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What the Estes decision means to broadcasters. p50
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FCC reports new flexible UHF assignment plan. p86

When a market grows up with a modern look like this, you need a modern medium to sell it. Smart national advertisers use Spot Television—and they rely on the progressive stations we represent to do the job.

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DALLAS · DETROIT · LOS ANGELES
PHILADELPHIA · SAN FRANCISCO · ST. LOUIS
ONE NEAT PACKAGE
gives you the most efficient 50 kw AM broadcast transmitter built anywhere!

- overall efficiency: 62% or better
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for a descriptive brochure on Continental's new Type 317C 50 kw AM broadcast transmitter, write: Commercial Sales, Continental Electronics Manufacturing Company, Box 17040, Dallas, Texas 75217

LTV Continental Electronics
A DIVISION OF LING-TEMCO-VOUGHT, INC.
NOT THE BIGGEST DOME IN TOWN . . .

BUT THE BEST TELEVISION STATION

KTRK-TV • HOUSTON
have you only half the picture?

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.
Brake on group growth

FCC rulemaking providing for tougher multiple-ownership controls is expected to be issued for comment this week. Commission wants to be ready for appearance before Senator John O. Pastore's (D-R. L) subcommittee June 23. Hearing is on other matters, but senator is sure to question commission on multiple-ownership rule. He is critical of present interim policy freezing sales of top-50 market VHF’s to persons already having V’s in those market.

Proposal, which would be used as new interim policy pending conclusion of rulemaking, is about same as that suggested by staff last month (Broadcasting, May 31). It would limit ownership of TV’s in top 50 markets to three, no more than two of them VHF’s. It would also bar ownership of more than two TV’s per state, with only one in top two markets. And it would prevent common ownership of only television and aural stations in same community, only TV and only daily newspaper in same community, and only aural station and only daily newspaper in same community. Proposal would not require divestiture and it would make exceptions in cases of assignments and transfers to heirs and legatees of multiple owners. Present outside ownership limits of seven AM’s, seven FM’s and seven TV’s (no more than five VHF’s) would remain unchanged.

Thanks, but no thanks

Board of Association of National Advertisers seems nearer consensus on position it’ll take on FCC’s proposal to curtail TV network control of nighttime programming. Indications are that FCC—probably in fall—it considers plan arbitrary and unworkable and that there should be massive study also embracing other problems, including pay TV and community TV, somewhat along lines proposed by Chairman Oren Harris (D-Ark.) of House Commerce Committee. There was substantial advertiser support for this approach even before Mr. Harris made his proposal at ANA convention last month (Broadcasting, May 17), but it was reported more firmly based after ANA board meeting last week—even though FCC Chairman E. William Henry in meantime had met privately with number of ANA leaders to talk about FCC plan and exchange views on it (Broadcasting, May 31).

Pedigrees wanted

Whatever the outcome of CATV legislation (House Commerce Committee Chairman Oren Harris [D-Ark.] proposes FCC regulation but without licensing authority), FCC will press for authority to require CATV firms to supply ownership data. FCC Chairman E. William Henry feels this is essential if undesirable elements are to be kept out of field.

Mr. Henry has received unconfirmed allegations that “undesirable characters” are invading burgeoning CATV field, have “threatened” competing groups and have been involved in pay-offs to local officials. It’s emphasized, however, that these are simple allegations, but they can’t be checked unless FCC receives or assumes regulatory powers.

That BMI job

Among candidates for presidency of Broadcast Music Inc., vacant since accidental death of Robert Burton last month, is Howard H. Bell, director of radio and television cods of National Association of Broadcasters. Mr. Bell, 38, has been with NAB since 1951 and before becoming code director in November 1963 was vice president for planning and development. He is graduate of University of Missouri and holds law degree from Catholic University, Washington.

Many names are under consideration of BMI board, headed by Chairman Sydney M. Kaye. Board is desirous of making appointment fairly promptly because of danger that competing copyright pools will begin to raid BMI list of blue-ribbon publishers and writers who wonder about BMI’s future.

ABC’s first CATV

ABC is on verge of announcing first acquisition of community antenna system—and it may very well be Wilmington, N. C., plant owned principally by Martin F. Malarkey and associates. Mr. Malarkey, CATV pioneer and consultant in Washington, is understood to be associated in new ABC subsidiary formed for ventures in CATV field (Closed Circuit, May 31). Wilmington CATV began in 1962, has over 3,500 subscribers, brings in five TV stations (WECT-TV)

Wilmington, WTVD-TV Durham, WITN [TV] Washington, WRAL-TV Raleigh and WNCT-TV Greenville, all N. C.), plus background music and FM.

Sound’s the same

Little change in programming is expected to accompany swap-back late this week of NBC and Westinghouse stations in Philadelphia and Cleveland (see page 83). In radio, Westinghouse plans to continue in Philadelphia the “contemporary” music (and news) policy it has followed in Cleveland, but with different on-air personnel. NBC will retain in Cleveland disk jockeys Westinghouse now has there.

Even lineup of network affiliations won’t be disturbed at outset, according to authorities. In Cleveland, Westinghouse’s radio station has been independent, and NBC will operate as independent there until arrangements can be worked out with WGBR, its present Cleveland outlet. In Philadelphia, it’s said, Westinghouse is expected to carry NBC radio programs temporarily, presumably to give NBC chance to find new outlet. Swap passes even fewer problems in TV programming, since Westinghouse is NBC affiliate in Cleveland and will continue in Philadelphia.

Don’t write; telephone

New technique is being used by FCC legal staff to force television stations into line on local-originations. Instead of writing letters, which have bounced both into Congress and FCC meetings, staff lawyers now call Washington counsel of stations under review for license renewal and informally mention purported shortcomings. Particularly emphasized have been lack of preemptions of network programs for local live. Compliance usually follows.

Attorneys, who resent approach as coercive, nevertheless feel they are duty-bound to keep their station clients out of trouble and, therefore, “cooperate.” But practice is beginning to stimulate repercussions and could break out in FCC meeting at any time with likelihood that Commissioner Lee Loewinger, who has vehemently protested letter writing device, will spearhead effort.
MORE PEOPLE everywhere in Philadelphia

listen to WIBG Radio 99

than any other Radio Station

MORE total listeners
MORE adult listeners
MORE total homes in
MORE time periods

Represented by Katz Agency

All estimated and limited as shown in reports. Based on average audience estimates, Monday to Friday, 6 AM to 12 PM, Pulse—January-March, 1965; Adult Audience Age 18-49 (Radio PULSE LOR 100-11) — April-June, 1964. Leads all other Philadelphia stations in circulation. Day and Night, Metro and Total, NCS 61; Share of Audience Total Rated Time Periods. HOOPER—January-March, 1965.
WEEK IN BRIEF

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WTIC 50,000 watts HARTFORD, CONNECTICUT REPRESENTED BY THE HENRY I. CHRISTAL COMPANY
IRS urges reversal in Corinthian tax case

U. S. Court of Appeals in Chicago Friday (June 11) heard Internal Revenue Service plead for overturn of ruling last year by U. S. Tax Court in Washington, which established precedent that buyers of broadcast properties can use straightline 20-year depreciation table to amortize value attributed to network affiliation in purchase price. Case involves Corinthian Broadcasting Corp.'s wish-tv Indianapolis and wane-tv Fort Wayne, both Indiana (Broadcasting, March 16, 1964).

IRS told appeals court that 20-year table was only "theory" and that as practical matter affiliation pacts can be expected to last indefinitely. IRS argued affiliations are no different from liquor license or soft drink franchise situations where courts have ruled they cannot be amortized.

Corinthian held that decision of tax court should be sustained because it is expert in such matters, heard all testimony in case and obviously found 20-year plan represents "reasonable" estimate of life of asset based on study of industry experience.

Corinthian noted that table was based on broad study of network contract experience for many stations and had been done by statistical expert which IRS itself has employed on professional basis.

Networks claim points in Gemini-Titan coverage

Gemini-Titan 4 manned space flight ended with splashdown June 7 but network battling over ratings of their coverage continued through week. NBC-TV Friday (June 11) lead in ratings for day of launch, actual launch time and during Major Ed White's space walk, on basis of Nielsen MNA's (multi-network-area covering 30 markets).

MNA ratings for June 3 (7 a.m.-4:30 p.m.) were: NBC 10.2 rating with 47 share, CBS 8.1 and 37, ABC 3.6 and 16; for launch time (11:15-11:30 a.m.): NBC 15.4 and 50, CBS 9.8 and 32, ABC 5.9 and 18; for walk in space (3:45-4 p.m.): NBC 10 and 43, CBS 9.2 and 40, and ABC 3.9 and 17. National Arbitron gave CBS slight lead on launching day (see page 66).

ABC-TV claimed audience gains by comparing March 23 Gemini space-shoot—using available Nielsen MNA's, 8 a.m.-4:30 p.m.—with that of June 3. ABC said it scored in percentage gains in rating and share compared to percentage drops for both NBC and CBS.

ABC said its rating was 23% and share 57% higher in June coverage of launch compared to its March coverage; NBC down 23% in rating, 2% in share; CBS down 28% in rating, 8% in share.

CBS-TV joins 'movies made for TV' fold

MCA-TV and CBS-TV are preparing two-hour color film for showing next season in CBS's Thursday 9-11 p.m. movie slot. Movie will be filmed at Universal City studios in Hollywood and Michael Dann, vice president—programs, CBS-TV, said network hoped to develop this type programming as series for 1966-67 season.

Although CBS did not detail format, it was reported to have western locale. NBC-TV in recent past has programmed two-hour motion pictures made expressly for TV—"The Hangman Story" and "See How They Run"—and has still others blueprinted under cover-all title of Project 120. In NBC's case also, Universal Studios is producer.

American as apple pie

Superior court judge in Seattle has dismissed $1 million suit by entertainer James Lewis against ABC and komo-tv Seattle. Mr. Lewis said he had coined word "hootenanny," which later became title of ABC-TV series. Judge said, however, word is American colloquialism.

Color is catching

How long can one network rest with new program entry in black-and-white when other two networks schedule color opposite it in same time period? ABC-TV is answering question in its Thursday, 8:30-9 p.m. period by ordering up O.K. Crackerby! in color for fall. Clincher that led to ABC's decision—made late last week—was CBS-TV announcement that it will show My Three Sons in color in that period next fall (Broadcasting, May 31).

NBC-TV is colorcasting Laredo in same period.

Court raises question of arrest TV coverage

New York Court of Appeals, state's highest court, has directed Monroe county court to determine if convicted felon received fair trial because of "television and broadcasting." George P. Sepos, who pleaded guilty in 1961 to grand larceny, has charged that TV cameraman was present when he was questioned by state police, that he was made to pose with bag of stolen money. Film of questioning was later shown on Rochester, N. Y., TV station.

Wroc-TV Rochester said it had followed state police to barracks after Mr. Sepos was arrested Dec. 14, 1960, and had shot film of troopers interrogating him. Spokesman for station said shots were not posed. Mr. Sepos told appeals court that court-appointed attorneys advised him to plead guilty since film coverage made conviction appear certain. He is now serving five-to-six-year sentence in state prison.

State court decision follows on heels of Supreme Court decision overturning conviction of Billie Sol Estes because of TV coverage (see page 50).

Loud day at FCC

Package of items dealing with loud or "unbalanced" commercials comes up for FCC attention this week. Included: proposed rulemaking to permit broadcasters to reduce modulation below present 85% minimum, if necessary to reduce loudness in commercials; policy statement suggesting operating procedures broadcasters could follow to guard against airing loud commercials, and notice of inquiry seeking additional information on technical proposals that have been advanced for reducing loudness. Commission will also consider offer of American Association of Advertising Agencies to use its subcommittee on commercial production to screen commercials and, where warranted, see that remedial action is taken (Broadcasting, May 3).

Judge stays CATV grant

Temporary injunction against grant of community antenna franchise was issued Friday (June 11) by Rhode Island Superior Court Judge William B. McKenzie.

Judge said members of Bristol, R. I., council do not presently have authority to
John W. Brookfield, Jr., chief of Division of General Advertising, Federal Trade Commission, Washington, appointed chief, Division of Food and Drug Advertising, replacing Charles A. Sweeny, who became director of FTC’s Bureau of Deceptive Practices (Broadcasting, April 19). Appointment, concurrent with reorganization of bureau, includes assignment of monitoring of all advertising, broadcast as well print media (Closed Circuit, April 19). FTC combined two divisions, general advertising and general practices, to form new Division of General Practices, which will be headed by Michael J. Vitale, who was in charge of old general practices staff. Mr. Brookfield has worked in deceptive practices field at FTC for more than 30 years.

Robert J. Leder, VP and division director of RKO General Broadcasting’s War Division, appointed executive VP of company with responsibility for all operations for RKO General Broadcasting. Jerome Bess and Sam Slate, executive VPs of RKO General, have been named VP in charge of operations, and assistant to president and VP in charge of government and industry relations, respectively. Reporting to Mr. Leder will be division and station managers of five TV and six radio outlets as well as RKO General National Sales.

Dr. George H. Brown, with RCA for 32 years and VP for a research and engineering as well as board member, named executive VP for research and engineering with offices in New York. Howard L. Letts, with corporation since 1929 and VP and controller, RCA, named executive VP and controller of corporation. Mr. Letts was VP for business affairs for NBC-TV from 1957-59. Dr. Brown was one of RCA’s pioneers in research and development of color and UHF television systems. He holds numerous patents in fields of electronics and electronics communications.

J. A. W. Iglehart, partner of W. E. Hutton & Co., New York, investment bankers, re-elected to CBS Inc. board of directors. Mr. Iglehart served on CBS Inc. board from 1932-1964. He resigned from board on Aug. 13, 1964, day before CBS signed contracts to acquire an 80% interest in New York Yankees (Broadcasting, Aug. 17, 1964). Mr. Iglehart at that time was board chairman and substantial stockholder of Baltimore Orioles. Last month Mr. Iglehart severed his connections with Orioles by selling his stock for $1.6 million and resigning his post as board chairman (Broadcasting, May 31). Mr. Iglehart also is director of several other companies, including National Gypsum Co. of which he is chairman of executive committee, Jones & Laughlin Steel Corp., The City Stores Co. and National Wire Products Corp.

William T. Eldridge, senior VP and senior account supervisor with responsibilities in account management area, elected executive VP of Norman, Craig & Kummel Inc., New York. Mr. Eldridge joined agency in 1964 after serving as VP for product development at American Home Products’ Whitehall Laboratories Division and manager of new products for Colgate-Palmolive Co.

Arthur A. Watson, general manager of WRGV-AM-TV Philadelphia, retains same post in NBC move to Cleveland, along with 13 other managerial and operational personnel, effective June 19 in NBC-Westinghouse Broadcasting Co. swap of radio-TV properties (see page 83). NBC expected to call Cleveland operation WKY-AM-FM-TV. Westinghouse will take KYW-AM-TV call to Philadelphia. Frank Took, for past six years area VP in Cleveland for Westinghouse Broadcasting, moves to Philadelphia in same post, as does Fred A. Walker, general manager of TV station. Richard Harris, general manager of WBC’s WBZ Boston, named general manager of KYW in Philadelphia, exchanging post with Perry Bascom who moves from Cleveland to Boston as general manager of WBZ.

For other personnel changes of the week see FATES & FORTUNES

issue CATV franchises and that CATV "bear earmarks" of public utility.

Case was brought by Bristol citizen with WJAR-TV and WPRO-TV, both Providence, joined as petitioners (Broadcasting, April 19).

Injunction remains in effect until case is heard on its merits.

Bird goes commercial June 28

Communications Satellite Corp. is ready to begin commercial operation June 28, Comsat President Joseph V. Charyk said Friday (June 11). Comsat tariff was filed last month but is for only half of space circuit to Europe—from U.S. to Early Bird. European telecommunications officials have been meeting in Lisbon, discussing rates for their half of circuit—rumored to be higher than suggested U.S. rates (Broadcasting, May 31). Tariff goes into effect unless challenged by FCC, or if commission grants objections by anyone else.

Meanwhile, internal struggle is seen on part of Comsat and some of its international common carrier stockholders: ITT World Communications Friday submitted protest to FCC at commission’s approval for Comsat to own and operate temporarily U.S. ground stations, and by AT&T at provision permitting Comsat to operate lines from communication centers to ground stations.
WSTV-TV is pleased to acknowledge the GABRIEL AWARD presented by the Catholic Broadcasters Association of America for outstanding achievement in the radio and television industry. WSTV-TV was one of the three TV stations in the country who won this award...
In the early hours of the Southern California morning, some 7½ million Angelenos prepare for the busy day ahead. Chances are, their companion in these morning hours is radio. And chances are, most listeners who are affluent, responsive adults tune to the always beautiful music and stimulating news analysis of KPOL AM/FM.

If you use Pulse, and/or your own good judgement, you’ll note that KPOL is always among the audience leaders in adult listenership and has the largest audience by far of any of Los Angeles' good music stations.

MORNING, AFTERNOON OR EVENING . . . KPOL REACHES SOUTH CALIFORNIA’S LARGEST AUDIENCE OF AFFLUENT ADULTS

KPOL

Distinguished Radio — Los Angeles

Represented nationally by Paul H. Roymer Co.

In Atlanta call EDDIE BRANDT at TR 3-3519

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DATEBOOK

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

Indicates first or revised listing.

June 12-15 — Annual Georgia Association of Broadcasters summer convention in conjunction with annual GAB engineering conference. Speakers include Vincent T. Wasi LOWSKI, president, National Association of Broadcasters; and Frederick W. Ford, president, National Community Television Association; Senator Herman Talmadge (D-Ga.); Paul Rand Dixon, chairman, Federal Trade Commission; Charles Sweeney, director, bureau of deceptive practices, FTC, and Henry Geller, FCC general counsel. Holiday Inn, Callaway Gardens.


June 14-16 — World Congress on Marketing. Event will celebrate 50th anniversary of American Marketing Association and will be attended by 2,000 delegates from North America, Europe and Asia. Hilton hotel, New York.

June 14-Aug. 31 — Boston University’s School of Public Information’s first in-depth study of cinema and television at institutes in three European countries (London, July 26-Aug. 6; Birmingham, Aug. 7-21, and Edinburgh, Aug. 23-31) all Great Britain; Turin, Italy, July 5-11, and Vence, France, June 14-25.

June 14-19—12th Annual International Advertising Film Festival. Cannes, France.

June 13-17 — Annual spring meeting of North Carolina Association of Broadcasters. The Carolina Inn, Nags Head.

June 16-18 — Spring meeting of Virginia Association of Broadcasters. The Cavalier, Virginia Beach.


June 17—Southern California Broadcasters Association luncheon. James Stack, media director, McCann-Erickson, Los Angeles, will speak on “A Media Man’s Look at the Advertising Values of Radio.” Michael’s Restaurant, Hollywood.

June 17—First annual meeting of Alaska Broadcasters Association. FCC Commissioner Kenneth A. Cox is keynote speaker. Ketchikan.


June 17-19 — Annual convention of the Maryland-District of Columbia-Delaware Broadcasters Association. Speakers include Douglas A. Anello, general counsel, National Association of Broadcasters; Paul Comstock, vice president for government relations, NAB. Henlopen hotel, Rehoboth Beach, Del.

June 18—Meeting of Board of Directors of Broadcasters Promotion Association to review plans for annual convention. Shoreham hotel, Washington, D.C.

June 18-20 — Texas Associated Press annual meeting. Community Inn, Kilgore.


June 18-23 — International Television Contest in Berlin. For further information write Dr. A. Bauer, Bundesallee 1-12, Berlin 15.


June 21-Aug. 14 — 23rd Stanford Radio-Television-Film Institute. Ten courses of-
Among research techniques this is the live one the Pulse!

With personal interview in the home, you know exactly how much time elapses between listening and response. Can you say the same for self-administered diaries? Pulse gives you not just homes, but persons. Not just in-home, but out-of-home as well. And cumes. There's no self-consciousness to distort behavior. And the sample is not confined to telephone homes. Pulse gets its data face to face. Like the U.S. Census, in 250 markets. Pulse is the live one.
We're proud of our Stainless TOWER* ... say these leading broadcasters

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V.P. & General Manager
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T. B. "BLUE" MAJURE
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*1549 feet above sea level
If you're planning towers of any kind, take advantage of STAINLESS' experience in designing and fabricating the world's tallest structures.

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fered by Stanford University with the cooperation of KQED(TV), KQED(FM), commercial, and KNBR-AM-FM, all San Francisco.

June 22-26 — Summer meeting of the combined boards of the National Association of Broadcasters. The Inn, Buck Hill Falls, Pa.


June 25 — FCC deadline for filing comments on Part I and paragraph 50 of Part II of the commission's notice of inquiry and proposed rulemaking issued April 22, looking toward asserting jurisdiction and regulating non-microwave community antenna TV systems.


June 27-28 — Thirteenth annual convention of Florida Association of Broadcasters. Speakers include Tom Murray, vice president, Campbell-Ewald, Detroit; Miles David, executive vice president, Radio Advertising Bureau; Paul Comstock, vice president for government affairs, National Association of Broadcasters; William Carlin, vice president for station relations, NAB. Jack Tar hotel, Clearwater.


June 28-30 — National Industry Advisory Committee, annual seminar. Subjects include consideration of state emergency broadcast plans as well as reports on use of radio and TV in alerting the public. Interdepartmental Auditorium, Washington.


June 30 — Deadline for entries in Iris Award contest, sponsored by the Women's Conference of the National Safety Council. Women actively engaged in radio-TV as writers, producers or broadcasters may qualify. Awards will be given in two categories: one for radio and the other for TV.

