8,800 subscribers with CATV's in Pasco-Renewick Wash., and Kennewick and Pilot Rock, both Oregon.

Avoca, Pa.—Universal Cable Television Systems Inc. of Mahony City has applied for a CATV franchise. Applications for a franchise would be held on March 25, with a hearing held on April 13. The franchise would cost the city $10,000 each month and would be sold for a 12-year franchise.

Downington, Pa.—Triangle Publications Inc. (parent of Triangle Broadcasting), Philadelphia, Pa., has applied for a CATV franchise. Empire State Cable TV Inc., a Triangle subsidiary, is constructing a system in Binghamton, N. Y.

Danmore, Pa.—Semit Cable TV Co. has applied for a franchise with a proposed maximum fee of $5 a month.

Duquesne, Pa.—Community Area Television Inc. has applied for a franchise.

Luzerne Borough, Pa.—Universal Cable Television System Inc., Mahony City, Pa., has applied for a CATV franchise. Applications for the franchise would be held on March 25.

Nanticoke, Pa.—The 25-year exclusive franchise held by Capital Communication Inc. in Nanticoke, Pa., expires on May 1. The city council has invited 2,800 voters to sign petitions requesting this action.

Newark, Va.—Medallion Corp. has applied to the FCC for a 30-year franchise to provide signals of eight TV stations. The firm has applied for a franchise in the city it will neither sel nor service TV sets.

Radford, Va.—Medallion Corp. (see Broadcasting, Va.), has applied for a CATV and would pay the city an undiscounted percentage of its gross annual income.

Longview, Wash.—Longview Publishing Co. has applied for a CATV franchise.

Montrose, Wash.—The city has adopted a 2½ utilities tax that would be applicable to TV cable services.
He fights to upgrade radio status


Mr. Harrison is optimistic regarding radio's prospects in the future and believes 1965 will mark the beginning of a major breakthrough for the spot medium. He praised the Radio Advertising Bureau’s continuing efforts to expand spot radio’s revenues and said he is encouraged by signs of maturity that are developing in the industry.

"Instead of fighting among ourselves and downgrading the medium," he explained, "more and more spot radio salesmen are battling to get a larger share of the advertising dollar into the medium. There's more unity in today’s radio. Later each individual company can fight for its share, once we get the money into the medium."

Spot radio has grown modestly over the past few years, Mr. Harrison observed, but "nowhere at the rate we would like to see it." In contrast with local radio which has expanded at a "phenomenal pace," he added, spot has grown slowly.

"I think it is mainly a problem of recognition," he maintained. "It is relatively simple for the local advertiser to grasp the job radio is doing for him. On the national level, the investment by the advertiser contemplating a lineup of stations is larger and he wants assurances. Once spot radio is tested adequately it can do a highly effective job, but many advertisers do not want to take the plunge."

Advertiser reluctance to use spot radio originates from the agency contention that the medium is not supplying adequate research, Mr. Harrison continued. The feeling of most representatives is that available research is insufficient, he said, though he acknowledged that radio is "difficult to measure."

Future is Bright • Despite these roadblocks, Mr. Harrison points to several bright spots. In recent months, West hall Laboratories and Revlon have made large-scale purchases of spot radio, he said, and Procter & Gamble is testing the medium while Colgate-Palmitive is reported to be considering a test.

He detects other bright linings in radio’s future. He believes some of the glamour of TV is "rubbing off" and envisions an expanded use of television and radio.

"This combination can give the advertiser using television the added reach and frequency of radio," Mr. Harrison declared.

Spot radio, perhaps even more than spot TV, flourishes largely in the top markets, he pointed out. He strongly projects a growing trend toward expanded use of the top 35 markets for spot.

Mr. Harrison recently completed his first year as president of Blair Radio and described his maiden year as "primarily one of coordinating the sales efforts of our 10 offices." During 1965, he hopes to concentrate on the main function of a national representative—selling spot radio to a growing list of interested advertisers.
Loevinger logic

PUT down Jan. 27, 1965, as a date worth remembering. It was on that day that an incumbent member of the FCC majority came right out and said that the commission has been violating the First Amendment.

The statement came from Commissioner Lee Loevinger, a Kennedy appointee who was formerly the assistant attorney general in charge of antitrust matters and before that a justice of the Minnesota Supreme Court. Mr. Loevinger, in a speech to a convention of the National Religious Broadcasters, presented a scholarly legal argument to support his contention that in all the years of its existence the FCC has consistently followed an unconstitutional policy by inquiring into the religious programming of broadcast licensees.