JULY

July 1 — New FCC deadline for comments relating to frequency allocations and technical standards of its proposed rules governing the licensing of microwave radio stations used to relay TV signals to community antenna TV systems. Former deadline was April 1.


July 14 — New FCC deadline for filing comments on the joint petition for rulemaking by Zenith Radio Corp. and Teco Inc. requesting the commission to authorize nationwide subscription television. Reply comments are now due July 20.

July 15-18 — New deadline for filing comments on FCC's inquiry into the optimum frequency spacing by television and the land mobile services. Former deadline was June 3.


July 19-20 — Annual summer meeting of New York State Broadcasters Association. The Otesaga Hotel, Cooperstown.


July 25 — FCC deadline for filing reply comments on Part I and paragraph 50 of Part II of the commission's notice of inquiry and proposed rulemaking issued April 22, looking toward asserting jurisdiction and regulating non-microwave community antenna TV systems.

July 29-30 — New FCC deadline for filing reply comments on the joint petition for rulemaking by Zenith Radio Corp. and Teco Inc. requesting the commission to authorize nationwide subscription television. The former deadline for replies was June 10.

AUGUST

Aug. 2 — New deadline for reply comments on the FCC's inquiry into the optimum frequency spacing between assignable frequencies in the land mobile radio service, and the feasibility of frequency sharing by television and the land mobile services. Former deadline was June 18.

Aug. 2 — New deadline for comments on the FCC's notice of inquiry and proposed rulemaking relating to mutual funds and other investment houses that are in technical violation of the commission's multiple-ownership rules. Former deadline was June 14.

Aug. 3 — New FCC deadline for reply

NAB CONFERENCE SCHEDULE

Dates and places for the National Association of Broadcasters fall regional meetings:

Oct. 18-19 — Marriott motor hotel, Atlanta.
Nov. 11-12 — Sheralton-Chicago, Chicago.
Nov. 15-16 — Brown Palace, Denver.
Nov. 18-19 — Davenport hotel, Spokane, Wash.
Nov. 22-23 — Westward Ho hotel, Phoenix.
In a million-dollar program to help food processors comply with new Food and Drug Administration requirements, Humble developed a special kind of grease for the lubrication of frankfurter machines. Today the food processor must prove the safety of any non-food that can possibly get into his product — even in quantities as small as 10 parts per million!

Humble has also proved the safety of many other petroleum products used in making rubber, metal, glass, plastic and paper that come in contact with food.

Humble fulfills the responsibility of leadership by sharing its resources — by helping to insure safer processing of the nation's food.
It's "Summer Bonus Plan" time again at WMAL-TV
Now through August 31
Now when you buy WMAL-TV's Summer Bonus Plan you get WMAL-TV's big viewing audience all summer long and a big plus audience without additional cost.

Depending on your weekly product expenditure as indicated in the first column, you select the type bonus spots desired from the ID, 20 or 60 columns.

Weekly Expenditure ID's 20's 60's
$300-599 4 or 1 3 or 1 3 or 2
600-899 7 2 4 2 4 3
900-1199 10 3 5 2 5 4
1200-1499 11 4 5 3 6 5
1500-1999 12 5 7 4 7 6
1800&over 14 7 8 5 8 7

* Day Time—Sign-on 5 P.M.
** Night Time—5 P.M.—Sign-off

October

indicates first or revised listing.
THE TRULY GREATS are yours in Showcase

Hollywood's most brilliant stars in important feature movies...

HEPBURN • MACLAINE • GARNER

"THE CHILDREN'S HOUR"

RUNNING TIME: 107 MINUTES
What makes a great salesman?

Personal magnetism, complete dedication and a genius for the game of golf, made Robert Tyre Jones the idol of millions. "Bobby" Jones won his first tournament at the age of nine; at fourteen he qualified for the National Amateur. From the age of twenty-one to the day he retired, he was never without a national title. In the last nine years of his career, he played in twelve national open championships in this country and Great Britain, finishing first or second eleven times.
Bobby Jones, considered by experts as the world's greatest amateur golfer, capped his amazing career by winning the Grand Slam of golf. He won the Open and Amateur Championships of both the United States and Great Britain in a single year. This was an achievement that stands today without parallel, not only in golf, but in the entire recorded history of sports. Bob Jones was a credit to the sports world and a great salesman for the game of golf.

Bob Jones was a real champion and a great competitor. The Storer stations are champions, too, competing successfully in their local markets through individual programming designed to interest more listeners, build loyalty and thereby create more sales. This is accomplished through public interest broadcasts, vital editorials and programming keyed to local needs and preferences. In Atlanta, Storer's great salesman is WAGA-TV, an important station in an important market.
Hust Juan of those things

Editor: May I ask newsmen of the electronic media why they have switched to the pronunciation of "junta" (as in Santo Domingo) as if it began with "j" as in John? I'll grant one does not hunt jaguars in the Latin American jungle but then neither does one vacation in La Jolla, Calif., or Tia Juana, Mexico. The prerogative of using a foreign term does not entail the right to butcher it with unwarranted anglicization.—M. T. McKee Jr., The Macon Daily, Mount Clemens, Mich.

Cincinnati's all-nighter

Editor: In your June 7 issue you state that a Las Vegas station [KSHO-TV] is "the pioneer" in all-night TV operation, claiming they began an all-night format in 1956.

If memory serves correctly, Cincinnati's WCPG-TV was the world's first all-night TV station, having had a regularly scheduled program, The Bill Fields Show, in 1950 or 1951. . . .

WCPG-TV still does all-night programming on Saturday nights. Sponsored, too. Movies, yes, but live and taped interviews, too. . . .—Thomas R. Haskett, broadcast engineering consultant, Cincinnati.

The Nielsen zoo ratings

Editor: Your suggestion that the monkey house of the Bronx Zoo is a likely spot for a (Nielsen) Audimeter installation has been taken under advisement. However, our research people indicate that these apes have very firm and unwavering TV loyalties—Magilla Gorilla is of course No. 1, followed closely by Flipper, Mr. Ed and Lassie. As for those orangutans who "couldn't care less about TV," don't let them fool you. They are, according to the layman's handy guide to simian mystique, at the top of the great ape I.Q. structure. As intellectuals, they of course identify as nonviewers, but in truth they hang from the bars and do a lot of over-the-shoulder watching.—Howard W. Coleman, press relations, director, A. C. Nielsen Co., New York.

Typographical error

Editor: The story on page 73 of your June 7 issue discussed the policy statement of the American Civil Liberties Union with respect to moving newsmen involved with a political campaign or controversial issue to a different position for the duration of the campaign.

You accurately reported our reason: that participation in political movements or taking sides in public controversy might affect a newsmen's objectivity.

You then went on to say: "The union acknowledged that this was a 'racial' concern, . . . ." Your typesetter's fingers slipped. The word should be "rational." Our statement was not based on any one kind of controversy, but on the general principle concerned.—Alan Reitman, associate director, American Civil Liberties Union, New York.

Plonk

Editor: It is high time you exercised some supervision over what appears in your advertising columns.

I refer to the ad for the Associated Press on page 15 of your June 7 issue. It purports to list the sounds created at the moment of impact in certain selected sports. I readily agree that a baseball bat goes "crack" and two football players may go "thump!" when they collide. The sounds attributed to boxing, swimming, hockey, racing and basketball will also pass imaginative muster but—a tennis racquet meeting a ball and going "wump!?" Never! The official sound of a tennis racquet meeting a ball is "pock!!" Even if a tennis racquet had been left out in the rain all night, it wouldn't go "wump!", it would go "pash!"

Yours for truth in advertising—J. Robert Covington, Jefferson Standard Broadcasting Co., Charlotte, N. C.

FM is going strong

Editor: I am gratified to keep reading more and more comments and open minded approaches to the little giant that is just about to "bust loose" on the broadcast horizon. I'm referring to FM operators, who have taken the FM medium and used it as it should be used—a as a full fledged radio station.

KLHR(FM), a fulltime independent in Wichita Falls, Tex., has been operating as such for over a year. We just celebrated our first anniversary as a country and western station in March.

In five months of last year, August through December, KLHR merchandised and sold over 1,000 FM radios.

If all of us in the FM business sell FM as radio, and take advantage of its flexibility and specialization, it won't be too long before the FM market will have to be recognized as a needed buy for national and regional advertisers.—George Craig, general manager, KLHR(FM) Wichita Falls, Tex.
Building a manhole—Bell System style

Providing access to underground phone cables is vital to good service. The trick is to do it quickly, at low cost and with minimum public inconvenience...

You're looking at a "prefab" manhole—precast in precise, interlocking sections for easier, faster handling.

Complete installations (hole digging to finish) can usually be accomplished in less than one day, compared with a week when a manhole vault is poured and set on the site. This means less traffic tie-up and inconvenience to the community. And excavations are exposed less to adventurous youngsters.

This construction method is being used more and more where conditions permit. It's still another example of the Bell System's continuing efforts to find better, lower-cost ways to provide and maintain the best telephone service in the world.
Prime-time television is a good way to talk to 15,000 employes

The assignment given to the public relations organization of Aerojet-General Corp.'s rocket propulsion operations in Sacramento, Calif., was indeed challenging. The management wanted:

* A program that would inspire all personnel to do their jobs right the first time under a general theme of AWARE/ZD (Aerojet Workmanship and Reliability/Zero Defects in the products turned out by the company).
* All personnel must be made aware of the common goal at the same time.
* The program had to be started within a month.
* The entire effort had to be accomplished with minimum use of capital funds.

The first problem to be tackled was that of communicating with 15,000 employees working three shifts at facilities scattered over 25,000 acres near Sacramento.

These scientists, engineers, technical experts, machinists and great variety of support personnel, work on the design, production and test of liquid, solid and nuclear rocket engines for such vital national defense and space programs as the Polaris, Minuteman, Titan, and Hawk missiles and the Apollo and Gemini manned space programs.

Some aerospace companies have communicated with their forces through various means in order to develop similar programs to inspire employees to great personal pride in their craftsmanship and subsequent scrap reduction and the elimination of rework on precision systems through Zero Defects. Some held giant rallies off-plant in giant auditoriums and arenas while others assembled employees on-plant in huge hangars or other facilities.

In this manner, the Zero Defects program and its goals would be explained to the entire organization by the management, customers, political leaders and others at one time.

Because of our physical size, not only was this nearly impossible for Aerojet, but extremely costly. A more novel approach to accomplish the same end was necessary.

The approach used turned out to be commercial television.

TV is Economical * Had all personnel been assembled on-plant, the cost would have been well over $100,000 in "down-time" alone. It was found that the movie production and purchase of commercial television time would involve a small fraction of that amount.

KCRA-TV Sacramento was selected for a 30-minute presentation of the Aerojet Zero Defects message at prime time, 7 p.m. on Sunday evening. The preceding program was to be a first-run color feature film. The Walt Disney Show followed.

Then came the problem of how to get the entire message across in the allotted time. A number of speakers could not be packed into the 30-minute time span to accomplish the goal effectively. We had two months from idea to show time.

So Aerojet decided that the best method to accomplish the task within the available funds was to produce a color-sound film.

Wade Advertising Agency, a local advertising firm with a proven success history in television production, was employed to write and supervise direction of the show for commercial television use. A tight schedule was charted and camera crews of Aerojet's documentary film department were shooting within hours after the script had been approved by management and the customers who would be involved.

The film featured messages from Dan A. Kimball, Aerojet board chairman; Governor Edmund G. (Pat) Brown of California; Air Force Colonel Lawrence Vivian, Department of Defense plant representative, and other customers. It also contained sequences of actual rocket launchings and aborted launches to drive home the urgent need for Zero Defects in products delivered to military agencies and the National Aeronautics and Space Administration. A documentary review of the plant's product activities was shown.

On-the-job scenes were included of a cross-section of plant personnel committing themselves to the Zero Defects concept.

Before the film was telecast, newspaper teaser ads were placed with the local daily press. On the preceding Friday, each employee received a telegram replica with his paycheck, asking him to make certain he watched an important Aerojet program Sunday evening. TV Guide's northern California edition ran program description copy promoting the program.

Program is Success * The TV program was a resounding success. The turn-in by Aerojet employees and their families was estimated by an in-plant post-show survey to have been in the 95% to 98% range.

The following day the plant was abuzz about the TV program and this new idea of craftsmanship at all levels of the organization.

An evaluation of the campaign after 30 days indicated that all objectives had been met. The program, however, is a continuing one and is constantly supported in-plant through posters and in-plant printed communications. The most vivid testimonial to Aerojet's Zero Defects program was the recent first manned Gemini launch in which two astronauts orbited the earth. The first and second stage liquid rocket produced by Aerojet employees performed perfectly.

The film also has been shown to other companies and with modification may well be used at other Aerojet plants.

The use of television in this manner not only has won praise from Aerojet management and local communities' leaders, but the Air Force has directed a special citation to the company's Zero Defects program.

While most public relations people move into the field from print media, John Z. Ickes, manager of public relations for Aerojet-General Corp.'s Sacramento, Calif., plant, entered the field after eight years in radio and television news, programing, production, promotion and sales assignments. Prior to joining Aerojet in 1959, he was the head of The California State Fair and Exposition public relations organization.
The Sound of New Haven's on the Sound

SUMMER ON THE SOUND! WELI RADIO'S IN THE PICTURE* WITH REGULAR MARINE BROADCASTS, WEATHER ADVISORIES, FISHING NEWS, TIDES, REGATTAS, BATHING CONDITIONS. PEOPLE RELY ON ELE! GOOD MUSIC, GOOD NEWS, AND GOOD TASTE.

WELI•960•THE SOUND OF NEW HAVEN•5000 WATTS NATIONAL: H-R REPRESENTATIVES, INC.

BOSTON: ECKELS & CO.

* 1965 Henry Luhrs Sea Skiff, Morgan, New Jersey
"Listen to me!" it says, "things are happening! Good things!" Things that make the public turn the dial—to your station if you're quality-ready. For today's FM audience is a selective group, largely of mature tastes and preferences, with the means to enjoy them. And they want quality—all the way.

Today there are more FM radio frequencies, more good high-fidelity receivers for listeners to choose from, and RCA system-matched "New Look" equipment to put your station out front in quality. ... New full-fidelity FM transmitters designed to transmit stereophonic signals, an SCA multiplex sub-channel; also new transistorized tape recorders and turntables; consoles to meet NAB standards for highest performance and programming efficiency. Also newest in FM antennas—Hori-
IN TODAY’S FM OPERATIONS!

Horizontal, Vertical and Directional—for spreading the signal where it counts most.

Your RCA Broadcast Representative will be glad to tell you all about these fine new opportunities for moving ahead in quality. Two Brochures are available . . . Planning for the “New Look” in FM and FM Stereo; and RCA “New Look” FM Equipment. Send for your copies. RCA Broadcast and Television Equipment, Building 15-5, Camden, N. J.

RCA "NEW LOOK" CONSOLES & TRANSMITTERS

The new consoles, turntables, transmitters and antennas are designed for today's demanding operating requirements. Transmitters have all new circuitry, new exciter.

The Most Trusted Name in Radio
CG can pump up your profits in Indiana. If you want it to refuel your petroleum sales, fill up a schedule through ATS.

The Communicana Group Includes:

WSJV-TV  WKJG-TV

 Also: WKJG-AM and FM, Ft. Wayne; WTRC-AM and FM, Elkhart
 The Mishawaka Times (Morn.); The Elkhart Truth (Eve.)

JOHN F. DILLE, JR. IS PRESIDENT OF THE COMMUNICANA GROUP

CALL ATS TODAY!
TV networks: 95% sold for '65-66

Still 14 weeks from blast-off, new three-way economy makes everybody happy but ABC-TV gains most by reaching equal status so early in season

The three television networks are up to their necks in new season nighttime sales, with each of them close to 95% sold for the fourth quarter—14 weeks before the new lineups reach the air.

Network sales officials are reveling in what they all consider a healthy three-network economy with enough business on the books, and in sight, to fully support their entertainment schedules.

The situation differs markedly from years past when the pinch of what was thought to be a “two-and-one-half network economy” was felt by all but most sharply by ABC-TV, which was often forced to wait for mop-up business after heavy initial buying had been done on the two other networks.

ABC-TV Sales Vice President James Duffy last week described a “full three network economy.” A CBS-TV official spoke of a “full market basket.” And NBC-TV's vice president for national sales, John M. Otter, said “the sponsors are spending more and spending it sooner.”

In an unusual display of internetwork camaraderie, each of the networks not only claimed a good sales climate for itself but also for its competitors.

Accompanying this network euphoria have been pronounced fluctuations in “participating” sales in contrast to “program” buying.

NBC-TV, for example, says the amount of 1965-66 network time it is selling on a program basis is well ahead of the total last year, while CBS-TV has moved sharply in the other direction, toward heavier participating sales.

All networks seem to have enjoyed a steadier flow of business in this selling season than in the past.

In recent years, according to network officials, business for a new program year has come in distinct and disjointed phases: the big program buys have come first, followed by a period of agency deliberation as participating business was written and finally by the last-minute scatter buying of bargain hunters.

This year, it’s said, with the economy in good health and network sponsors early and eager, these phases have tended to merge into each other.

ABC-TV’s Duffy explained that “we floated” from one stage to the next, while a CBS-TV sales official referred to “a constant flow” in calling this “the best overall year ever for the three networks.”

**ABC-TV** • At ABC, according to Mr. Duffy, sales for the last 16 weeks of the calendar year are at 95% of saturation, putting the network about four months ahead of last year’s pace. In mid-June last year, sales in the ABC-TV schedule for the same 16 weeks were at the 74% mark.

Everything was pushed much more quickly this year, Mr. Duffy said. “We’ve had business from a noticeably broader base of advertisers and agencies. And the sales started coming in as far back as December.”

About two-thirds of the ABC-TV weekly prime-time schedule is made up of sponsored programs and one-third is composed of participation vehicles Mr. Duffy said. These calculations lump all shows with either sponsors or participants into those counted as “sponsored” programs.

A review of the ABC schedule shows that 14 hours are being sold on a combination sponsor-participant basis, four and one half hours are being offered exclusively to sponsors, and six and one half hours exclusively to participating advertisers.

The network has put its weekly public affairs show, _ABC Scope_, up for sponsorship, but acknowledges some difficulty in selling the program, part of the trouble being attributed to low clearance. _Scope_ is expected to be cleared in 80 to 90 markets, which compares with an average ABC-TV clearance factor of about 185 stations.

The ABC-TV program getting highest clearance is _Pafuive_, carried by 212 affiliates. Big problem at ABC-TV for the fall include Bristol Myers in _Big Valley_, OK _Crackerby_, and _Long Hot Summer_; R. J. Reynolds in Sunday night movies, _Jesse James_, _Jimmy Dean_ and _McHale’s Navy_ and _Clairol in Farmer’s Daughter_, _Ben Casey_ and _Peyton Place I_ and _II_.

**CBS-TV** • “Extraordinarily good” is the way CBS characterizes its sales in the new season. This network did not experience as great an acceleration in business this year as the other two, primarily because it moved so quickly last year.

The CBS-TV sales department says its prime-time schedule is 94% sold for the last 16 weeks of 1965. At this point last year it had been 90% sold for that stretch. A sales executive at CBS said more agencies and more clients were involved in this year's fourth-quarter sales and that business this year had not “ganged up” as it has before.

The CBS-TV picture reflects a sharp change from last year to more participating sales. In the 1964-65 season the ratio of sponsored to participating business was 74%.
**DETAILED WRAPUP OF FALL TV SCHEDULES**

With all networks riding the crest of early sales in the 1965-66 season, few positions remain available to advertisers in the fall schedules.

This chart details the full schedule of nighttime shows (7:30-11 p.m.) giving the names of program sponsors and the agencies who placed their business. Some of the leading participating advertisers, too numerous to be listed in the chart, are identified in the accompanying story.

Also listed here are the estimated production costs of 1965-66 shows. These figures were compiled by TELEVISION Magazine.

The costs represent a single original in a series and in the case of feature films represent the average cost to the network for a single show in a film package.

The advertisers shown are those who will carry programs at least through the first quarter of the new season although many will undoubtedly continue their sponsorships beyond that period. Color programs are shown in bold face.

Agencies are presented in parentheses () and production companies in brackets [].

All networks will open their fall schedules in the week of Sept. 13.