It was almost a year ago that Mr. Loevinger first questioned the FCC’s authority over religious programming. The subject came up during an FCC question-and-answer session at the National Association of Broadcasters’ 1964 convention. Since then it is evident that the former jurist has done some heavy homework. The speech he gave on last Jan. 27 could be filed in any court as a brief.

It will be interesting to see what happens next. Religion is one of 14 categories of programming that the FCC has listed as being “usually necessary” to meet the public’s needs. These 14 categories were first presented in a program policy statement issued by the FCC in 1960 and reportedly will be attached as a “guide” to the new license application form that the commission has been trying to devise. At the minimum, it would now seem that if the FCC keeps its 14 categories, the new form can be attacked in court, and probably will be. Marcus Cohn, a Washington broadcast lawyer, in an article written for The Reporter magazine, has already urged a court test of the FCC’s interest in religious programming (Broadcasting, Jan. 4).

In his speech to the religious broadcasters, Mr. Loevinger hinted that he may have qualms about the FCC’s persistent inquiries into other forms of programming too. As a legal scholar with a profound knowledge of constitutional principles, he is bound to develop more qualms the longer he serves on the commission.

Is this gun loaded?

IN newspapers last week there appeared a ballot asking readers whether and why they think current television programs “as a whole” are great, enjoyable, so-so, not so hot or terrible (check one). Readers were also invited to indicate and explain why they would like more or less of 10 specific types of program (including “others”).

The poll, first of a weekly series, is a joint project of the North American Newspaper Alliance and the TV Time Service, and NANA officials estimate that it will appear in 150 papers. The results, tabulated to give a national result, will be published two or three weeks after each new ballot appears. The returns from the first one were described as avalanche.

Aside from anticipating the obvious, which is that the results will get the biggest headlines when they criticize TV, we reserve comment on the substance of the poll until the findings appear and we can see how adequately they are based and how they are interpreted. We must report, however, that the story accompanying the first ballot did not strike us as entirely auspicious.

The opening paragraph contained these questions: “Does your local station or the network really care what you think? Have the rating services ever called you to find out?” Later on, the article reported that this is “going to be a forum for everybody—not just the select few that are on the rating services’ lists.” It also suggested that “what you think” may—but again, may not—“help prod the producers to put on what you want to see.” After this indecision the perservering reader, getting into the ballot itself, is advised unequivocally that “your opinions can have a real influence in the future of TV.”

We somehow get the feeling that the Advertising Research Foundation would have worded things a little differently.

If the returns are truly avalanchean, the national total may equal the audience of one fringe-time program in one market where the poll is appearing. This is not to belittle the opinions of those who take part, but rather to keep the whole idea in proportion. The survey makes no pretense of doing a calculated job of sampling. Therefore the results, favorable or unfavorable to TV, will at best represent the views of those who participated—and nobody else. In the absence of scientific selection, a hundred opinions here, a thousand there, do not add up to the voice of the people.

No strings, please

NOW almost everybody is for repeal of Section 315, the equal-time requirement that has made a travesty of broadcasting’s journalistic function.

The exceptions are FCC Chairman E. William Henry, who has his own extraordinary gimmick that would make all political time a bargain basement affair, and, incongruously, many broadcasters who haven’t lifted a finger in support of outright repeal.

One of the last of the holdouts—former FCC Chairman Newton N. Minow—is the newest convert. But his reversal is no vote of confidence because he would have the law require broadcasters to give four hours of free time to each major party as the price of repeal—a sort of political ransom.

Senator Vance Hartke (D-Ind.) who has championed the broadcasters’ cause for repeal since 1959, needs help. In a speech to Georgia broadcasters he asked stations to editorialize for repeal and said that most public officers and most people “want to remove these handcuffs.”

After what stations have been through they ought to leap onto the bandwagon with appeals to their senators and congressmen to endorse or co-sponsor the Hartke repealer.
They switched...

and are they glad!

KIRO and WAPI are two of a growing number of TV stations that have switched from another type of antenna to the RCA "Traveling Wave" Antenna. Both of these stations are so pleased with the improvement that they have taken ads (above) to tell about it.

Naturally, we are pleased, too—but we are not surprised. Some sixty stations have installed RCA "Traveling Wave" Antennas in the past few years.

The "Traveling Wave" Antenna, like other RCA broadcast equipments — cameras, tape recorders, transmitters — is for those who want the best. Your RCA sales representative will be pleased to tell you about it in detail. RCA Broadcast and TV Equipment, Building 15-5, Camden, N.J.
If you lived in San Francisco...

...you'd be sold on KRON-TV