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**WEDNESDAY**

<table>
<thead>
<tr>
<th>Time</th>
<th>ABC-TV</th>
<th>CBS-TV</th>
<th>NBC-TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30</td>
<td>Ozzie &amp; Harriet [Stage Five Prod.]</td>
<td>Lost in Space (Filmways)</td>
<td>The Virginian (Universal)</td>
</tr>
<tr>
<td></td>
<td>[60,000 Participating]</td>
<td>[$135,000 Participating, 1/4 Available]</td>
<td>[American Tobacco (SSCB) and Participating]</td>
</tr>
<tr>
<td>8:00</td>
<td>Petey Duke [Crislaw/V.A.]</td>
<td>Beverly Hillbillies (Filmways)</td>
<td>Eddie Albert Show (Universal)</td>
</tr>
<tr>
<td></td>
<td>($20,700 Sterling (DFS) &amp; Participating)</td>
<td>[$70,000]</td>
<td>[Chrysler Theater (Universal)</td>
</tr>
<tr>
<td>8:30</td>
<td>Gidget [Screen Gems]</td>
<td>[Bob Hope]</td>
<td>[Procter &amp; Gamble (Compton) Gen. Foods (B&amp;B)]</td>
</tr>
<tr>
<td></td>
<td>($100,000 Armstrong (BBDO)]</td>
<td>[[$21,000 Proctor &amp; Gamble (Compton) Gen. Foods (B&amp;B)]</td>
<td></td>
</tr>
<tr>
<td>9:00</td>
<td>The Big Valley [Four Star]</td>
<td>Eddie Albert Show (Filmways)</td>
<td>[Dick Van Dyke (Calvada Prod./Danny Thomas Ent.)]</td>
</tr>
<tr>
<td></td>
<td>[155,000 Armstrong (BBDO)]</td>
<td>[$71,000]</td>
<td>[P. Lorillard (L&amp;N) &amp; P &amp; G (B&amp;B)]</td>
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<tr>
<td>9:30</td>
<td>Amos Burke Secret Agent [Four Star]</td>
<td>Dick Van Dyke (Calvada Prod./Danny Thomas Ent.)</td>
<td>[Peyton Place II (20th Century-Fox)</td>
</tr>
<tr>
<td></td>
<td>[$120,000 Brown &amp; Williamson (Bates)]</td>
<td>[$64,000]</td>
<td>[20th Century-Fox]</td>
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<tr>
<td>10:00</td>
<td></td>
<td>P. Lorillard (L&amp;N) &amp; P &amp; G (B&amp;B)</td>
<td>[Brown &amp; Williamson (Unassigned)</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Alt. 1/4 Philip Morris (B&amp;B)]</td>
</tr>
<tr>
<td>10:30</td>
<td>Danny Kaye [Dena Pictures]</td>
<td>[1 Spy]</td>
<td>[Brown &amp; Williamson (Post-Keyes-Gardner)]</td>
</tr>
<tr>
<td></td>
<td>[$154,000 &amp;S&amp;D Stamps Co./Stamps (SSCB)]</td>
<td>[Universal TV]</td>
<td>and Participating</td>
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**THURSDAY**

<table>
<thead>
<tr>
<th>Time</th>
<th>ABC-TV</th>
<th>CBS-TV</th>
<th>NBC-TV</th>
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<tbody>
<tr>
<td>7:30</td>
<td>Shindig I [Selmar-Circle Seven Prod.]</td>
<td>The Munsters (Universal TV)</td>
<td>Daniel Boone [20th Century-Fox]</td>
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<td></td>
<td>[Universal TV]</td>
<td>[$84,000 Participating]</td>
<td>[$132,000 Brown &amp; Williamson (Post-Keyes-Gardner)]</td>
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<tr>
<td>8:00</td>
<td>Donna Reed [Todden-Screen Gems]</td>
<td>Gilligan's Island [Gladysa/UA-TV]</td>
<td>Thursday Night Movies (5% in Color)</td>
</tr>
<tr>
<td></td>
<td>[$60,000 Campbell Soup (BBDO) &amp; Participating]</td>
<td>[$71,800 Participating]</td>
<td>[$210,000 Columbia Pictures and other studios]</td>
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<tr>
<td>8:30</td>
<td>O. K. Crackers/B [UA-TV]</td>
<td>My Three Sons [Don Pederson]</td>
<td>[Amer. Tobacco (Unassigned)</td>
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<tr>
<td></td>
<td>[Universal TV]</td>
<td>[$57,000]</td>
<td>Alt. 1/4 Philip Morris (B&amp;B)]</td>
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<tr>
<td>9:00</td>
<td>The Big Valley [Four Star]</td>
<td>Quaker Oats (JWT)</td>
<td>[And others Participating (One minute available)</td>
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<tr>
<td></td>
<td>[20th Century-Fox]</td>
<td>[$700,000]</td>
<td></td>
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<tr>
<td>9:30</td>
<td>Amos Burke Secret Agent [Four Star]</td>
<td>[20th Century-Fox]</td>
<td>[Amer. Tobacco (Unassigned)</td>
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<tr>
<td></td>
<td>[$120,000 Brown &amp; Williamson (Bates)]</td>
<td>[Brown &amp; Williamson (Post-Keyes-Gardner)]</td>
<td>Alt. 1/4 Philip Morris (B&amp;B)]</td>
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<td>10:00</td>
<td>[Post-Keyes-Gardner]</td>
<td>[RCA (JWT)]</td>
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28 (BROADCAST ADVERTISING) BROADCASTING, June 14, 1965
<table>
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<tr>
<th>TIME</th>
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<th>CBS-TV</th>
<th>NBC-TV</th>
<th>TIME</th>
<th>ABC-TV</th>
<th>CBS-TV</th>
<th>NBC-TV</th>
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</thead>
<tbody>
<tr>
<td>7:30</td>
<td>Twelve O'Clock High (20th Century-Fox) &amp; Quinn Martin)</td>
<td>[CBS-Goodson-Todman] 8:30  $130,000</td>
<td>[CBS-Goodson-Todman] 8:30  $40,000</td>
<td>General Foods (Y&amp;R)</td>
<td>[CBS-Goodson-Todman] 8:30  $130,000</td>
<td>[CBS-Goodson-Todman] 8:30  $40,000</td>
<td>General Foods (Y&amp;R)</td>
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<tr>
<td>10:00</td>
<td>To Tell the Truth (CBS-Goodyear) 8:30  6:00  $14,000</td>
<td>[CBS-Goodyear] 8:30  6:00  $14,000</td>
<td>[CBS-Goodyear] 8:30  6:00  $14,000</td>
<td>The John Forsythe Show (Universal) 8:30  6:00  $25,000</td>
<td>[CBS-Goodyear] 8:30  6:00  $14,000</td>
<td>[CBS-Goodyear] 8:30  6:00  $14,000</td>
<td>The John Forsythe Show (Universal) 8:30  6:00  $25,000</td>
</tr>
<tr>
<td>10:30</td>
<td>The Legend of Jesse James (20th Century-Fox) 8:30  8:00  $70,000</td>
<td>[20th Century-Fox] 8:30  8:00  $70,000</td>
<td>[20th Century-Fox] 8:30  8:00  $70,000</td>
<td>Dr. Kildare I (MGM-TV) 8:30  8:00  $70,000</td>
<td>[20th Century-Fox] 8:30  8:00  $70,000</td>
<td>[20th Century-Fox] 8:30  8:00  $70,000</td>
<td>Dr. Kildare I (MGM-TV) 8:30  8:00  $70,000</td>
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<tr>
<td>9:00</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>Andy Griffith (Mayberry) (DFS) 8:30  8:00  $66,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>Andy Williams/ Perry Como Specials (Barnaby) 8:30  8:00  $137,000</td>
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<td>9:30</td>
<td>Farmer's Daughter (Screen Gems) 8:30  8:00  $50,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>Hazel (Screen Gems) 8:30  8:00  $71,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>[Screen Gems] 8:30  8:00  $50,000</td>
<td>Hazel (Screen Gems) 8:30  8:00  $71,000</td>
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<tr>
<td>10:00</td>
<td>Ben Casey (ABC) 8:30  8:00  $148,000</td>
<td>[Bing Crosby Prod.] 8:30  8:00  $148,000</td>
<td>[Bing Crosby Prod.] 8:30  8:00  $148,000</td>
<td>Steve Lawrence (Falcone &amp; Babb) 8:30  8:00  $132,000</td>
<td>[Bing Crosby Prod.] 8:30  8:00  $148,000</td>
<td>[Bing Crosby Prod.] 8:30  8:00  $148,000</td>
<td>Steve Lawrence (Falcone &amp; Babb) 8:30  8:00  $132,000</td>
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**MONDAY**

**TUESDAY**

**FRIDAY**

**SATURDAY**

**SUNDAY**

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**Broadcasting, June 14, 1965**
If you followed the four-day Gemini IV flight on NBC-TV, you had plenty of company...

There was too much to miss by not watching NBC-TV: The launching in color (for the first time). The 82 unprecedented special reports at the start of every NBC Television program, from sign-on to sign-off. The expert work of Chet Huntley, David Brinkley, Frank McGee and the entire staff of NBC News.

If you stayed with NBC News for the four-day flight, you had plenty of company. During the periods of common network coverage of the launching and recovery, NBC-TV more than doubled its normal daytime audience, indicating once again that viewers switch to NBC when all networks cover a major event.
...including some of the nation’s top TV critics:

“The NBC-TV crew anchored by Chet Huntley, David Brinkley and Frank McGee . . . came across with the most painstakingly thorough effort.”

Ben Gross, NY Daily News

“...NBC won on the basis of its exciting colorcast.”

Jack O’Brian, NY Journal-American

“Over the long video vigil, the amiable give-and-take of the Huntley-Brinkley commentary seemed most in keeping with the spirit of the occasion.”

Bob Williams, NY Post

“Frank McGee . . . an uncanny knack for flawless delivery under any and all circumstances.”

Jack Gould, NY Times

“The most notable earthbound television achievement of the day unquestionably belonged to NBC-TV . . . There is just no comparison pictorially and aesthetically between watching such an event [as the launch] in color and black-and-white.”

Rick Du Brow, United Press International
TV NETWORKS: 95% SOLD FOR '65-66 continued

ness was greater than two to one. For the new season it's reported to be approximately one to one.

CBS-TV's schedule includes nine hours going on a fully participating basis and nine and one-half hours offered as program buys.

Major program buys in CBS's fall lineup have come from Philip Morris which has taken alternate-week half sponsorship in the two-hour Thursday night movies in addition to program purchases in Hazel, Hogan's Heroes, Slattery's People, Jackie Gleason and The Loner.

Procter & Gamble, another big CBS customer, is in the schedule as a program sponsor for The Dick Van Dyke Show, Hazel, Steve Lawrence, Petticoat Junction and Ed Sullivan.

American Tobacco has alternate half sponsorship in Thursday night movies in addition to major purchases in Smothers Brothers and Gunsmoke.

NBC-TV's John Otter estimated his network is running two months ahead of last year's performance with between 90 and 95% of the first quarter of the new season already committed to advertisers. Mr. Otter describes the 1965-66 network sales bonanza as simply a matter of "more money placed sooner."

He credits early program development and a schedule, 96% devoted to color programming, for the strong NBC position.

Mr. Otter ticked off six network advertisers who have contributed to a significant gain in the amount of NBC's schedule given over to program buying. In the past season, he said, 13 of 49 half hours in NBC's nighttime lineup, or 26%, were sold to program sponsors. This year the figure is 20 of 49 half hours, or 41%.

Among the major contributors to this increase were Lever Bros. which had no program buys on NBC-TV last year and has three alternate half hours on the network this year (Please Don't Eat the Daisies, Mr. Roberts and Get Smart!) and Colgate-Palmolive, which also made no program purchases with NBC last year but has taken full sponsorship of the new half hour John Forsythe Show for 1965-66.

Liggett and Myers, which carried one alternate half hour on NBC last year, is signed up for four alternate halves in 1965-66. These are Wackiest Ship in the Army, I Dream of Jeannie, Mr. Roberts and Dr. Kildare.

In addition, R. J. Reynolds Tobacco, with no program buys at NBC last year, will take one-half sponsorship of Meet Mona McClusky in the new season.

Bell Telephone adds to its sponsorship of The Telephone Hour with half-sponsorship of Hank. Mattel, which did no program buying on the network last year, is understood to have taken an alternate half hour of an NBC-TV vehicle next year.

Participants • Through last week ABC-TV's fall advertiser lineup included 77 companies who would appear as participating sponsors at least once and, in one case, as many as 22 times per week. Leading the list of ABC participants were those sponsors who would appear scattered in the network's schedule a minimum of five times each week: Shulton, General Foods, Union Carbide, Noxzema, Buxton, S. C. Johnson, Peter Paul, American Motors, Carnation, Norwich, Bristol-Myers, Warner Lambert, Colgate-Palmolive, and Standard Brands. Also, Armour, Sunbeam Corp., Andrew Jergens, Schiltz, Frigidaire, Breck, Anderson Clayton and Clairol.

On NBC-TV, heavy participating schedules for the fall were set for Sauter Labs, Pacific Hawaiian, Max Factor, Vick Chemical, Polaroid, Liggett & Myers, Colgate-Palmolive, Glenbrook Labs, Miller Brewing, R. J. Reynolds, Carnation, Sherwin Williams, Lanvin, Zenith, Dodge, Remington Rand, Carter Products, 3M, RCA Whirlpool, California Parking, Admiral Corp., General Electric, Volkswagen and duPont.

Top hair product companies up 12.1%

The 20 top hair-product advertisers invested $118,019,800 in TV in 1964, a $12,700,600 or 12.1% gain over the previous year, according to a report by Television Bureau of Advertising account executive Albin B. Nelson.

Leading advertisers for hair tonics, shampoos, sprays, home permanents and coloring spent $73,520,900 in network TV and $44,498,900 in spot TV last year, the analysis showed.

The three top-ranking companies in the tabulation were Alberto-Culver, Bristol-Myers and Procter & Gamble, with Alberto spending $6.6 million more for TV in 1964 for its New Dawn Color. The company's total advertising expenditures in this category last year amounted to $27.9 million, a drop from 1963's $29.5 million. Bristol-Myers was second with $25,569.4, a 1963 figure of $19,776,300, with its largest increases in Clairel hair coloring and Scar hair dressing. Procter & Gamble was third with a $4.6 million spending boost. Five P&G products increased their TV spending from $12,311,600 in 1963 to $17,011,700 in 1964, a jump of 38.2%.

HAIR TONICS, SHAMPOOS, SPRAYS, HOME PERMANENTS, COLORING TOP 20 COMPANIES (Ranked by total TV expenditures) (Add 00)

<table>
<thead>
<tr>
<th>Company</th>
<th>1964 Spot TV</th>
<th>1964 Network TV</th>
<th>1964 Total TV</th>
<th>1963 Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Alberto-Culver</td>
<td>$9,513.6</td>
<td>$18,398.3</td>
<td>$27,911.9</td>
<td>$29,537.8</td>
</tr>
<tr>
<td>2. Bristol-Myers</td>
<td>7,600.2</td>
<td>17,879.2</td>
<td>25,569.4</td>
<td>+ 29.3%</td>
</tr>
<tr>
<td>3. Procter &amp; Gamble</td>
<td>5,568.5</td>
<td>11,443.1</td>
<td>17,011.7</td>
<td>+ 38.2%</td>
</tr>
<tr>
<td>4. Gillette</td>
<td>3,658.7</td>
<td>6,611.4</td>
<td>10,270.1</td>
<td>+ 12.7%</td>
</tr>
<tr>
<td>5. Colgate-Palmolive</td>
<td>4,881.4</td>
<td>8,433.1</td>
<td>13,314.5</td>
<td>+ 14.3%</td>
</tr>
<tr>
<td>6. Helen Curtis</td>
<td>1,746.3</td>
<td>3,804.9</td>
<td>5,551.2</td>
<td>+ 6.0%</td>
</tr>
<tr>
<td>7. Amer. Cyanamid</td>
<td>307.9</td>
<td>4,837.2</td>
<td>5,145.1</td>
<td>+ 4.7%</td>
</tr>
<tr>
<td>8. Beecham Group</td>
<td>333.7</td>
<td>3,113.6</td>
<td>3,447.3</td>
<td>-15.5%</td>
</tr>
<tr>
<td>9. Revlon</td>
<td>3,500.3</td>
<td>103.0</td>
<td>3,603.3</td>
<td>+ 73.4%</td>
</tr>
<tr>
<td>10. Chesebrough-Pond's</td>
<td>2,080.3</td>
<td>220.9</td>
<td>2,301.2</td>
<td>+ 6.7%</td>
</tr>
<tr>
<td>11. Warner-Lambert</td>
<td>1,157.6</td>
<td>237.3</td>
<td>1,394.9</td>
<td>+ 108.0%</td>
</tr>
<tr>
<td>12. Helena Rubinstein</td>
<td>851.9</td>
<td>303.8</td>
<td>1,155.7</td>
<td>+ 79.2%</td>
</tr>
<tr>
<td>13. Hazel Bishop</td>
<td>945.9</td>
<td>181.5</td>
<td>1,127.4</td>
<td>+141.3%</td>
</tr>
<tr>
<td>14. Ozo Products</td>
<td>924.4</td>
<td>108.0</td>
<td>1,032.4</td>
<td>+ 63.9%</td>
</tr>
<tr>
<td>15. Lehn &amp; Fink</td>
<td>24.8</td>
<td>717.7</td>
<td>742.5</td>
<td>+ 61.1%</td>
</tr>
<tr>
<td>16. Rayette</td>
<td>273.2</td>
<td>312.7</td>
<td>585.9</td>
<td>+ 157.5%</td>
</tr>
<tr>
<td>17. Reynolds Research</td>
<td>574.7</td>
<td>974.7</td>
<td>1,549.5</td>
<td>+ Int.</td>
</tr>
<tr>
<td>18. Andrew Jergens</td>
<td>13.0</td>
<td>285.6</td>
<td>298.6</td>
<td>-69.0%</td>
</tr>
<tr>
<td>19. Block Drug</td>
<td>14.9</td>
<td>217.6</td>
<td>232.5</td>
<td>+ 25.3%</td>
</tr>
<tr>
<td>20. Boyer Inst. Labs</td>
<td>197.5</td>
<td>47.2</td>
<td>244.7</td>
<td>+318.4%</td>
</tr>
</tbody>
</table>

TOTALS: $44,498.9 $73,520.9 $118,019.8 $105,319.2 + 12.1%

Sources: Network TV Net Time and Program Costs, TVB/LNA-BAR
Spot TV ( Gross Time ) TVB/Rorabaugh

Rep. appointments • • •


DEPENDABILITY — SAN FRANCISCO STYLE

During 1964 KTVU lost only 5 minutes and 40 seconds of commercial air time due to technical difficulties. This unusual record of dependability is due to an exceptional engineering staff and the finest broadcast equipment.

Advertisers who buy KTVU are assured their commercial messages will be aired when scheduled — and with high technical quality.

Dependability is one more reason why KTVU is the Nation's LEADING Independent Television Station.
TV soaks up 84.7% of top brewers’ budgets

Beer advertising in television by the 15 top brewers (ranked by total sales) in 1964 foamed to $57.9 million, representing 84.7% of their combined total advertising in TV, newspapers and magazines.

Figures released last week by the Television Bureau of Advertising show that the 15 brewers spent $7,525,500 in magazines and $2,924,400 in newspapers in 1964.

In television advertising, the report shows that all brewers had an increase of $1,856,600 ($66,451,000 in spot, $15,405,600 in network) or 14.5% over the 1963 figure of $7,477,500 ($61,380,000 in spot, $10,097,500 in network).

The largest selling brewery, Anheuser-Busch Inc., pushed spending in TV from $6,729,000 to $7,156,800, or a 6.4% increase over last year. Its sales increased 10.4%. Jos. Schlitz Brewing Co., second in sales, increased its TV from $10,308,800 to $11,147,400. The Miller Brewing Co. spent $2 million more this year, raising its TV 192.9%. Miller’s sales rose 13.8%. Rheingold Breweries devoted 100% of its budget to TV. Of the 59 brewers who invested more than $20,000 in TV, 43 raised their TV expenditures.

### TOP 15 BREWERS (SALES)*

<table>
<thead>
<tr>
<th>Sales Rank</th>
<th>TV Spot</th>
<th>1964 Network TV</th>
<th>1964 Total TV</th>
<th>1963 Total TV</th>
<th>% Change</th>
<th>Magazines</th>
<th>Newspapers</th>
<th>Combined Total TV</th>
<th>% TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Anheuser-Busch</td>
<td>$6,000,800</td>
<td>1,156,000</td>
<td>7,156,800</td>
<td>6,729,000</td>
<td>+ 6.4</td>
<td>2,217,100</td>
<td>497,300</td>
<td>8,871,200</td>
</tr>
<tr>
<td>2</td>
<td>Jos. Schlitz Brewing</td>
<td>7,228,900</td>
<td>3,918,500</td>
<td>11,147,400</td>
<td>10,308,800</td>
<td>+ 8.1</td>
<td>2,356,100</td>
<td>196,200</td>
<td>13,905,700</td>
</tr>
<tr>
<td>3</td>
<td>Pabst Brewing</td>
<td>5,526,300</td>
<td>447,600</td>
<td>6,973,900</td>
<td>5,760,400</td>
<td>+ 3.7</td>
<td>542,700</td>
<td>184,200</td>
<td>8,105,400</td>
</tr>
<tr>
<td>4</td>
<td>Falstaff Brewing</td>
<td>3,759,700</td>
<td>3,531,900</td>
<td>7,291,600</td>
<td>6,846,700</td>
<td>+ 9.7</td>
<td>542,700</td>
<td>37,000</td>
<td>8,826,400</td>
</tr>
<tr>
<td>5</td>
<td>Canadian Breweries</td>
<td>4,631,000</td>
<td>217,900</td>
<td>4,848,900</td>
<td>4,791,900</td>
<td>+ 1.2</td>
<td>839,400</td>
<td>208,400</td>
<td>5,987,700</td>
</tr>
<tr>
<td>6</td>
<td>F. &amp; M. Schaeffer</td>
<td>1,582,900</td>
<td>1,582,900</td>
<td>1,772,900</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>7</td>
<td>P. Ballantine &amp; Sons</td>
<td>2,022,900</td>
<td>2,963,600</td>
<td>3,986,500</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>8</td>
<td>Theo. Hamm Brewing</td>
<td>2,358,800</td>
<td>1,051,600</td>
<td>3,410,400</td>
<td>3,615,400</td>
<td>— 5.7</td>
<td>466,900</td>
<td>74,900</td>
<td>4,352,200</td>
</tr>
<tr>
<td>9</td>
<td>Adolph Coors</td>
<td>178,800</td>
<td>—</td>
<td>178,800</td>
<td>174,400</td>
<td>+ 3.1</td>
<td>150,000</td>
<td>229,800</td>
<td>379,800</td>
</tr>
<tr>
<td>10</td>
<td>Miller Brewing</td>
<td>654,100</td>
<td>2,413,000</td>
<td>3,067,100</td>
<td>1,047,200</td>
<td>+192.9</td>
<td>935,100</td>
<td>344,900</td>
<td>1,280,000</td>
</tr>
<tr>
<td>11</td>
<td>Rheingold Breweries</td>
<td>2,713,600</td>
<td>2,713,600</td>
<td>5,427,200</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>12</td>
<td>Drewrys, Ltd. (U.S.A.)</td>
<td>1,225,300</td>
<td>141,700</td>
<td>1,371,000</td>
<td>1,100,800</td>
<td>+ 24.5</td>
<td>427,900</td>
<td>1,798,900</td>
<td>76.2</td>
</tr>
<tr>
<td>13</td>
<td>Stroh Brewery</td>
<td>2,522,200</td>
<td>2,622,200</td>
<td>5,144,400</td>
<td>1,951,800</td>
<td>+ 34.3</td>
<td>292,900</td>
<td>2,915,100</td>
<td>90.0</td>
</tr>
<tr>
<td>14</td>
<td>C. Schmidt &amp; Sons</td>
<td>1,725,200</td>
<td>334,400</td>
<td>2,060,600</td>
<td>1,554,500</td>
<td>+ 32.6</td>
<td>72,200</td>
<td>85,800</td>
<td>1,878,000</td>
</tr>
<tr>
<td>15</td>
<td>Olympia Brewery</td>
<td>1,444,400</td>
<td>1,444,400</td>
<td>40,800</td>
<td>—</td>
<td>inf.</td>
<td>49,500</td>
<td>96,200</td>
<td>1,590,100</td>
</tr>
<tr>
<td><strong>TOTALS:</strong></td>
<td></td>
<td>$43,778,900</td>
<td>14,153,600</td>
<td>57,332,500</td>
<td>50,332,000</td>
<td>+ 15.1</td>
<td>7,525,500</td>
<td>2,924,400</td>
<td>66,382,400</td>
</tr>
</tbody>
</table>

Sources: Network TV (net time & program costs) TVB-LNA/BAR
Spots (gross time) TVB/Rorabaugh
Magazines—Bureau of Advertising/Media Records
*Sales rankings—Modern Brewery Age

RAB in a froth over TVB beer figures

The beer got a mild head on it last week as the Radio Advertising Bureau protested that the Television Bureau of Advertising had overlooked something—approximately $20 million in radio billings, to be exact—in its report on brewery advertising (see above).

RAB Executive Vice President Miles David said he didn’t want to create “a tempest in a beer barrel” but that TVB was wrong when it said Rheingold Breweries put 100% of its 1964 budget into TV, and was wrong again when it failed to show any radio expenditures by the top 15 brewers.

RAB’s published reports on expenditures of radio advertisers in 1964, he said, show Rheingold put $1.6 million into radio and that the top 15 brewers invested more than $20 million in radio, approximately twice the $7.5 million in newspaper and $2.9 million in newspaper advertising credited to the top 15 by TVB.

TVB authorities said it wasn’t oversight so much as lack of complete radio figures that led them to omit the brewers’ radio investments. Although RAB publishes expenditure figures for the top 100 radio users, they said, many brewers’ budgets are below the top 100, and without figures on all a meaningful total for the brewery category cannot be determined. Therefore, they said, limiting the report to media for which complete figures are available was the consistent and logical thing to do.

Magazines told to educate agencies ‘new generation’

The values of magazine advertising have not been presented properly to the new generation of advertising agency personnel who have grown up with television, Andrew Heiskell, board chairman of Time Inc., contended last week.

He told a meeting of the magazine promotion group in New York that when magazines were confronted suddenly by the challenge of television in 1950, their response was short-sighted.

Instead researching, studying and comparing the values of the new medium with the values of magazines, “we started fighting among ourselves, and we still are to too great a degree,” Mr. Heiskell claimed.

He described the new breed of media buyer as “part showman, part negotiator, part figure man, a specialist in TV,” who is familiar with “the arcane language of commercial TV, with the scatter plans, the rum and scotch deals and things like alternate sponsorship.”

He added:

“But he has probably been just as bemused by some of the things we have been saying. We have been quoting Simmons and Politz to him the way the Devil quotes the scriptures: to our own purposes. We have labored like mountains over nit-sized differences.”

Mr. Heiskell suggested that magazines provide information to agencies on the following questions: How effective is one medium against the other? How effective may they be in combination? What proportion should be allocated to one medium and the other to obtain maximum efficiency?
Fifteen minutes before their home looked like this, the Bohknes were watching television. And we are very glad they were.

On Sunday evening, April 11th, the Bohkne family was watching "Lassie" on WISH-TV, unaware that a severe storm was racing through North Central Indiana. Suddenly our tornado warning interrupted the show.

Mr. Bohkne immediately cleared the access to the crawl space under the house. As the family saw the funnel cloud coming across the sky, Mr. Bohkne helped his wife, baby, young son and daughter into the crawl space. Minutes later, the house was completely demolished as you see it here.

It's good to know that the Bohkne family, like millions of families everywhere, are safeguarded by community responsibility in broadcasting.

The Corinthian stations take pride in being a part of it.
SUPER SECRET AGENTS,
FOREIGN SUPER SPIES ... JET AGE
HIGH JINX SET IN THE POSH
ESPIONAGE CAPITALS OF THE WORLD

SPY PICS ARE "IN"

A "gasser" of a spy thriller that begins with shock and ends with surprise.

By jet and by Jaguar.
The "Human Killing Machine," so secret he does not even have a name.

An atomic device and an atomic pilot with a Spy Queen whose philosophy is "Kiss and Kill!"

An evil midget plays a terrifying "game"... not for faint hearts or nail biters.
AND WE'VE GOT 'EM!

Here are the “Hot” ones...

FOUR STAR's
SUPER SPY
ACTION GROUP

HERE ARE THE ELEVEN TITLES:
Setting a new “TREND” for TV programming... AGENT 353: PASSPORT TO HELL / A TOUCH OF TREASON THE MONOCLE / THE SPY I LOVE / CODE NAME: TIGER / AGENT Z55: DESPERATE MISSION / HIT AND RUN DEATH OF A KILLER / LICENSE TO KILL / THE DEADLY DECOY /...and all produced in '63, '64 and '65!

Our secret agent is in trouble...but so is the enemy! There's action no end as he fights his way out of their deadly trap.

Spy and counter-spy "stuff" They were out to rule the world! He was backed by the combined services of all the great powers.

Mid-Eastern spies are an uncouth lot...they're after the top secret "Doomsday" weapon.

(The spy-bait beauty is Daniella Bianchi star of "From Russia With Love")
ST. LOUIS TELEVISION IS A BRAND-NEW BALL GAME

ST. LOUIS' MOST IMPROVED STATION!

TOTAL VIEWING UP 14.4%
PRIME TIME VIEWING UP 19%

Source: ARB Homes – Mar. '65, Mar. '64

THE EXCITING NEW KTVI Channel 2
ST. LOUIS abc HR
New RAB pattern: market sizes

Separate divisions for small and large markets being set up to render more specialized services

Formation of a small-markets division of the Radio Advertising Bureau is being announced today (June 14) in a move designed to make RAB more effective for both larger-market and smaller-market stations.

Miles David, RAB executive vice president and general manager, said that in addition to setting up the small-markets division, the bureau would re-activate its major-market advisory plans committee, to be composed of station executives from larger markets.

An experienced executive with background in small-market radio management is to be named to head the new division and have charge of all RAB services for smaller-market services, including sales tools, mailing pieces and sales clinics. His division will operate with a budget based on RAB revenues from smaller markets.

"Separate budgets for small and major market operations are a step forward," Mr. David said. "This will clear the air of inevitable concern by some members that their size markets may not be getting a proportionate share of our effort."

A small-market advisory plans committee will be set up with small-market station owners and managers from different parts of the country to be designated as members. This committee will meet with the division director and RAB management to review the division's plans, suggest ideas and "guide RAB in pinpointing its services."

Effective Next Month * The small-markets division will go into operation July 1. Authorities indicated that its director probably would be chosen from among present RAB executives.

"Creation of a small-markets division gives recognition to the fact that needs of stations in smaller markets are specialized," Mr. David said. "At the same time by putting direction of services for smaller markets in the hands of specialists, others at RAB will be free to concentrate on the major national-regional sales-building mission for which RAB was founded."

The dividing line between small-market and large-market members will be flexible, but generally will be about 100,000 population. Stations in markets smaller than this may indicate they want to be in the larger-market group.

These organizational changes are the second at RAB in recent weeks. In the first, RAB's fulltime membership sales force was converted to a regional radio sales force and Robert Alter was promoted to sales vice president, to head the bureau's combined national and regional sales force, while Harry Hasley was promoted to director of regional sales (BROADCASTING, May 31).

In another unpublicized move, Mr. David and other RAB executives last Thursday held the first of a projected series of all-day planning sessions intended to "revolutionize" RAB's services to members. Focus of the session, it was understood, was on reorienting RAB's newsletters, promotional materials and other mailings to members so that they will be more useful to salesmen in their day-to-day sales calls than as direct-mail material to be distributed by the stations.

Tinker formula emulated in Chicago

If Jack Tinker and Partners can be so successful in New York solving creative advertising problems and building new agency business for Marion Harper's Interpublic Group of Companies, then the formula will work in Chicago too.

That is how Marvin Corwin, president of Interpublic's Erwin Wasey Inc., explained it last Wednesday in Chicago where he went to open the doors of the newly formed problem-solving unit, Erwin Wasey-Chicago Inc. He indicated also he hopes to go Tinker one better, if he can, in making better advertising and capturing new business.

Mr. Corwin is Interpublic's comparatively new broom at Erwin Wasey and he is busy trying to sweep that agency division back into the black after it lost money last year on a worldwide billing gross of some $70 million. Of that total some $45 million represented U. S. business.

Erwin Wasey-Chicago basically is four people plus an office manager. The four specialists representing, respectively, the areas of marketing, research, art and creative development are Carl Shem, executive vice president in charge of the unit, and Vice President William Roach, Tom Gorey and June Colbert. Messrs Shem and Gorey had been with Needham, Harper & Steers; Mr. Roach was with Erwin Wasey and Miss Col bert had been with Helene Curtis, BBDO (Alberto Culver), Grey Advertising (Procter & Gamble) and Raymond Spector Agency (Hazel Bishop).

"These four specialists," Mr. Corwin explained, "will be free of all administrative responsibilities. They will undertake to solve on a project basis any sort of marketing-communications problems by concentrating their full talents on individual projects."

Given a particular problem, he said, the group "will investigate, analyze, create and test in order to develop new solutions for more effective marketing communications. Be it introducing a new product, rejuvenating an old one or creating a whole new company image, the group will attack the problem working together as a unit."

Mr. Tinker group in New York has operated on the same basis, Mr. Corwin noted. He added that his unit might even work in places like London if a project required it, indicating they are free to use other Interpublic services as needed or go elsewhere for them if necessary. The new Chicago unit already

ABC Radio network raises its rates

ABC Radio will increase its rates on July 1. The hikes, according to Theodore M. Douglas Jr., ABC vice president in charge of sales for the radio network, are for time only. There is the usual six months' protection for existing advertisers.

Mr. Douglas last week described the new price increases as small, estimating they'll go up about 3% for all periods except the 7-9 a.m. "mobile market time." The latter two-hour spread has varying hikes which average to about 10%.

He explained that the increases, particularly in the morning time, were made to bring ABC's rates more in line with competitor networks.

The rate hike was announced almost simultaneously with ABC Radio's announcement that it has commissioned a company in Florida to explore means of measuring automobile radio listening and with a proposal by ABC Radio President Robert R. Pauley that a continuing radio research program be undertaken by the Radio Advertising Bureau (see page 40).
is at work on a project for Interpublic from New York, he said.
Mr. Corwin joined Erwin Wasey last Jan. 1. Earlier he was senior vice
president and management supervisor
at Doyle Dane Bernbach for 10 years.

Research plan
for radio?

ABC Radio's Pauley says
a permanent steering
committee should lead it

A continuing research program in ra-
dio under the aegis of a permanent
steering committee was proposed last
week by Robert
R. Pauley, ABC
Radio network
president.

In addition to
his proposal, Mr.
Pauley outlined
study areas he
thought the group
ought to explore.
He made his rec-
ommendation in
a speech in Bos-
ton before the
New England Broadcasting Executives
Club. At the same time, Mr. Pauley
reported on ABC Radio's appointment of
a company in West Palm Beach,
Fla., to look into various methods for
measuring auto radio listening through
electronic means.

Mr. Pauley suggested that the steer-
ing committee be established within the
membership of the Radio Advertising
Bureau, a concept which was received
warmly at RAB.

RAB Receptive • Miles David, RAB
executive vice president, said Mr.
Pauley's concept of a research steering
committee was "excellent" and "in
keeping with the direction in which we
[the radio industry] are moving." He
noted that industry researchers have
been working together effectively in
the current All-Radio Methodology
Study (ARMs), sponsored by RAB and
the National Association of Broad-
casters.

Mr. David, in indicating that RAB
would be receptive to a suggestion such
as Mr. Pauley's, said that radio could
only benefit from the "experiences of
top industry people."

Mr. Pauley suggested three studies,
or areas, for immediate concern in a
research program:
• "A study of how consumers attend
each of the major media, with emphasis
upon attention levels to radio advertis-
ing.
• "A study to determine optimal
levels of radio advertising frequency
and continuity.
• "A study of the effectiveness of
various creative approaches to radio ad-
dvertising."

Mr. Pauley thought it conceivable
that such a committee would coordinate
with advertisers and with agency leaders.

The RAB, he said, "as the sales de-
velopment arm of the industry and be-
cause it receives from its members the
research funds necessary to do extensive
industry studies, is in a unique position
to provide research to accelerate radio's
growth."

Though the radio networks are mak-
ing their own "specific research contri-
butions," he said, "RAB alone is finan-
cially equipped to perpetuate a massive,
carefully targeted effort to provide
documentation as to the usefulness of
radio advertising."

He also noted that just because the
gross national product was expected to be
a "trillion dollars by 1975,"
broadcasters couldn't expect to receive
their share automatically but must con-
sider the necessity of work and crea-
tivity to make the industry prosper.

ABC Radio's contract for an elec-
tronic means to measure the size and
scope of the auto radio audience is
with Franklin Gno Corp., West Palm
Beach, Fla.

Initially the company will "select the
best methodology by which to deter-
mine, first, if the automobile radio is
turned on and, second, to what fre-
cuency the set is tuned," according to
Mr. Pauley's announcement.

In addition to probing how well car
listening can be measured by elec-
tronic means, the network and the West
Palm Beach company will study the cost
factor.

Mr. Pauley said the network had in-
vestigated the possibility of auto radio
measurement for the past two years
and during the past year and a half had
interviewed numerous firms.

From the Greek • "Gno," the net-
work explained, is a word derived from
the Greek meaning knowledge. The
company specializes in analytical stud-
ies, research and development in scien-
tific areas and is engaged in developing
"prototype equipment never before de-
signed or built." Henry C. Gibson is
president and Melvin E. Shepard is
director of planning at the Franklin
compamy.

Under the contract, Franklin Gno
Corp. has a four-month period to com-
plete a design. Mr. Pauley did not dis-
close the cost, though he described it
as "sizable...as it always is for a
first venture in any type of research."
Iowa has six Metro Areas, each of which has several good radio stations serving its particular area. (Des Moines alone has six AM stations.)

WHO Radio is the only 50,000-watt clear-channel station in the state. It reaches more people than the total populations of all six Iowa Metro Areas combined—reaches 354,000 radio homes weekly (239,000 of which listen to WHO every day).*

The NCS '61 map above helps illustrate the enormous scope of WHO Radio's influence. It is America's 23rd largest radio market. Radio stations in only 22 markets in America can give you so large an audience. And the cost is LOW!

Whatever station-selection concept you hold for the rest of the U.S., your research people can confirm that WHO Radio is a must in Iowa—even if you normally buy only local and regional stations in other markets. Ask PGW for facts

*NCS '61 — Sales Management June 10, 1964
Magazine advertisers in TV

TVB says television got $1.2 billion in 1964 from top 100 magazine advertisers; General Motors and Ford Motor lead investment list

The top 100 magazine advertisers last year spent two and a third times more dollars in television than in magazines, according to Television Bureau of Advertising.

In a listing of the magazine's best clients today (June 14), TVB entered TV expenditures (network and spot) alongside and noted that while magazines had $503.1 million from its top 100 advertisers (general and farm magazines), TV had $1.2 billion from the same 100.

Norman E. Cash, president of TVB, in releasing the bureau's analysis, said the top 100 magazine advertisers increased their magazine budgets $54.8 million over 1963 but their TV budgets on the same basis went up $111.5 million.

A week before, the bureau reported that the top 100 newspaper advertisers last year spent three and a half times more dollars in TV than in newspapers (BROADCASTING, June 7).

Magazine and TV investments of the top 100 magazine advertisers in 1964:

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>'64 TV Investment</th>
<th>'64 TV Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sears Roebuck</td>
<td>$3,354,952</td>
<td>$8,192,020</td>
</tr>
<tr>
<td>2</td>
<td>General Motors</td>
<td>$3,345,952</td>
<td>$8,192,020</td>
</tr>
<tr>
<td>3</td>
<td>American Cyanamid</td>
<td>$3,247,670</td>
<td>$7,176,270</td>
</tr>
<tr>
<td>4</td>
<td>Monsanto</td>
<td>$3,181,037</td>
<td>$1,527,790</td>
</tr>
<tr>
<td>5</td>
<td>General Electric</td>
<td>$3,177,600</td>
<td>$287,710</td>
</tr>
<tr>
<td>6</td>
<td>Chevrolet-Kadett</td>
<td>$3,172,536</td>
<td>$9,194,730</td>
</tr>
<tr>
<td>7</td>
<td>Distillers Corp.-Seagram</td>
<td>$3,060,084</td>
<td>$1,500</td>
</tr>
<tr>
<td>8</td>
<td>Brown-Forman</td>
<td>$3,047,740</td>
<td>$1,570</td>
</tr>
<tr>
<td>9</td>
<td>U. S. Rubber</td>
<td>$2,993,966</td>
<td>$4,538,860</td>
</tr>
<tr>
<td>10</td>
<td>Shulton</td>
<td>$2,991,490</td>
<td>$2,088,660</td>
</tr>
<tr>
<td>11</td>
<td>Clevanese Corp.</td>
<td>$2,879,748</td>
<td>$2,160</td>
</tr>
<tr>
<td>12</td>
<td>Seven-Up</td>
<td>$2,877,789</td>
<td>$4,157,670*</td>
</tr>
<tr>
<td>13</td>
<td>Armstrong</td>
<td>$2,866,235</td>
<td>$6,918,190</td>
</tr>
<tr>
<td>14</td>
<td>Metropolitan Life</td>
<td>$2,817,170</td>
<td>$8,730,720</td>
</tr>
<tr>
<td>15</td>
<td>Pan American World Airways</td>
<td>$2,663,940</td>
<td>$372,100</td>
</tr>
<tr>
<td>16</td>
<td>Brown &amp; Williamson</td>
<td>$2,642,529</td>
<td>$25,290,340</td>
</tr>
<tr>
<td>17</td>
<td>Polaroid Corp.</td>
<td>$2,622,657</td>
<td>$4,055,890</td>
</tr>
<tr>
<td>18</td>
<td>Eye F. Goodrich</td>
<td>$2,590,084</td>
<td>$2,811,880</td>
</tr>
<tr>
<td>19</td>
<td>Max Factor</td>
<td>$2,571,057</td>
<td>$2,180,500</td>
</tr>
<tr>
<td>20</td>
<td>Philip Morris</td>
<td>$2,537,937</td>
<td>$31,019,950</td>
</tr>
<tr>
<td>21</td>
<td>General Tire</td>
<td>$2,520,150</td>
<td>$136,870</td>
</tr>
<tr>
<td>22</td>
<td>Carnation</td>
<td>$2,491,974</td>
<td>$7,870,320</td>
</tr>
<tr>
<td>23</td>
<td>Longines-Wittnauer</td>
<td>$2,486,767</td>
<td>$372,100</td>
</tr>
<tr>
<td>24</td>
<td>Heublein</td>
<td>$2,487,729</td>
<td>$1,798,180</td>
</tr>
<tr>
<td>25</td>
<td>American Can</td>
<td>$2,433,964</td>
<td>$3,651,030</td>
</tr>
<tr>
<td>26</td>
<td>Warner-Lambert</td>
<td>$2,380,509</td>
<td>$25,290,340</td>
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<tr>
<td>27</td>
<td>Jos. Schlitz</td>
<td>$2,306,065</td>
<td>$1,129,370</td>
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<tr>
<td>28</td>
<td>Purex Corp.</td>
<td>$2,318,703</td>
<td>$6,240,970</td>
</tr>
<tr>
<td>29</td>
<td>Groller</td>
<td>$2,269,639</td>
<td>$590,400</td>
</tr>
<tr>
<td>30</td>
<td>Encyclopaedia Britannica</td>
<td>$2,240,561</td>
<td>$590,400</td>
</tr>
<tr>
<td>31</td>
<td>Anheuser-Busch</td>
<td>$2,217,092</td>
<td>$7,156,840</td>
</tr>
<tr>
<td>32</td>
<td>Pet Milk</td>
<td>$2,198,640</td>
<td>$6,182,650</td>
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<tr>
<td>33</td>
<td>New York Life</td>
<td>$2,177,305</td>
<td>$316,100</td>
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<tr>
<td>34</td>
<td>Burlington Industries</td>
<td>$2,176,298</td>
<td>$411,200</td>
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<tr>
<td>35</td>
<td>Trans World Airlines</td>
<td>$2,161,282</td>
<td>$922,040</td>
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<tr>
<td>36</td>
<td>IBM</td>
<td>$2,151,460</td>
<td>$1,283,160</td>
</tr>
<tr>
<td>37</td>
<td>Pfizer</td>
<td>$2,107,459</td>
<td>$6,018,660</td>
</tr>
<tr>
<td>38</td>
<td>General Cigar</td>
<td>$2,092,028</td>
<td>$8,059,350</td>
</tr>
<tr>
<td>39</td>
<td>Champion Spark Plugs</td>
<td>$2,086,045</td>
<td>$532,800</td>
</tr>
<tr>
<td>40</td>
<td>Standard Oil (Ind.)</td>
<td>$2,084,343</td>
<td>$6,186,190</td>
</tr>
<tr>
<td>41</td>
<td>Kayser-North</td>
<td>$2,063,792</td>
<td>$1,283,160</td>
</tr>
<tr>
<td>42</td>
<td>Tampax</td>
<td>$2,034,471</td>
<td>$1,283,160</td>
</tr>
<tr>
<td>43</td>
<td>3M Col</td>
<td>$2,034,471</td>
<td>$1,283,160</td>
</tr>
<tr>
<td>44</td>
<td>Shell Oil</td>
<td>$2,000,498</td>
<td>$8,876,930</td>
</tr>
<tr>
<td>45</td>
<td>Genesca</td>
<td>$1,944,434</td>
<td>$329,290</td>
</tr>
<tr>
<td>46</td>
<td>Pittsburgh Plate Glass</td>
<td>$1,942,230</td>
<td>$329,290</td>
</tr>
<tr>
<td>47</td>
<td>Outboard Marine</td>
<td>$1,896,944</td>
<td>$210,720</td>
</tr>
</tbody>
</table>

Total: $5,063,138,973 $1,201,180,400

*Company & Bottlers. Sources: Magazines—P. I. B. gross space costs. Television—N. C. Rora-
baugh (spot TV) gross time costs. LNA/BAR (network TV) net time & program costs.

42 (BROADCAST ADVERTISING)
There’s more sell in yellow.

And there’s more sell in blue, green, red, orange and purple. the Meredith bunch

So — to help you sell — the stations in the Meredith Bunch are now fully equipped with new color film and slide equipment.

MEREDITH BROADCASTING: KANSAS CITY KCMO AM FM TV; OMAHA WOW AM FM TV; PHOENIX KPHO AM TV; SYRACUSE WHEN AM TV

BROADCASTING, June 14, 1965
The day of launch and the day of recovery—the only times when all three networks provided simultaneous coverage of the Flight of Gemini 4—more people watched the CBS Television Network than any other. (Back in March more people watched our coverage of Gemini 3, too.) Over and out.

AND AGAIN!

CBS NEWS

National Arbitron estimates for Thursday, June 3, 7am to 4:30pm. Monday, June 7, 11:30am to 3:30pm, EDT. Estimates subject to qualifications available from us on request.
BAR estimates for 20 markets

Estimates of the dollar volume of nonnetwork television business on the air in 20 U. S. markets during the week ended May 23 are reported below as compiled by Broadcast Advertisers Reports. The estimates are based on monitoring, using discounted-rate formulas.

Numerals in parentheses immediately following the market name indicates the number of stations monitored. Dollar figures are BAR’s estimates of all national spot, regional and local business on the air during the week indicated.

Week ended May 23:
Albany, N. Y. (3) $179,162

Omaha agency formed to handle Tidy House

Weightman Inc., Philadelphia, has spun off its Omaha office to Glen Jocelyn, executive vice president and creative director of Weightman, and Clair J. Gross, agency vice president and manager of the Omaha office which was opened in June 1964 to service Tidy House Products Co. of that city.

Move to form Jocelyn & Gross Inc., 7701 Pacific Street, was based on increasing regional requirements of Tidy House with its major marketing operation concentrated in seven midwest states.

Tidy House is a heavy user of radio and last fall credited that medium with checking a five-year sales decline and actually creating an out-of-stock condition for its household products (BROADCASTING, Nov. 2, 1964).

Mr. Jocelyn is president of the new agency. Prior to joining Weightman, he was with Potts, Woodbury Inc., Kansas City, Mo., and the Los Angeles office of Foote, Cone & Belding.

Mr. Gross, owner of KCRB Council Bluffs, Iowa, has also been associated with Bozell & Jacobs, Omaha.

DEMON, new marketing system from BBDO

BBDO is releasing today (June 14) details of a new marketing system that is designed to aid management in planning new product introductions for minimum risk and maximum profits.

Called, DEMON (Decision Mapping via Optimum Go—No Networks) the system is a model based on an analysis of 200 case histories of typical pack-aged good products in 16 categories. According to the DEMON principle, the marketing plan for a new product is evolved initially from various marketing data—advertising copy, distribution, media selection, promotion, package design—as they performed in actual situations.

A BBDO spokesman said as actual data on the specific new product are accumulated, these are substituted for the case history data. Gradually from the original model, the actual marketing plan takes shape for that particular product, he said.

Tom Dillon, president of BBDO, referred to the new project in a speech last month in New York in which he listed DEMON as one of six basic moves by the agency to improve profits of BBDO’s clients through more efficient performance (BROADCASTING, May 10).

Two NBC specials will cost Eastern $1 million

Eastern Air Lines, New York, will spend approximately $1 million to sponsor only two special programs on NBC-TV this fall, and one will be an unusual three-and-one-half hour program in primetime: an NBC White Paper on United States foreign policy.

The announcement was made last week by Robert E. Kintner, president of NBC, and F. D. Hall, Eastern’s president.

Eastern’s other vehicle is an entertainment show, the first Jack Benny color special of the 1965-66 season, which will be telecast on Nov. 3 (9-10 p.m.).

These sponsorships are part of a 1965 advertising budget, which, according to estimates made earlier this year, was to be in the neighborhood of $15 million, a figure that has now been revised slightly upward, according to a company spokesman. About 75% of this budget is estimated as Eastern’s radio-TV allocation. The agency for Eastern Air Lines is Young & Rubicam, New York.

The White Paper, scheduled for Tuesday, Sept. 7 (7:30-11 p.m. NYT), will examine America’s foreign policy and actions from 1945 to 1965 with emphasis on current policy.

Business briefly...

New low calorie gelatin dessert, Jellathin, is being introduced in Southern California with radio and newspaper ads. Radio ads, 18 announcements a week on KLAC and KPOL, both Los Angeles and KKOK San Bernardino, are placed through Anderson-McConnell adver-

April network television billings

Network television net time and program billings by day parts
(Source: TVB/LMA-BAR) (add 000)

<table>
<thead>
<tr>
<th></th>
<th>April 1964</th>
<th>April 1965</th>
<th>% Change</th>
<th>January-April 1964</th>
<th>January-April 1965</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daytime</td>
<td>$23,346.6</td>
<td>$28,495.2</td>
<td>+22.1</td>
<td>$104,449.0</td>
<td>$115,884.6</td>
<td>+10.9</td>
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<tr>
<td>Mon.-Fri.</td>
<td>18,464.6</td>
<td>21,945.1</td>
<td>+18.9</td>
<td>77,747.4</td>
<td>86,297.4</td>
<td>+11.0</td>
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<tr>
<td>Sat-Sun.</td>
<td>4,882.0</td>
<td>6,583.1</td>
<td>+34.1</td>
<td>26,701.6</td>
<td>29,587.2</td>
<td>+10.6</td>
</tr>
<tr>
<td>Nighttime</td>
<td>74,760.4</td>
<td>74,868.9</td>
<td>+0.1</td>
<td>301,360.3</td>
<td>298,123.2</td>
<td>-1.1</td>
</tr>
<tr>
<td>Total</td>
<td>$98,107.0</td>
<td>$103,364.1</td>
<td>+5.4</td>
<td>$405,809.3</td>
<td>$414,007.8</td>
<td>+2.0</td>
</tr>
</tbody>
</table>

% Change

<table>
<thead>
<tr>
<th></th>
<th>1965</th>
<th>1964</th>
<th>'65/'64</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>$105,225.6</td>
<td>$103,667.0</td>
<td>+1.5</td>
</tr>
<tr>
<td>February</td>
<td>98,142.0*</td>
<td>98,804.9</td>
<td>-0.7</td>
</tr>
<tr>
<td>March</td>
<td>105,172.49*</td>
<td>105,230.4</td>
<td>+0.1</td>
</tr>
<tr>
<td>April</td>
<td>103,364.1</td>
<td>98,107.0</td>
<td>+5.4</td>
</tr>
</tbody>
</table>

*February and March figures adjusted as of June 3, 1965.

46 (BROADCASTING)
In one short year, Mike has added three-quarters of a million more women viewers to his loyal following.

And to his stations' audiences!

What's more, compared to last year, these stations now reach an average of 79% more women per average quarter-hour than the Mike Douglas time slot the previous year.

That's why most of the big boys are already where the girls are.

Join 'em! Call/Write/Wire:
Triangle moves radio stations to Petry

The five radio stations of Triangle Publications have appointed Edward Petry & Co. as their sales representative, effective July 1.

The appointment, marking one of the biggest single transfers in recent representation history is being announced today (June 14) by Roger W. Clipp, vice president and general manager, and Clyde Spitzner, sales manager, of the radio and television division of Triangle Publications Inc.

The five stations have been represented by the radio division of John Blair & Co., whose television division will continue to represent the Triangle TV stations.

The radio stations are WFIL Philadelphia, WFGB Altoona, Pa., WNBK Binghamton, N. Y., KFRE Fresno, Calif., and WNNH New Haven, Conn.

In his announcement Mr. Clipp praised the Petry company as one "which has, over the years, shown a highly creative approach to the sale of national spot advertising and has been especially active in the area of bringing new advertisers to radio."

Martin L. Nierman, president of Petry, welcomed the appointment by a company that "has long distinguished itself as one of the industry's true leaders and one of its most progressive innovators."

Ben H. Holmes, Petry executive vice president, disclosed meanwhile that plans are being made for expansion of the Petry radio division, especially in its new-business and international areas. Petry is already in the international advertising sales area through representation of WRUL New York, international station.

With the addition of the Triangle stations the Petry radio division will represent 27 stations, the Intermountain Network and the WRUL international operation.

Agency appointments...

- Ridge Homes, Conshohocken, Pa., home manufacturer, has named J. M. Korn & Son, Philadelphia, to handle advertising and public relations. The account bills an estimated $300,000.

- Jaycrest Corp. appoints Carl Falkenhainer Agency, Los Angeles, to handle the advertising for Magic Pouch wash-and-dry bag for hosiery. TV will be used in a $100,000 test campaign, starting in Los Angeles on KHJ-TV, KABC-TV, KCOP-TV, KTLA-TV and KTTV-TV, then moving to northern California and into the Pacific Northwest.

- Baker Boy Bakeries, Los Angeles, has appointed Ross & Seideman, Sherman Oaks, Calif., to handle advertising for its specialty bakery products. Figures released indicate a billing of $25,000 for the first three months in Southern California. Baker Boy accounts in the past have ranged to about $200,000 annually.

- Detroit Race Course Inc. has appointed Fred Yaffe & Co., both Detroit, to conduct trade and consumer advertising for its planned 84-day racing season from August through November. Campaign will include use of radio and TV.
GET YOUR PITTSBURGHERS HERE!

Leave the selling to us—as Greyhound does. They buy WIIC exclusively here in the nation’s eighth largest market. There’s just no better spot TV buy around. For some great availabilities and impressive figures, check WIIC’s General Sales Manager Roger Rice or your Petry man.
What the Estes decision means

A splintered Supreme Court ekes out a decision barring television cameras from courts for now— but there may be ways to get back in later on

The U. S. Supreme Court shut the nation’s courtroom doors to broadcast coverage last week, but didn’t quite lock them. By the narrowest majority, five to four, the court voted to reverse the swindling conviction of Billie Sol Estes on the grounds that the presence of television cameras had prevented a fair trial. But the court was riddled by differences of opinion on the constitutional implications of the case. Six justices felt it necessary to get their views on record in individual statements.

Though broadcasters and their lawyers regarded the court’s action as a setback in their efforts to take cameras and microphones into trials, there was a general feeling that the decision could have been worse. The broadcasters took comfort in the many divisions of the court, in the slenderness of the majority, the vigorous dissents of the minority and the separate statement of Justice John M. Harlan who voted with the majority but with the qualification that he wanted to set no precedents to govern future experiments in television coverage (For details of the court’s decision see story page 54.)

Douglas Anello, general counsel of the National Association of Broadcasters, expressed disappointment in the

A majority of 4½

The vote was five to four but there were six separate opinions written by the justices of the Supreme Court. Justice Tom Clark gave the majority view which held that TV coverage of the Tyler, Tex., trial of Billie Sol Estes compromised his rights. He was careful to point out that this decision applied only to the Estes case. Three justices, voting with the majority, held that TV should be barred entirely from all courtrooms because of its impact. They were Chief Justice Earl Warren, and Justices William O. Douglas and Arthur J. Goldberg. Chief Justice Warren’s opinion was a stern indictment of television. Four justices, Potter Stewart, Hugo L. Black, William J. Brennan Jr., and Byron R. White agreed that Mr. Estes suffered no injury and that TV itself does not violate a defendant’s rights. The vote that swung the decision was the carefully qualified opinion of Justice John M. Harlan who described the Estes case as ‘notorious’ and gave that as his reason for siding with the majority. He stressed that his was not a ruling on the constitutional issue of television in the courtroom.
BEELINE COUNTRY...

AWFULLY BIG
IN DAIRY PRODUCTS

The Modesto market (Stanislaus County) is the Number Two county in the U.S. in total value of dairy products sold.* Modesto people buy a lot, too — over $292,000,000 in retail sales.** Get into this big market effectively...on Beeline Radio KBEE.

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PAUL H. RAYMER CO. • NATIONAL REPRESENTATIVE

BROADCASTING, June 14, 1965
The strongest antitelevision opinion.

Nevertheless, Mr. Pierson said, despite the predisposition against television, even the majority refused to find that the presence of TV in a courtroom was a flat constitutional violation.

Ray of Hope • Noting that the majority did not institute an absolute ban on television in the courtroom, Robert W. Sarnoff, NBC chairman, said: "The complexity of the questions presented resulted in six different opinions, and the ultimate issue is not yet resolved. We can hope that with further experience, the day will come when television will be admitted, together with other media, not only to legislative but also to suitable judicial proceedings, for public information about the judicial process itself serves the cause of justice."

CBS and ABC had no comment.

Tough Talk • Although the association's lawyer took a mildly optimistic view about the effects of the court's decision, the president of the Radio-Television News Directors Association lent his name to a statement that was bluntly critical of the court.

Bruce Palmer, of kwtk(TV) Oklahoma City, president of the RTNDA, issued a joint statement with Ralph Sewell, of the Oklahoma City Daily Oklahoman, president of the journalistic society, Sigma Delta Chi, asserting that the court did not rule on Estes's guilt in reversing his conviction "but has put itself in the way of the public right to know."

Messrs. Palmer and Sewell said: "It is difficult to understand how the limited televising and newsreel camera reporting of the Estes trial could have been unfair to him."

"No witnesses's testimony was televised nor were the dignity and decorum of the courtroom disturbed in any way. "In view of previous expressions by several justices concerning television or camera reporting of court proceedings, the reversal seems to reflect the prejudices erected by the American Bar Association to which the justices are subject. It also reflects the widespread failure by bar and bench to comprehend the sophistication of modern communications which has made television a prime news medium on which millions of Americans rely for information.

"The ruling has the effect of writing into law the American Bar Association Canon 35 that prohibits cameras in court. Thus the federal court undertakes to tell state courts how they must conduct themselves, which certainly seems an invasion of states' rights provisions of the 10th Amendment to the Constitution. However, considering the Supreme Court's position as of today there is little likelihood this could be successfully challenged."

"It does seem ironic that today's opinion reversing an enlightened Texas bar and judiciary was written by Justice Clark of Texas."

Free Press • Calling the decision "a contradiction of the principles that are basic to the U. S. Constitution," the Radio-Newsreel-Television Workers Association, New York, commented:

"This association is deeply concerned about the protection of defendants' rights. However, a judicial fiat against televising or broadcasting a trial, by banning the public at large from being present at judicial proceedings, is a contradiction of the principles that are basic to the Constitution of the United States. The association, too, is against distraction in the courts whether by people or equipment. Actions of spectators have long been regulated by the courts and there is no logical reason why similar regulations cannot be drawn up to cover the orderly televising and broadcasting of court trials."

"Mr. Justice Stewart in his dissenting opinion ranger the majority's position very well when he warned that it contained thoughts 'disturbingly alien to the First and 14th Amendments' guarantees against federal or state interference with the free communications of information and ideas. . . .'"

"The history of Anglo-Saxon jurisprudence is an evolution from the dark days of Star Chamber to the open, public trials of today. The majority's opinion ignores the fact that television is now the primary source of news for the people. Public attendance at a trial was built into our system of justice as a
How Earl Warren saw the Estes coverage

The pictures and captions at right and below were appended to last week's opinion of Chief Justice Earl Warren who was joined by Justices William O. Douglas and Arthur J. Goldberg.

The chief justice called television and photographic coverage of a pretrial hearing in the Estes case a "desecration of the courtroom." Although television and other cameramen were confined within a booth during the trial itself, Mr. Warren objected also to that arrangement.

"Photograph 1. This photograph shows the activities of still and motion picture photographers at the September hearing on petitioner's motion to exclude cameras from the courtroom."

"Photograph 2. This photograph shows the concentration of television, still and motion picture cameras at the September hearing."

"Photograph 3. This photograph shows the television motor van stationed outside the courtroom during the September hearing."

"Photograph 4. This photograph shows petitioner trying to make his way into the courtroom for the September hearing."

"Photograph 5. This photograph shows various cameras focused on petitioner at the September hearing to exclude cameras from the courtroom."

"Photograph 6. This photograph shows the television booth as it appeared on October 22."

"Photograph 7. This photograph shows the television booth as it appeared on October 23 and for the rest of the trial."

guarantee of defendants' rights.

"Injustice does not result from the recording of trial proceedings by television and radio. It stems from selfish actions conceived and carried out in secret."

Joseph Costa, executive secretary of the National Press Photographers Association, said the ruling "not only abridges a public right but it abrogates a public trust."

Further Tests. One of the problems with the use of TV in the courtroom and with the Supreme Court decision is that the whole subject needs more examination, according to Jack Jurey, WTOP-AM-FM-TV Washington, in an editorial broadcast June 9 and 10 over both radio and television.

What is needed, he said, "is a thorough investigation of courtroom televistas, perhaps even with the encouragement of the Supreme Court itself." One possibility which has been suggested before, he said, is to permit televising of the Supreme Court sessions. Or, he added, let the Supreme Court authorize a lower federal court "to conduct a carefully controlled experiment in TV coverage. . . ."

Moaning at the Bar. The American Bar Association, which had filed as a friend of court strongly urging the reversal because of television coverage, had hoped to get a tougher decision.

Officially, the bar association had no comment on the ruling.

Unofficially ABA sources expressed surprise at the narrowness of the decision and indicated that it is not as bad for broadcasting as might be thought at first glance. One ABA staff member said he thought the split views expressed by the court were more divergent than anyone had expected. He implied that ABA, at least, had expected a unanimous, or near unanimous, wall to be erected against TV in the courtrooms of the whole country.

Alan Reitman, associate director of the American Civil Liberties Union which also had filed a brief in the case, said ACLU was "delighted."

He noted that ACLU had urged the court to hold that television coverage of such proceedings interferes with due process of law. Although the court's decision appeared to leave some questions open, he said, it was "an important first step."

No Change. The Texas judge who presided at the 1962 Estes proceedings and who ruled against objections to TV coverage, had a short answer to the question of whether the Supreme Court ruling had changed his mind about TV coverage in the courtroom:

"Not a bit in the world, if it is under proper supervision," commented Otis Dunagan, now chief justice of the Texas 12th Court of Civil Appeals. He added: "There is nothing I can say that could
change the Supreme Court decision. It is now the law. We'll have to abide by it."

Justice Dunagan recalled that after the trial, Mr. Estes came up to him and expressed his thanks at receiving a fair trial.

It was also recalled that after the Estes trial, the Tyler Courier-Times and Telegraph polled the jurors and found that they unanimously agreed that television did not distract them from their duties.

Weldon Holcomb, who as district attorney prosecuted Mr. Estes during the 1962 trial, expressed his disappointment at the decision. "It is our opinion," he said, "that the defendant received as fair a trial as he can ever receive in any court in this country."

The new prosecutor, A. R. Archer Jr., said that he will commence proceedings for a new trial for Mr. Estes either on a new charge or the same charge.

**Ruby Trial** * Whether the Estes decision has any effect on the conviction of Jack Ruby for murdering Lee Harvey Oswald, presumed assassin of President Kennedy, was also debated by lawyers. Judge Joe Brown, who presided at the Ruby trial and who permitted TV coverage only of the jury verdict, was, however, certain it would not. "... Only the verdict was televised, so his [Ruby's] rights were not infringed," said Judge Brown. "Besides the defendant agreed to it."

One of Ruby's attorneys acknowledged that the televising of the jury verdict was the basis for an appeal which, however, was never filed since the state appeals court sent the case back for sanity hearings.

**High court votes 5-4 in favor of Estes**

**DECISION NOTES TV COVERAGE WAS INJURIOUS TO FAIR HEARING**

While apparently leaving undecided the basic constitutional issue of permitting television in the courtroom, the U. S. Supreme Court last week ruled 5-4 that Texas financier Billie Sol Estes had been denied a fair hearing because television covered his 1962 trial in state court.

Only the qualified decision of Associate Justice John M. Harlan to side with four other justices prevented a wholly opposite view. Mr. Harlan emphasized that he was joining the four to make them the majority because the Estes case was "notorious." He stressed he was not ruling on the constitutional issue at this time.

The majority view was given by Justice Tom Clark. It held that television coverage, both live and delayed, of the Tyler, Tex., trial compromised Mr. Estes's right to due process. But, Mr. Clark observed, the decision applied only to the Estes case; future advances in TV coverage, he said, plus a wider public acceptance of TV might bring a different ruling in other cases.

Indicating the narrow margin of decision was the minority opinion of four justices that Mr. Estes suffered no injury and that TV by itself does not violate a defendant's rights. The four: Justice Potter Stewart, Hugo L. Black, William J. Brennan Jr. and Byron R. White.

Stressing the limitation of the majority opinion, Justice Brennan in a separate opinion noted that Justice Harlan agreed only on the decision in the Estes case alone, which means, Mr. Brennan said, that the decision is not a blanket prohibition against television in the courtroom.

Justice White commented, also in a separate view, that it is too early to determine with any finality at this time just what impact TV has on the rights of a defendant.

Only three justices fully and completely held that TV should be barred entirely from all courtrooms because of its impact on the court, lawyers, witnesses and the accused. They were Chief Justice Earl Warren and Justices William O. Douglas and Arthur J. Goldberg.

In all, and pointing up the divergence of the views of the nine Supreme Court justices, there were six separate opinions in the Estes case.

Throughout each of the opinions ran discussions on such subjects as the conflict between the constitutional guarantees of free speech and press and the right of fair trial; the meaning of the words "fair trial"; the privileges of news media in reporting a criminal trial, and the definition of a defendant's right to a "public" trial.

**Live Coverage** * Mr. Estes was convicted by a Texas court of swindling farmers in a scheme involving mortgages on nonexistent ammonia fertilizer tanks. The trial proceeding was in two parts: a pretrial hearing in September 1962 and the trial proper which took three days in October of that year.

At the pretrial hearing, both the majority and minority opinions of last week agreed, unrestricted TV live coverage as well as film and still photographic coverage was permitted and constituted a harassment of the defendant.

Not all broadcasters regretted the creation of obstacles to court coverage. Dick Tobias, WHAM Rochester, N. Y., director of news and public affairs, in his regular evening Comment program called the decision "sound, wise, intelligent and long overdue."

"For several of the past years," Mr. Tobias declared, "I have attended international broadcast meetings at which we discussed, for days on end, the necessity of gaining electronic access to courtrooms. It is beyond my capacity to conjure what possible right we think we have to clutter up a court of law with microphone cables, television cameras and the like."

"... The United States Supreme Court has made a valuable contribution in indicating, once and for all, that our microphones have no business in a courtroom."
The wise money's on Mutual!
Because Mutual can get you more listeners per dollar than any other network...TV or Radio! Forty per cent of all network radio stations are Mutual. Mutual covers the top metro markets and gives you exclusive coverage in over 260 others. In all, over 500 markets. So where broad coverage counts—the wise money's on Mutual!
petitioned was entitled. . . . Indeed, at least 12 cameramen were engaged in the courtroom throughout the hearing taking motion and still pictures and televising the proceedings. English wires were snaked across the courtroom floor, three microphones were on the judge's bench and others were beamed at the jury box and the counsel table. . . .

The activities of the television crews and still cameramen led to considerable "disruption" of the proceedings, it is conceded, Mr. Clark said.

To the argument that television coverage of the pretrial hearings did not impose on Mr. Estes' rights, Justice Clark disagreed.

"All of this two-day affair [the pretrial hearing] was highly publicized and could only have impressed those present and also the community at large with the notorious character of the petitioner as well as the proceeding. The trial witnesses present at the hearing, as well as the jury panel, were undoubtedly aware of the peculiar public importance of the case by the press and television coverage being provided, and by the fact that they themselves were televised live and their pictures rebroadcast on the evening show."

Limited Coverage Although he conceded that TV coverage of the trial itself was more circumspect, Mr. Clark was impressed with the fact that the publicity of the pretrial hearing was so extensive that four of the new jurors selected for the trial had seen or heard all or part of the broadcasts of the earlier hearing.

The right of a "public" trial is for the benefit of the defendant, not the public, Mr. Clark said. It is a guarantee that the accused gets a fair trial as opposed to the secret trials of the Spanish Inquisition, the English Star Chamber and the French lettres de cachet.

This is not an unlimited right to the public (including the press and broadcasting) to see and attend a trial, he added, and it does not extend a right to the news media to televise from the courtroom.

Nor does it, he observed, discriminate between the newspaper and the TV reporter; they both may cover a trial without their equipment. "The news reporter is not permitted to bring his typewriter or printing press. When the advances in these arts permit reporting by printing press or by television without their present hazards to a fair trial we will have another case."

Further, he added, "...reporters of all media, including television, are always present if they wish to be and are plainly free to report whatever occurs in open court through their respective media."

After referring to the other cases where pretrial publicity required a reversal of convictions, Mr. Clark observed:

"Television in its present state and by its very nature, reaches into a variety of areas in which it may cause prejudice to an accused. There must be some basis for this view, he noted, since 48 states, the American Bar Association (in Canon 35), the Judicial Conference of the United States, the U. S. Supreme Court and the Congress have all agreed that television should be barred in federal criminal trials. Only Texas and Colorado permit TV in the courtroom at the discretion of the presiding judge.

Extraordinary TV. Since the chief purpose of a trial is to determine the truth, Justice Clark said, and since television does not contribute to this end, it is irrelevant. And, he added, there are "numerous" instances where television might cause actual unfairness, "some so subtle as to defy detection. . . ." He enumerated these possibilities:

- Impact on jurors is "perhaps of the greatest significance." "We must remember that realistically it is only the notorious trials which will be broadcast, because of the necessity for paid sponsorship. . . . experience indicates that it is not only possible, but highly probable that it will have a direct bearing on his [juror's] vote as to guilt or innocence. . . ." differentiate in criminal trials "will often" be impaired. "The impact upon a witness of the knowledge that he is being viewed by a vast audience is simply inescapable. . . ." Not only would some be "demoralized" or "frightened" but others would be "cocky" and given to "overstatement." Memories might "falter," accuracy of statement may be "severely undermined." Embarrassment may "impede" the search for truth, as may a "natural tendency" toward overdramatization. And it is possible that a witness, who ordinarily is ordered not to hear or read the testimony of other witnesses, may hear and see this testimony when he watches the news programs at home.

While this sort of impression on jurors is true of newspaper coverage, "the circumstances and extraneous influences intruding upon the solemn decorum of court procedure in the televised trial are far more serious than in cases involving only newspaper coverage." Additional responsibilities are placed on trial judges. The trial judge's most important job is to make certain that the accused receives a fair trial. . . . When television comes into the courtroom he must also supervise it." His task is made much more "difficult and exacting." And the awareness of being televised can also be a distraction; "judges are human beings also and are subject to the same psychological reactions as laymen." Telecasting is "particularly bad" where the judge is elected (true in all but a half-dozen states). "The telecasting of a trial becomes a political weapon. . . ."

- There is an impact on the defendant. [TV's] presence is a form of mental—if not physical—harassment, resembling a police lineup or the third degree. "The inevitable closeups of his gestures and expression—a witness, who under the guise of his trial might well transgress his personal sensibilities, his dignity, and his ability to concentrate . . . a defendant on trial for a specific crime is entitled to his day in court, not in a stadium, or a city or nationwide arena. . . ."

Even the commercial side of television was mentioned by Mr. Clark. In one paragraph he wrote:

The television camera is a powerful weapon. Intentionally or inadvertently it can destroy an accused and his case in the eyes of the public. While our telecasters are honorable men, they too are human. The necessity for sponsorship weighs heavily in favor of the televising of only notorious cases, such as this one, and invariably focuses the beam of the lens upon the unpopular
HOW CAN YOU SCHEDULE LOCAL COLOR PROGRAMMING AT SUCH A LOW COST?

EASY... USE OUR TAPED ADVENTURES.

We have taken one of the most popular programming concepts in America—the filmed adventure—and produced a complete series, available on video tape for color or black and white presentation. The program: “Of Lands and Seas”.

True-life adventure stories, filmed by the world’s most notable adventurers and explorers in nearly every land in the world. Your host is adventurer-photographer, COLONEL JOHN D. CRAIG, who whisks your viewers away on 60-minute journeys to such exotic places as Hong Kong, Tokyo, Bangkok, Kenya, Istanbul and Honolulu. Around the world in gorgeous color. “Of Lands and Seas” is marvelous for youngsters and adults.

A proven natural for early evening entertainment. And this Monday through Friday adventure series provides 260 hours of first-run color programming to get and keep your audience. See for yourself why WABC-TV will begin programming today (under the name of “Passport 7”). And why KHJ-TV Los Angeles, WLW-T, and WLW-I jumped on the chance to schedule “Of Lands and Seas” for an early fall start—Monday through Friday across the Board. Then you’ll know that for the best in low-cost, local programming, it’s “Of Land and Seas”. Available now for fall starts in your market.

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BROADCASTING, June 14, 1965
or infamous accused. Such a selection is necessary in order to obtain a sponsor willing to pay a sufficient fee to cover the costs and return a profit. We have already examined the ways in which public sentiment can affect the trial participants. To the extent that television shapes that sentiment, it can strip the accused of a fair trial."

Justice Clark found it significant, presumably because of the telecasting of the pretrial hearing, that the selection of a jury for the actual trial took an entire week, whereas the trial itself lasted only three days.

And, he found the trial judge himself was harassed, first permitting live coverage, then, for the trial itself requiring that a booth be built to house the cameras; ruling that parts of the trial might be televised live, others without sound.

Concluding, Mr. Clark emphasized that the decision might be different in the future. "It is said that the ever-advancing techniques of public communication and the adjustment of the public to its presence may bring about a change in the effect of telecasting upon the fairness of criminal trials. But we are not dealing here with future developments in the field of electronics. Our judgment cannot be rested on the hypothesis of tomorrow but must take the facts as they are presented today."

Harlan Concurs * Mr. Harlan, whose concurring opinion swung the court into reversing the Estes conviction by the barest of majorities, took a narrower view.

The precise question, he said, is whether the 14th Amendment prohibits a state, over objections of a defendant, from admitting television to the courtroom. To forbid this would, he said, "doubtless impinge upon one of the valued attributes of our federalism by preventing the states from pursuing a novel course of procedural experimentation."

But, he concluded, the Estes case was a criminal trial of great notoriety. It was not a criminal trial of routine nature.

He decided therefore, that "there is no constitutional requirement that television be allowed in the courtroom, and at least as to a notorious criminal trial such as this one, the considerations against allowing television in the courtroom so far outweigh the countervailing factors . . . as to require a holding that what was done in this case infringed the fundamental right to a fair trial. . . ."

Making a distinction between the pre-trial hearing and the trial itself, Justice Harlan commented: "We must judge television as we find it in this trial—relatively unobtrusive, with the cameras contained in a booth at the back of the courtroom."

In part, Mr. Harlan agreed with the majority that the right to a public trial belongs to the accused, not the public at large, and that the constitutional rights of free press and speech "do not embody an independent right to bring the mechanical facilities of the broadcasting and printing industries into the courtroom . . . a line is drawn at the courthouse door, and within, a reporter's constitutional rights are no greater than those of any other member of the public. . . ."

In a salient paragraph, Justice Harlan particularized on television in the Estes trial and on other trials: "The probable impact of courtroom television in the fairness of a trial may vary according to the particular kind of case involved. The impact of television on a trial exciting wide popular interest may be one thing; the impact on a run-of-the-mill case may be quite another. . . . The Estes trial was a heavily publicized and highly sensational affair. I therefore put aside all other types of cases; in so doing, however, I wish to make it perfectly clear that I am by no means prepared to say that the constitutional issue should ultimately turn upon the nature of the particular case involved. When the issue of television in a non-notorious trial is presented it may appear that no workable distinction can be drawn based on the type of case involved, or that the possibilities for prejudice, though less severe, are nonetheless of constitutional proportions. . . . The resolution of those questions is an appropriate case; the court should proceed only step by step in this unplowed field."

Television in the courtroom, Mr. Harlan observed, introduces "the element of professional 'showmanship.'" Where there is intense public interest in a trial, he said, there is a strong possibility that its presence will affect the witnesses, the jurors, the prosecutor, defense counsel, and even a conscientious judge.

"Such possibilities . . . carry grave possibilities for distorting the integrity of the judicial process," he added. And, he continued, ". . . such distortions may produce no telltale signs, but in a highly publicized trial the danger of their presence is substantial, and their effects may be far more pervasive and deleterious than the physical discomfort which all concede would vitiate a conviction. . . ."

To the contention that a televised trial would make witnesses more truthful and jurors, judges and lawyers more diligent, Justice Harlan responded that this argument is "sophistic."

In summing up his separate opinion, Justice Harlan looked into the future: "We should not be deterred from making the constitutional judgment which this case demands by the prospect that the day may come when television will have become so commonplace an affair in the daily life of the average person as to dissipate all reasonable likelihood that its use in courtrooms may disarage the judicial process. If and when that day arrives the constitutional judgment called for now would of course be subject to re-examination in accordance with the traditional workings of the due process clause. At the present juncture I can only conclude that televised trials, at least in cases like this one, possess such capabilities for interfering with the even course of the judicial process.

Goldenson gets a model of proposed satellite

A mock-up of the multichannel satellite ABC would place into operation under its proposal to distribute network TV programming to affiliates by a synchronous communications satellite has been housed for display at an ABC headquarters studio in New York.

The proposed satellite (Broadcasting, May 17) is the design of Hughes and Space Technology Laboratories which had been retained by ABC to work on a blueprint. Presenting Leonard H. Goldenson (r), president of American Broadcasting-Paramount Theaters Inc., with a firsthand explanation is Dr. Harold A. Rosen, assistant manager of the Space Systems Division of Hughes Aircraft Corp., chief satellite expert for the company which built the Early Bird and earlier Syncoms.

Mr. Goldenson has reported that preliminary discussions indicate that the domestic satellite with a life of five to ten years could be launched for less than $9 million. An exploratory discussion by ABC and Communications Satellite Corp. representatives on the proposal was held in New York last month (Broadcasting, May 24).

58 (Programming) Broadcasting, June 14, 1965
“Nothing is too high for a man to reach, but he must climb with care and confidence.”

Hans Christian Andersen

Here is sound advice from a man best remembered for fairy tales. The Griffin-Leake management urges CARE in every operating phase at its stations, as a valid basis for deserving confidence.
WLW Stations on the GO—

Join the Leader...

THINK COLOR...

The year of the rainbow is upon us! The color boom is here! Great! We couldn’t be happier. The rest of the industry is discovering what we’ve been saying for years: “Color television is the most effective, the most dramatic means of reaching and influencing the mass audience that has yet been developed.” No matter what your color problem, we have the experience to help you to solve it. Our color firsts include: First NBC color affiliate, first independent to originate live local color, first color indoor remotes and first outdoor color nighttime remotes. We produced, programed, promoted color—measured and researched it. We have lived color since ’57.
THINK CROSLEY

We invite you to come along! Lean on our color experience. We offer you the nation's third largest color market—Crosley country—twice national average in set penetration—over 200,000" color homes in Cincinnati, Dayton, Columbus, Indianapolis... plus our complete facilities and experience as your color "lab". □ Get with Color... with Crosley—on the GO!

* A. C. Nielsen, February 1, 1965 / **Television Age, March 1, 1965 / Audience and related data are based on estimates provided by the source indicated and are subject to the qualifications issued by this service. Copies of such qualifications available on request.

CROSLEY BROADCASTING CORPORATION, a subsidiary of Avco

COLOR TV NETWORK: WLW-T, Cincinnati / WLW-D, Dayton / WLW-C, Columbus / WLW-I, Indianapolis / WLW RADIO, Cincinnati
that they are constitutionally banned. . . ."

No Constitutional Ban = Basically Justice Stewart in the dissent held there is nothing in the 14th Amendment that prohibits all television cameras from entering a state courtroom whenever a criminal case is in progress. And also, he said, he was unable to find "on the specific record of this case" that the "limited" televising of the Estes trial resulted in a denial of any right guaranteed to the accused by the Constitution.

The introduction of television into a courtroom is, under the present state of the law, Justice Stewart said, "an extremely unwise policy." It is important to remember, he continued, "that we move in an area touching the realm of free communication, and for that reason, if for no other, I would be wary of imposing any per se rule which, in the light of future technology, might serve to stifle or abridge the true First Amendment rights."

Differentiating between the September pretrial hearing and the trial itself, Mr. Stewart emphasized that if the scene at the September hearing had been repeated during the actual trial, a fair trial for Mr. Estes would have been difficult. Although there are risks in having TV cameras at trials, he added: "The plain fact of the matter, however, is that none of these things happened or could have happened in this case." The jurors were prevented from seeing telemcasts of the trial and they were insulated from any members of the public who did see them. There is nothing to show that the trial proceeded in any way other than it would have if cameras and TV were not present, he said. From the record, there is no indication that the judge was harassed or confused, he added, and not once after the first witness was called was there any interruption of the trial proper to secure a ruling about camera-men in the courtroom.

"The trial itself was a most mundane affair, totally lacking the lurid and completely emotionless," he stated. The transcript, he said, "belie any notion that frequent interruptions and inconsistent rulings communicated to the jury any sense that the judge was unable to concentrate. . . ."

Justice Stewart said he found "intimations" in the majority opinion "disturbingly alien" to the guarantees against interference with free press and speech. "The suggestion that there are limits upon the public's right to know what goes on in court causes me deep concern," he said.

The dissent concluded with this paragraph:

"I do not think that the Constitution denies to the state or to individual trial judges all discretion to conduct criminal trials with television cameras present, no matter how unobstructive the cameras may be. I cannot say at this time that it is impossible to have a constitutional trial whenever any part of the proceedings is televised or recorded on television film. I cannot now hold that the Constitution absolutely bars television cameras from every criminal courtroom, even if they have no impact upon the jury, no effect upon any witness, and no influence upon the conduct of the judge."

Justices White and Brennan each wrote additional dissenting opinions.

Justice White stressed that the available information on the effect of cameras in the courtroom is "too sparse and fragmentary to constitute the basis for a constitutional judgment permanently barring any and all forms of television coverage."

The majority, by banning TV in the courtroom, in effect, precludes further opportunity to study the effect of TV in the courtroom, he said.

Justice Brennan emphasized that the court opinion is hardly a majority, since only four members voted for a complete ban, while Justice Harlan specified that he was voting only on the facts of this case. "Thus," Justice Brennan stated, "today's decision is not a blanket constitutional prohibition against the televising of state criminal trials."

All Wrong = Chief Justice Warren expressed further reasons for finding "televising of criminal trials is inherently a denial of due process."

He found that the televising of criminal trials to the public at large violated the Sixth and 14th Amendments, on three counts:

- It diverts the trial from its proper purpose in that it has "an inevitable impact" on all participants.
- It detracts from the dignity of court proceedings and lessens the reliability of trials.
- It singles out certain defendants and subjects them to prejudices not experienced by others.

Mr. Warren found that the conduct of the trial judge in the Estes case illustrates the temptation to judges to use the bench for their own ends: the presiding judge, the chief justice said, invited the TV cameras into his chambers so they could film him reading one of his pretrial orders; in denying a defense motion to exclude television on the ground that it violated Estes's rights under the federal constitution he commented that the case is being tried under state laws, not federal laws and that he (the judge) took an oath to uphold the state constitution not the federal constitution.

Even more serious than participants "playing" to the television audience, Mr. Warren said, was that none would be able to go through trial "without considering the effect of their conduct on the viewing public."

The pretrial hearing the chief justice contended, must be considered part of the trial; it cannot be separated from the trial itself. Therefore, he added: "The very presence of the cameras at the September hearing tended to impress upon the trial judge the power of the communication media and the criticism to which he would have been
subjected if he had ruled that the presence of the cameras was inconsistent with petitioner’s right to a fair trial..."

Since most of the participants were present at the pretrial proceeding and “saw for themselves the desecration of the courtroom,” it is “unrealistic,” Mr. Warren stated, that they would come to the trial proper without being unaware that court procedures “were being sacrificed” for the convenience of television.

And, he continued:

“... The manner in which the October proceedings were conducted only intensified this awareness. It was impossible for any of the trial participants ever to be unaware of the presence of television cameras in court for the actual trial. The snouts of the four television cameras protruded through the opening in the booth, and the cameras and their operators were not only readily visible but were impossible to ignore by all who were surveying the activities in this small courtroom. No one could forget that he was constantly in the focus of the ‘all-seeing eye.’...

Primping for TV • The record provides “ample support,” Mr. Warren continued, that the presence of television is bound to increase nervousness and tension, increased concern about appearances, latent opportunism. “Thus,” Mr. Warren added, “the evil of televised trials... lies not in the noise and appearance of the cameras, but in the trial participants’ awareness that they are being televised. To the extent that television has such an inevitable impact it undercuts the reliability of the trial process.”

Referring to the carnival spirit that characterized many frontier-day courtroom trials, Mr. Warren commented: “I had thought that these days of frontier justice were long behind us, but the courts below would return the theater to the courtroom.”

He continued: “The televising of trials would cause the public to equate the trial process with the forms of entertainment regularly seen on television and with the commercial objectives of the television industry....”

There would be, he said, a “natural” tendency on the part of broadcasters to develop personalities of the trial participants “so as to give the proceedings more of an element of drama... [they] might provide expert commentary on the proceedings and hire persons with legal backgrounds to anticipate possible trial strategy as the football expert anticipates plays for his audience....”

And, he contended, should television become an accepted part of courtroom trials other “sacrifices” might be required for broadcasting: physical layout of the courtroom might have to be changed or the trial itself moved to a theater; the trial might be scheduled

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SOUND ALIVE

Give your programming the sound that will put you at the top of the market in ’65. The noticeable quality of Visual’s new AM/FM Transmitter line (AM units from 1KW to 50KW; FM from 250W to 20KW) has fast been recognized by leading broadcasters. Visual Transmitters are designed for local or remote control, are pretuned to customer frequency, and feature silicon rectifiers, color-coded wiring and vacuum capacitor tuning.

SOUND ALIVE IN ’65

Install the latest in quality broadcast transmitters — the Visual line!
### Radio, one of the good things about America, activates

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
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<tr>
<td>WABC</td>
<td>New York</td>
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<td>WXYZ</td>
<td>Detroit</td>
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<td>KQV</td>
<td>Pittsburgh</td>
<td><strong>Activates Pittsburgh</strong></td>
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**WABC activates New York**

Almost 3,000 new savings accounts in ten days—that's what WABC produced for a Bronx bank. The activator? Herb Oscar Anderson with just one commercial a day for ten days. Since no other media was used for this promotion, the happy people at this bank know how well WABC activates New Yorkers.

**WXYZ activates Detroit**

Seven WXYZ editorials urging more active community support for a better mental health program stimulated over 500 letters from Detroit listeners backing the station's campaign. This public response activated pledges of support for more mental health appropriations from the governor and members of the Michigan legislature. Because WXYZ activated the community, Sigma Delta Chi commended the campaign as a "distinguished example of an effective series of editorials."

**KQV activates Pittsburgh**

"Sales were tremendous" claimed a Pittsburgh tire company as the result of a promotional campaign produced and broadcast by KQV. In fact, the response he had from fifteen newscasts on KQV wiped out his entire supply of wheels and he "had to order another carload." Advertisers now know what to expect because they've seen how KQV activates Pittsburgh.
<table>
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<th>Location</th>
<th>Activates</th>
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<tr>
<td>Chicago</td>
<td>Minutes after WLS News aired an appeal for a rare type blood urgently needed by four patients in a suburban hospital, the station's switchboard was swamped with volunteers. The hospital reported it received over 500 calls and more than enough blood was donated to avert the emergency. Hospital officials called the response which WLS activated as &quot;completely overwhelming.&quot;</td>
</tr>
<tr>
<td>San Francisco</td>
<td>Ira Blue's late night conversational show on KGO vividly demonstrated its unique pulling power for one San Francisco advertiser. After offering the advertiser's booklet &quot;How to get your husband to paint,&quot; KGO received 890 requests. That was more than any other station in San Francisco received advertising day or night. Just imagine how KGO activates its audience during the day!</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>When KABC broadcast the plight of three motherless Chinese children whose father desperately sought a Chinese foster home, fifty families from all parts of Southern California called with offers of help. Five of these were Chinese families, one of which became home for these children. When a radio station can move people to love and compassion...that's really activating!</td>
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**ABC Radio Stations**
six of the best things about Radio
$6 million for Gemini 4 TV

Soaring costs lead networks to try for expanded pool coverage

With total cost of TV network coverage of the Gemini 4 flight topping $6 million, news heads of the three networks huddled in New York last week to take steps toward expanded pool coverage of future flights. The next Gemini flight is scheduled to take seven or eight days, and future flights may last up to two weeks, compared to four days for Gemini 4.

Though soaring costs as well as duplication of coverage facilities by the networks have been cited as additional causes for concern over coverage of future flights, the network news divisions officially took notice only of a desire for enlarging their coverage through further pooling.

But on the basis of mounting costs both in coverage and in promotion of individual efforts, the dollar factor was clearly a basic consideration—and would become more so if recovery-area coverage by television should be permitted.

Though no firm conclusions were reached, ABC, CBS and NBC news representatives agreed that they would meet with National Aeronautics and Space Administration officials to discuss "conditions of access to areas which have been off limits for television coverage" up to this time.

Network officials emphasized that live TV coverage has not been permitted at the point of recovery of astronauts in the down-range landing area, and that cameras also have not been permitted within the NASA complex for coverage of activities there.

The joint conference with NASA officials has not yet been set. It was reported the networks would hold back on formal discussions until after the current post-Gemini 4 flight phase, including governmental ceremonies, is concluded.

The meeting last week was held at CBS's Broadcast Center, which houses CBS News. The respective network delegations were headed by Fred Friendly, president of CBS News; William R. McAndrew, executive vice president in charge of NBC News, and Elmer W. Lower, president of ABC News.

The Cost Breakdown • The three television networks' coverage of the flight last week cut into 33 hours of regular programming, time valued at $1.85 million. At the same time the networks were spending about $4.25 million in production costs to follow the historic space mission. Total gross cost of the coverage thus exceeded $6 million (Broadcasting, June 7).

And as the astronauts were establishing records, the networks too, were making history. On Tuesday (June 8 at 3:30 p.m. EDT), ABC-TV and NBC-TV presented the first color motion pictures taken in space. Both networks presented the color sequence showing Major Edward White taking his space walk.

KTRK-TV Houston, however, claimed a scoop on the networks. Its audience saw color stills of the space walk at 12 noon CST (2 p.m. EDT), 90 minutes before the networks showed their film sequence.

The exploits of astronauts White and McDivitt provided more material for the continuing hot internetwork fight for news audiences, with both CBS-TV and NBC-TV publicly claiming audience success for their space coverage efforts.

CBS-TV spent $1.5 million for coverage costs and pre-empted $800,000 worth of regularly scheduled sponsorships, according to a network spokesman. Its continuous reportage on the first and last days of the space trip interrupted 10½ regular network hours.

CBS could claim a rating advantage according to national Arbitron figures for both of those days.

The Ratings Battle • CBS achieved

"for a time that would permit the maximum number of viewers to watch and to schedule recesses to coincide with the need for station breaks..." Mr. Warren went on to refer to the television industry's "consuming" interest in ratings, and to steps taken in the past to maintain viewer interest—like the quiz scandals, he said.

"Can we be sure that similar efforts would not be made to heighten the dramatic appeal of televised trials? Can we be sure that the public would not inherently distrust our system of justice because of its intimate association with a commercial enterprise?"

And, Mr. Warren continued, if TV coverage is approved, trials would be selected to be televised for purposes having nothing to do with the "search for truth": A particular judge may have gained the fancy of the public; a district attorney may decide to run for office; a particular courtroom may have best accommodations for TV.

After living in the glare of newspapers, magazine and radio and TV publicity for weeks, Mr. Estes came to court for legal adjudication of the charges against him. Mr. Warren recounted, and what did he find?

"As he approached the court house he was confronted by an army of photographers, reporters and television commentators shoving microphones in his face. When he finally made his way into the court house it was reasonable for him to expect that he could have a respite from this merciless badgering and have his case adjudicated in a calm atmosphere. Instead, the carnivval atmosphere of the September hearing served only to increase the publicity surrounding petitioner and to condition further the public's mind against him. Then, upon his entrance into the courtroom for his actual trial he was confronted with the sight of the television camera zeroed in on him and the ever-present still photographers snapping pictures of interest. As he opened a newspaper waiting for the proceedings to begin, the closeup lens of a television camera zoomed over his shoulder in an effort to find out what he was reading..."

Mr. Warren concluded his separate opinion in these words:

"In summary, television is one of the great inventions of all time and can perform a large and useful role in society. But the television camera, like other technological innovations, is not entitled to pervade the lives of everyone in disregard of constitutionally protected rights. The television industry, like other institutions, has a proper area of activities and limitations beyond which it cannot go with its cameras. That area does not extend into the American courtroom. On entering that hallowed sanctuary, where the lives, liberty and property of people are in jeopardy, television representatives have only the rights of the general public, namely, to be present, to observe the proceedings, and thereafter, if they choose, to report them."

BROADCASTING, June 14, 1965
an average rating on Thursday, the launch day, (7 a.m.-4:30 p.m.) of 10.0 with a 38 share, slightly ahead of NBC which had a 9.9 rating and 37 share. ABC-TV had a 2.9 rating and a share of 11. However NBC pointed out that it could claim the largest increase in regular daytime audience for Gemini programing.

On Monday, the day of splash-down, between 11:30 a.m. and 3:30 p.m., CBS-TV had a 15.1 average rating and a 46 share, NBC achieved a 12.0 rating and 37 share, and ABC-TV had a 3.8 rating and a 12 share.

NBC-TV spokesmen confirmed that their coverage costs for the Gemini story had been close to $1.5 million and that the network had pre-empted 12 of its regular program hours, worth some $700,000.

NBC reported that on the basis of Arbitron data it had achieved the largest increase in viewing. The network said the three-network Gemini rating covering the 13½ hours of common coverage had been a 28, 70% above the normal 17 for those hours. NBC said it had 54% of the new viewers.

ABC-TV said its Gemini coverage had cost close to $1.25 million, that 10½ regular hours with a commercial value of approximately $350,000 had been pre-empted. Portions of the ABC-TV Gemini programing were fed to Telesestima Mexicano in Mexico.

American Research Bureau estimated that 20 million U. S. television homes were viewing at time of splash-down of the space capsule. And ARB said this total represented 3 million more homes than had been tuned in for the liftoff.

**Wire rate cut is asked by SNI**

First complaint filed with FCC since Dumont charges made in 1948

Sports Network Inc. has asked the FCC to require American Telephone & Telegraph to lower its costs for transmitting the television programs of networks that require essentially part-time service.

The request was made last week in the form of a complaint which asked the commission to find that the rates AT&T has charged SNI are unjust and discriminatory and to require the carrier to pay SNI damages. The complaint was said to be the first of its kind since AT&T's rates for transmitting television programs were established in 1948. A hearing was begun that year on the complaint of the old Dumont network, but it was terminated several years later without any resolution. All parties, including Dumont, consented to the termination of the hearing.

**Hearing Possible**

Commission officials indicated there was a strong possibility a hearing would be held on SNI's complaint. "There seems to be enough meat in it to warrant one," a staffer said.

SNI's complaint is based on the fact that AT&T charges, contained in tariffs filed with the commission total $39.50 per airline mile, based on an eight-hour day per month. But, SNI said, it seldom uses AT&T service more than three hours a day.

AT&T tariffs also provide for occasional use rates—totaling $1.15 per airline mile for each hour of use. But SNI said these rates are proportionately higher than those for the full-time service. The use of any part of the first hour requires payment for the full hour.

As an example, the contract cost for full eight-hour per day service between Washington and Chicago, a distance of 600 miles, would be $24,000 per month. Thirty-five occasional uses per hour or less would cost about the same, $24, 150.

SNI asked the commission to direct AT&T to file tariffs providing for rates that would be three-eighths of the present charge of $39.50, or about $14.82 for each airline mile based on three hours a day of service for each month.

It also urged the commission to require new occasional service rates that would be based on 15 minutes, instead of one hour, with the cost per airline mile "scaled down in an appropriate manner."

**Damages**

SNI asked for damages of $354,218, which represents five-eighths of the $566,749 it paid AT&T during the last 12 months for contract relaying of interexchange channels. It also alleged that AT&T employed the facilities SNI contracted for, but didn't use, to earn money from other sources. SNI said such revenues should be considered by the commission in awarding damages.

SNI, which was founded in 1956, last year averaged 150 stations on coast-to-coast lineups with 90% coverage of all TV homes, and 40 midwest and 20 West Coast stations in regional networks.

Its total AT&T costs in the last 12 months were approximately $7 million. But most of this was for local hookups. Estimates place the total AT&T costs for all three major networks at $50 million. This figure was used by observers in commenting on NBC's proposal to launch a satellite that would enable the network to bypass AT&T in beaming programs to affiliates (Broadcasting, May 17).

SNI said the AT&T rates are unreasonable in that they lessen competition by making it difficult for new networks to get started. It also said the rates weaken the chances of independent stations, which need low-cost transmission service, to compete with affiliated stations.

**Bailey's Comment**

Richard E. Bailey Sr., SNI president, told Broadcasting that the AT&T tariffs now in effect were written primarily for the three major networks and that he hoped to get lower tariffs "for lesser users such as ourselves."

He noted that AT&T offers lower night and weekend rates for its telephone subscribers and said the company should also offer nighttime and weekend reductions for a sports network.

Mr. Bailey noted that SNI's main use of AT&T facilities is at night and on weekends but said that even then SNI seldom uses them for the eight-hour daily minimum.

The major networks in their early days were confronted with SNI's present problem of having to pay for more hours than they used AT&T facilities, he said, but they no longer face that problem because all three now use the facilities far more than the minimum eight hours a day.

Officials of the major networks frequently complain about the size of their AT&T bills, but there were no immediate indications last week that any intended to follow SNI's lead and ask the FCC to intervene.

**'Opry' series set for fall syndication**

A new series of 26 video-tape half hours from Grand Ole Opry in Nashville will be available for September start.

The series, produced by WSM-TV in that city, will be strictly for syndication, according to Brad Crandall, operations manager of the station, and will feature Roy Acuff, Porter Wagoner, the Wilburn Brothers, Skeeter Davis, Bobby Lord and others of the Opry lineup.

WSM-TV for years has produced Opry shows on a straight sponsorship basis. Advertisers such as Pet Milk, Chattanooga Medicine and Martha White Mills have been sponsoring video-taped shows in more than a hundred markets, according to Mr. Crandall.

Broadcasting, June 14, 1965
Fees to record companies, too?

That's what would happen if Capitol Record's

Livingston has his way in copyright bill

A proposal that radio and TV stations pay fees for music, not only to music-licensing firms but also to record companies, was offered last week by Alan W. Livingston, a former NBC-TV executive and now president of Capitol Records.

Testifying before a House Judiciary subcommittee on the proposed new copyright bill, Mr. Livingston maintained that payment of fees to the record companies, vocalists and arrangers would protect the performance rights of these people and at the same time aid the public interest.

Performance fees, he said, would mean that "the frantic concentration on teen-age rock 'n' roll in the search for fast and large sales and quick return would stop. . . . Let us be compensated for the use of our records on the air, and we can record, for the benefit of the vast listening audience who want good music, but do not necessarily buy records."

Questioned by Representative Herbert Tenzer (D-N.Y.), Mr. Livingston said his was "a lonely viewpoint" shared by few others in the record industry. He noted that of the three largest record makers—Capitol, Columbia and RCA—only Capitol has no ties with radio and television stations. He added that fees to record companies are not allowed under the present Copyright Act.

For Profit • Mr. Livingston said radio and television stations, nightclubs, discotheques and the like "use records and the performance of talented vocalists for profit without restriction or control or cost." Although he did not spell out how the performance fees would be allocated, he said they probably would be divided 50% to the record company and 50% to the vocalist and/or arranger. He likened this split to the fees split by publisher and composer.

The Capitol executive said his plan would "remove the pressure to get records played only on that one station in each market that plays the so-called 'top 40' records, because they represent only the mass teen-age market. . . . We, as record companies, cannot manufacture this music much longer under the present economic situation, for we must deal only with the record buyer in the mass area. . . . Classical music is no longer profitable to record—yet it is constantly on radio, particularly FM, on sponsored programs. And it has a wide listening audience who do not buy records. Why should they? It is cheaper and easier to turn on the radio and get it for nothing."

Mr. Livingston's testimony last Thursday (June 10) came during a day when spokesmen for the record industry repeated over and over that their margins of profit were just thin strings that could be broken by an increase in payments to composers and publishers; that classical music is generally unprofitable but is recorded because it should be, and that the jukebox business is a tiny portion of overall record sales.

The appearances of the National Association of Broadcasters, Association of Maximum Service Telecasters, National Community Television Association and film producers, which had been scheduled for Friday (June 11), were postponed when the House went into recess for the weekend. Those witnesses, with the exception of NAB, will testify on June 24. NAB will appear later.

Radio series sales . . .

Jimmie Fidler in Hollywood News (Jimmie Fidler): KWAY Forest Grove, Ore., and WGHM Skowhegan, Me.

Pepper Young's Family (Modern Drama Productions): WSNQ Barre, Vt.; WWSR St. Albans, Vt.; WTWN St. Johnsbury, Vt., and WJKS Sheboygan, Wis.


12 Hours of New Year's (Triangle): WKKW Wheeling, W. Va., and WJMS Ironwood, Mich.


Do it Yourself and Sports Special (Tucker Productions): WJOB Hammond, Ind.

Starscope (Tucker Productions): KVIP Redding, Calif.

Film sales . . .

Adventure 26 (Embassy): WTMY(TV) Miami; WTRV-TV Norfolk, Va.; WFMY-TV Greensboro, N. C.; WDEF-TV Chattanooga, Tenn., and WSAT-TV Wausau, Wis.

Sons of Hercules (Embassy): WSAT-TV Wausau, Wis., and WIX-TX Lansing, Mich.

Dodo—The Kid from Outer Space (Embassy): WNET-TV Scranton, Pa.

"Divorce—Italian Style" (Embassy): WTV(TV) Miami.

Across the Seven Seas (Official Films): KPRC-TV Houston; WRAP-TX Dallas-Fl. Worth; WWUE-TV New Orleans; KCIP-TV Salt Lake City; KTKN-TV Tacoma, Wash.; WBB2(Baton Rouge, La.; KORK-TX Las Vegas; WPTA(TV) Roanoke, Ind.; WLWC(TV) Columbus; WHO-TV Dayton, Ohio; WREX-TV Rockford, Ill.; WTV(TV) Jackson, Miss.; WNEM-TV Flint-Saginaw-Bay City, Mich.; WDAM-TV Hattiesburg, Miss.; KLYD-TV Bakersfield, Calif., and WCCO-TV Kalama-zoo, Mich. Now in 26 markets.

Big Sister (Modern Drama Productions): WCYJ Malone, wcss Amsterdam, and wibx Utica, all New York; WCEN Cambridge, Md., and WBEC Pittsfield, Mass.

Triangle First Eleven (Triangle): WBNS-TV Columbus, and WLSI-TX Roanoke, Va.

Cheyenne (Warner Bros.): WSIX-TX Nashville; KSTP-TV Minneapolis-St. Paul; WHBO-TV Memphis, and WAK-TV Atlanta.

Dakotas (Warner Bros.): WSIX-TX Nashville; KTVS-TV Shreveport, La., and WLWD(TV) Dayton, Ohio.

Sugarfoot (Warner Bros.): WATV Atlanta.

Room for One More (Warner Bros.): WORF-TV Wheeling, W. Va., and WTV-LX Roanoke, Va.
Louisburg Square on Beacon Hill makes English visitors think of London. The charming little park belongs to the proprietors of the Square. The street is also private. 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
Atheist’s complaint denied

All seven commissioners favor dismissal, but

Loevinger says FCC lacks jurisdiction

The FCC last week rejected the complaint of atheist Madalyn Murray, who had sought to invoke the fairness doctrine in an effort to obtain radio time to discuss views that are “the total anti-theosis of religion.”

All seven commissioners favored denying Mrs. Murray the relief she sought. But Commissioner Lee Loevinger, who feels the commission should refrain from intruding into religious programming, filed a dissent. He said the commission should have dismissed the complaint for lack of jurisdiction and not gone into the merits.

Four commissioners—Rosel H. Hyde, Robert T. Bartley, Robert E. Lee, and James J. Wadsworth—joined in a majority opinion which held that the licensees involved had acted “reasonably and in good faith” in refusing to make time available to Mrs. Murray.

Chairman E. William Henry, in a concurring statement in which Commissioner Cox joined, went a step farther in contending that the broadcasts on which Mrs. Murray based her demand for time had not raised a controversial issue. He said her complaint that religious programs per se bring the fairness doctrine into play is unreasonable.

In yet another statement, Commissioner Cox filed separate views in which he took issue with a number of points raised by Commissioner Loevinger—including a suggestion that the commission applies the fairness doctrine only when views it favors are denied expression.

Mrs. Murray had gained national attention as the plaintiff in a court suit that resulted in a Supreme Court decision outlawing compulsory reading of the Bible and recitation of the Lord’s Prayer in public schools.

Honolulu Stations • She filed her complaint against 15 Honolulu stations which declined to make time available to her for a discussion of “free thought,” which she describes as “the total antithesis of religion.”

Mrs. Murray, president of the Free-thought Society of America Inc. and president of the International Freethought Society Inc., had asked for prime time at “the preferential rates afforded to religion.”

Under the fairness doctrine, broadcasters who present one side of controversial issues of public importance are obliged to make reasonable efforts to present conflicting views. But the commission majority held that the commission, in passing on fairness complaints, should not substitute its judgment for that of the licensee regarding programming decisions. Rather, the majority continued, it should determine whether the licensee acted reasonably and in good faith.

“On the basis of the information submitted both by you and the licensee… we conclude that the licensees have acted reasonably and in good faith,” the opinion continued.

Prayers Are Noncontroversial • Most of the licensees had told the commission that they did not believe that the broadcasts of church services or devotions or prayers constituted the presentation of a controversial issue. Others said that, in their view, free thought was not a controversial issue of public importance. Three licensees said they had granted Mrs. Murray free time but did not intend to make time available on a regular basis.

The commission majority noted that even if a fairness issue were involved, the commission could not order the licensees to afford time specifically to Mrs. Murray and thus substitute its judgments for that of the licensees in determining who would present what viewpoints.

Chairman Henry, stressing that the fairness doctrine relates to issues, not programs, said that if a sermon in a religious broadcast presents a viewpoint on a controversial issue of public importance, such as a bond issue or the nuclear test ban treaty, the requirements of the fairness doctrine must be met.

But, he said, Mrs. Murray did not claim that the broadcasts contained a viewpoint on a controversial issue. “The matter comes before us simply in the context of the presentation of ‘church services, devotions, prayers’.”

He noted that the commission has long held that such programs in themselves do not indicate that one side of a controversial issue of public importance is being aired. “The contrary position urged in effect by the complainant—that every devotional service, per se, is presentation by the licensee of a viewpoint on a controversial issue—is, I think, patently unreasonable.”

However, he suggested that Mrs. Murray might have another basis for complaint—the commission’s 1960 program policy statement, which calls on broadcasters to seek out and meet their community’s programming needs and interests.

He said programming decisions are the licensee’s responsibility. But he also noted that parties may file complaints for commission consideration at license-renewal time.

Loevinger’s View • Commissioner Loevinger based his dissent on his view that the First Amendment to the Constitution, which requires government neutrality in religion, denies the commission authority to pass on religious matters. “The time is long past due for this commission to recognize at last the constitutional limits on its authority,” he said.

He said he would dismiss the complaint for lack of jurisdiction—which, he said, is “fundamentally different from rejection of the complaint on an appraisal of its merits.” He said he holds no brief for Mrs. Murray. But, he added, “I cannot join in singing hosannas by the cheery light of the fire that burns heretics.”

He called into question the fairness of the commission itself in a reference to the commission order approving the transfer of WXUR-AM-FM Media, Pa., to a theological seminary headed by the controversial Rev. Dr. Carl McIntire in March (Broadcasting, March 22). He said the commission then stated that “the broadcasting by a religious group of its own viewpoint exclusively was not in the public interest and did invoke the fairness doctrine which required the opportunity for the presentation of contrasting viewpoints.”

He said the contrast between that decision and the one reached in the Murray case suggests “that the fairness doctrine applies only when viewpoints acceptable to the commission are denied the opportunity for expression.”

Commissioner Cox, in separate views that dealt exclusively with Commissioner Loevinger’s remarks, denied this. He stressed that in the McIntire case the commission did not say religious programs exclusively would invoke the
fairness doctrine. Rather, he said, the commission had considered charges from the public that Dr. McIntire would not be fair in dealing with "ordinary controversial issues."

But the commission relied on the seminary's representations that it would comply with the fairness doctrine, he added. The results reached in the Murray and McIntire cases, therefore, are consistent, he said.

He also said that "nothing in the narrow action" taken by the commission could be construed as encouraging or discouraging religion. "We have merely ruled that no fairness showing has been made that these programs bring fairness doctrine into play."

The stations involved in the complaint are KPOI, KLEX, KZOO, KPHO, KTRG, KHVH, KGU, KULA, KORL, KGMJ, KAHU, KIKI, KJIM and KNDJ.

Radio-TV newsmen attend Columbia conference

An experimental five-day study conference to assist TV and radio newsman in covering news stories concerning urban problems was held at Columbia University in New York, starting last Monday (June 7). The Columbia conference, said to be the first of its kind in the broadcast field, was attended by 25 newsman from TV-radio stations across the country. They participated in discussions with Columbia specialists and other experts on urban problems on topics including city politics and government, economic development, civil rights, transportation, public welfare, crime and financing of cities.

Edward W. Barrett, dean of Columbia's school of Journalism, observed the pilot conference was held in response to "the growing number of requests" from leaders in the broadcast field. He said they want to find ways to improve methods of gathering, analyzing and disseminating "the really important news in their communities." He indicated that last week's meeting may lead to a continuing series of similar conferences centering on other basic issues in the flow of news.

Professor William A. Wood, director of the office of radio and television at Columbia, was in charge of the meeting. He was assisted by an industrywide committee including Robert Gamble, WFMY Indianapolis; William Garry, Radio-TV News Directors Association, Chicago; William Hutton, CFRB Toronto; Dr. Harold Niven, assistant to the president of the National Association of Broadcasters, and Bruce Palmer, KWTV (TV) Oklahoma City, who is president of the RTNDA.

Radio stations of seven types

Los Angeles NAB session closes 1965 radio road show; officials happy

"No radio station today can hope to be successful by being all things to all people," Bob Edell, director of operations, Crowell-Collier Broadcasting Corp., said Thursday (June 10) in Los Angeles at the final radio program clinic in the eight-city series conducted by the National Association of Broadcasters.

The day-and-a-half meeting, with a registration of only 70, could have used some of the 75 midwestern broadcasters turned away from the Chicago meeting two weeks earlier because of the attendance limitation of 125 per clinic.

Mr. Edell put radio stations into seven categories, based on "the sound that goes out over the air," and it is the sound that listeners want.

- The "modern" or "top 40" station has music "chosen predominantly from the most popular music of the day... the pace is usually fast, bright and enthusiastic. The production is tight. There is liberal use of contests, slogans, and other on-the-air promotion. The news is brief with emphasis on headlines. There is a great deal of consistency. You can tune the station in any hour and it's likely to sound the same as it does any other hour."

- Music on the modern middle-of-the-road station, "while bright and contemporary, is less concerned with the immediate popularity and sales performance of the records. The pace is tight and dynamic but always shows restraint. Promotion leans toward contests with broader general appeal in age groups, more subtle slogans and promotions. The news, while brief, is more comprehensive and more leisurely paced. While the programming is generally consistent throughout the day, there is more emphasis on personalities, less control over conversation and small talk."

- On the "middle-of-the-road traditional" stations music never includes selections from the popular lists unless they are really sedate. They lean heavily on the older pop and show tunes... the pace is more leisurely and deliberate... this type station seldom runs a contest... its news is often good to indepth reporting, or emphasizes what management considers to be news of real importance, with an effort to be dignified, objective, and even institutional. Many network affiliates fall into this category."

- "Quality music" stations program "moldy lush arrangements of pop and show tunes with emphasis on nostalgic and traditional music and the avoidance of top 40 numbers. The pace is dignified, leisurely... many of the promotions are dignified versions of what you might hear on a top 40 station."

- The "all talk" station has "no music except the music of the commercials in the pure all-talk station... the pace is rarely fast—it's conversational. There is very little use of promotional contests and announcements. News is often a quarter-hour in length with in-depth reporting and commentary, amplified by sports, business news, etc... There is little or no use of identification themes or jingles and almost no production gimmicks."

- The "classical music station with symphonic, string quartet, chamber music, etc., and perhaps a sprinkling of the most eloquent arrangements of show tunes and old standards is calm and leisurely—often slow. If any promotion is used, it's most restrained. The news is conservative..."

- The "specialized station" includes "Negro, country and western, jazz, foreign language."

At the next-to-last clinic, held Monday-Tuesday (June 7-8) in Denver, with an attendance of 105, the speakers were the same as in Los Angeles, except that Joseph Drilling, president, Crowell-Collier Broadcasting, gave the modern music report Mr. Edell gave in Los Angeles. Also in Denver, Marianne Campbell, general manager, WJZH Gilipolis, Ohio, joined the smallmarket session to report on program ideas that had worked for WJZH.

NAB executives who have gone the full clinic circuit reported at its close that the sessions were enthusiastically received in all eight cities. In Los Angeles, the audience response was more than big enough to make up for the lack in numbers," was one comment.

Church to appeal Mississippi renewals

The Office of Communication of the United Church of Christ announced in New York last Thursday (June 10) that it is appealing a 4 to 2 decision of the FCC in which the licenses of WLOX-TV and WJDX-AM-FM in Jackson, Miss., were renewed for a probationary period of one year (Broadcasting, May 24).

The Rev. Dr. Everett C. Parker, director of the office, told a news conference that the appeal has been taken
Seven Arts' biggest sale

Seven Arts Associated Corp. announced last week it has sold 555 post-1950 feature films to WWAT, Wilmington, N. C., believed to be the largest number of late-vintage features sold to a single station. Donald Klauber, vice president and national sales manager of Seven Arts, said it was the largest number of features ever sold by the company under a single contract.

to the U. S. circuit court of appeals in Washington. Joining in the petition were Aaron Henry and the Rev. Robert L. T. Smith, who are prominent in the civil rights movement in Mississippi, and the United Church of Christ at Tougaloo, Miss. The church, along with Messers. Henry and Smith, had asked the commission last year to deny the license renewal applications of both WLBT and WJTV(TV) Jackson because of alleged discrimination against Negroes in their programming, particularly in their news and public affairs shows (BROADCASTING, April 20, 1964).

The commission renewed the license of WJTV for a full three-year term. The license renewal applications of four other Mississippi stations, which had been the object of fairness doctrine complaints, were granted at the same time, but with a warning to pay attention to their community responsibilities (BROADCASTING, May 24).

Dr. Parker stated that the FCC decision was being appealed to the federal court because the commission failed to order a public hearing on the charges of breaches of the Communications Act. He observed that in a dissenting opinion commission Chairman E. William Henry and Commissioner Kenneth A. Cox had asserted that the FCC majority ruling was “a clear abuse of discretion.” They held that the United Church of Christ petitioners, as “complaining members of the public,” should be granted a hearing.

Dr. Parker also revealed that the Office of Communication of the Church of Christ intends to start an extensive monitoring of television and radio stations in Southern states to insure that Negroes and other minorities are “treated fairly on the air.”

In reply to a question, Dr. Parker said monitoring is now being conducted in Mississippi, but he declined to specify the areas to which this activity would be extended. From his experience, he added, he felt that monitoring could prove useful in South Carolina, Alabama, Louisiana, Arkansas, Mississippi, and Georgia (not including Atlanta).

Lamar Life seeks ownership of WLBT

The FCC has been asked to approve a change in the ownership of WLBT(TV), the Jackson, Miss., station given a short-term renewal by the commission last month because of alleged discrimination against Negroes in its programming.

Lamar Life Insurance Co., once the parent corporation of the station’s licensee, applied for permission to acquire all of the stock in the station. It is the licensee of WWJDX-AM-FM, WLBT’s sister stations.

The insurance company said it would take steps to comply with all commission fairness doctrine policies and has already begun consultation with community leaders to determine community programming needs.

The transfer application was filed Tuesday (June 8), two days before the United Church of Christ filed an appeal from the commission’s order granting the station a one-year renewal. The church said the commission should hold a hearing on the station’s license-renewal application (see page 71).

Lamar Life exercised an option to acquire 20% of the stock for $2,000 two weeks ago, and has options to acquire the remaining 80% for $8,000 from three individuals: P. K. Lutkens Sr., president, 40%; Maurice Thompson, program director, 20%, and Fred L. Beard, general manager, 20%. Lamar Life acquired the first 20% from W. Calvin Welles III.

According to background provided the commission by WLBT in January, the stock price grows out of the fact that the insurance company had created Lamar Life Broadcasting to apply for channel 3 in 1953 and that the new company had issued 10,000 shares to the parent corporation for $10,000.

Lamar Life later sold the stock to five of its stockholders and employees (one has since died) when it appeared that Mississippi law would bar it from owning a television station. When the new corporation won the grant for channel 3, Lamar Life agreed to provide operating capital in return for the stock options.

In granting the station a one-year renewal, the commission laid down four conditions—that the station cease “discriminatory programing patterns,” abide by the fairness doctrine, observe its representations to the commission (namely, that it present all sides of controversial issues), and consult with community leaders on the area’s programing.

Lamar Life said it is seeking control of the station to “acquire the power and authority to implement the commission’s decisions.” It said:

- It would present a “nondiscriminatory programing pattern consistent with the public interest.”
- It had begun reviewing fairness doctrine precedents to “apprise itself of its responsibilities” in that regard.
- It will insure that representations to the commission regarding the presentation of all sides of controversial issues will be honored.
- It has already talked to civil rights workers and others in the community regarding programing needs and plans to hold discussions on that subject.

Stanton wants election overhaul

CBS President Frank Stanton urged last week that current election procedures be overhauled completely and the latest instruments, techniques and methods of science be used to facilitate voting.

Dr. Stanton told a commencement gathering at the California Institute of Technology in Pasadena last Friday (June 11) that the present election process is backward and outdated and makes voting “difficult, vexatious and inconvenient” for the citizens.

He advocated the designation of a national election day as a national holiday and called for a national, uniform 24-hour voting day; automatic, permanent, nationally valid registration of voters and other reforms. He had suggested similar steps after last fall’s elections (BROADCASTING, Dec. 14, 1964). “Technically,” Dr. Stanton said, “it is entirely possible for all the polls in this country to be open for 24 hours and for the total result to be known within minutes of closing. Combining the uniform 24-hour voting day with the use of electronic vote-tabulating equipment would permit results to be known clearly and promptly—without turning every election into a cliffhanger.”

Dr. Stanton noted that there have been complaints that the use of modern scientific techniques “would somehow distort the electoral process.” He added that there have been claims that early reporting of election returns would influence later voters.

“Despite these claims,” Dr. Stanton continued, “independent and authoritative surveys found no indication that voters changed their intentions to vote for one candidate or the other, nor did they find an indication that voters who planned to go to the polls stayed home, as a result of having heard returns on the balloting elsewhere” (BROADCASTING, May 17).
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Does your audience think first about calories when buying food?

Calorie counting has become a major preoccupation among millions of Americans in the 1960’s, and catering to the hopes of calorie counters has grown into big business for many groups. Despite constant reminders from competent medical and nutrition authorities that there is no quick and easy magic formula that melts fat away with no struggle, almost every new book or pill or fad diet that offers an “easy way” in weight reduction soon has a strong following. Many millions of dollars are invested each year in these weight control programs which seldom are successful.

Being overweight is generally considered to be unhealthy, but it is also looked upon these days as very unfashionable. Millions upon millions of Americans, of both sexes and all ages, engage in this never-ending battle against fat, but very few people ever win the struggle.

Today there is a growing feeling that the answer to weight control must begin in very early childhood—at the family dining table. Fat children are often likely to become fat adults, and not many medical authorities today agree that a fat child is necessarily a happy or a healthy child. The reverse, in fact, may be true.

**Calorie Requirements Vary Greatly**

Much has been said about the importance of eating a diet that is well balanced in terms of providing the variety of foods that will supply essential nutrients—protein, minerals, vitamins, etc. Too little attention is devoted, perhaps, to another important element in the concept of a well balanced diet, and this is the correct proportion of calories to other nutrients in the foods.

Caloric requirements vary greatly. Any parent of an active teen-age boy knows that a “bottomless pit” is a fairly good description of the lad’s stomach capacity. On the other hand, very young children oftentimes cannot eat the large portions of food served to them. Older people, too, have usually adopted very sedentary habits and have a constantly decreasing need for calories.

Much too often people seeking to lose weight eliminate foods that provide other important nutrients besides calories. Although it oversimplifies the matter, some people describe calories as being “naked” or “armored.” An armored calorie is found in foods that supply other essential nutrients in good proportion to the calories, while a naked calorie is one in a food that furnishes only energy (calories).

**Weight Reducers Still Need a Balanced Diet**

Armored calories, then, are especially important to anyone trying to control or to lose weight. Cutting calories is important in weight control, but the calorie cutting should not result in the elimination of other important nutrients from the daily diet.

Milk and most milk products are excellent examples of foods with armored calories. The chart shows the approximate percentages of the Recommended Daily Dietary Allowances (established by the Food and Nutrition Board, National Academy of Sciences—National Research Council) provided by two or four 8-ounce glasses of milk for each type of person indicated:

<table>
<thead>
<tr>
<th>Type</th>
<th>Protein</th>
<th>Calcium</th>
<th>Vitamin A</th>
<th>Riboflavin</th>
<th>Thiamine</th>
<th>Calories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adult Woman</td>
<td>30%</td>
<td>72%</td>
<td>14%</td>
<td>22%</td>
<td>15%</td>
<td>169%</td>
</tr>
<tr>
<td>Adult Man</td>
<td>20%</td>
<td>72%</td>
<td>14%</td>
<td>22%</td>
<td>15%</td>
<td>169%</td>
</tr>
<tr>
<td>15-18 Year Old Boy</td>
<td>32%</td>
<td>100%</td>
<td>28%</td>
<td>84%</td>
<td>23%</td>
<td>19%</td>
</tr>
<tr>
<td>15-18 Year Old Girl</td>
<td>52%</td>
<td>100%</td>
<td>28%</td>
<td>100%</td>
<td>35%</td>
<td>28%</td>
</tr>
</tbody>
</table>

The table establishes several important points. There are, of course, calories in milk, but for each calorie milk supplies a very good proportion of other essential nutrients that weight controllers, as well as those more fortunate people who do not have to worry about weight, need to help maintain good health. The protein in milk is very high in quality, providing the amino acids that build and maintain body tissue. Milk’s calcium is important to adults as well as to growing children because adults, too, need calcium to maintain strong bones as well as for other purposes. Vitamin A helps to keep mucous membranes healthy and resistant to infection. Riboflavin aids cells in using oxygen and helps to keep the lips, tongue, and skin healthy. Thiamine is required for a healthy nervous system and also aids in reducing irritability.

**WEIGHT CONTROLLERS NEED NO SPECIAL FOODS**

Parents who are anxious to help their children avoid problems of overweight in later years might well be reminded often that people who have “food problems” often acquire them early in life at home. Making mealtime a pleasant occasion for all members of the family helps avoid some problems. Providing a good example to the young by eating a well balanced diet should also help, but this diet should be balanced not only in variety of foods but also in total calories.

If the homemakers in your audience are buying foods to help members of their families control weight, you can help them by pointing out how the basic foods contribute to a well balanced diet for all members of the family. A balanced diet should include daily selections from four major food groups: (1) milk and dairy foods; (2) meats, eggs, poultry, fish; (3) fruits and vegetables; and (4) breads and cereals. Selecting from these groups provides the variety of nutrients required and also offers opportunities to satisfy many different tastes. Weight controllers may eat the same foods as the rest of the family, but the important point is to help those who want to reduce weight to control the intake of total calories.

For more details on weight control and on the Daily Food Guide which provides a simple and effective pattern for the entire family, write for your free copy of “Family Feeding For Fitness And Fun.” Send your request to: Public Relations Division, American Dairy Association, 20 N. Wacker Drive, Chicago, Ill. 60606.

A message from dairy farmer members of American Dairy Association

Broadcasting, June 14, 1965

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'Forget your CATV fears', Loevinger says

Commissioner's eight-point program would call for lighter regulation than his fellows propose

FCC Commissioner Lee Loevinger has called on the government and television broadcasters to forget any fears they might have of community antenna television and adopt a progressive approach to the regulation of CATV and the expansion of television's future. The greatest contribution government can make to the expansion of television service, he said, is to stimulate all forms of technological development—including CATV—and abstain "from interference with free-market forces." Rigid regulation, he added, is certain to thwart expansion.

The commissioner addressed his remarks to the Colorado Broadcasters Association, in Denver, Friday (June 11), in a speech which continued his controversy with the majority of his fellow commissioners over CATV policy. The speech was an elaboration on and refinement of the eight-point program for CATV regulation that he outlined in testimony before the House Communications Subcommittee last month (Broadcasting, May 31).

It calls for action by Congress to authorize CATV regulation as well as to lay down policy guidelines for the commission to follow. It would also permit cross CATV-TV ownership and encourage the use of translators to extend stations' service areas. The only requirements it would impose on CATV's would be that they carry the programs of local stations and obtain in advance permission from all stations whose programs they transmit.

Hysteria * Commissioner Loevinger, who described the concern of some broadcasters and government officials over CATV as ranging from "mild apprehension to ... hysterical panic," said his basic disagreement with the commission's approach is that it is "negative and restrictive rather than positive and expansive."

The commission in April adopted rules requiring microwave-fed CATV's to carry the signal of local programs and to refrain from transmitting programs for 15 days before and after the local station broadcasts them. It also proposed asserting jurisdiction directly (rather than through its authority over microwaves) over all CATV's, regardless of whether they use microwaves, and initiated an inquiry looking to additional restrictions on CATV's (Broadcasting, April 26).

Commissioner Loevinger said this approach is based on the assumption that limiting one method of transmitting programs will benefit other methods. On the contrary, he stated, limiting the public's access to a product will discourage the public from seeking it.

Consequently, he said, it's "fundamentally erroneous to regard the growth and proliferation of CATV's as an ominous and threatening phenomenon ... CATV's are simply helping to fill a public demand for television service."

Loevinger Program • His own eight-point plan, designed to provide "for a progressive and expansive program for regulation of CATV's and promotion of an expanding future for television," calls for:

1. Congressional action to establish FCC jurisdiction over CATV. He disagrees with the commission majority's view that the agency already has jurisdiction. And, as a practical matter, legislation would prevent drawn-out court tests, he said.

2. Guidance by Congress on how the FCC should exercise its authority. He said the phrase public interest is too vague as a guideline and that Congress should replace it with a directive that the commission secure for the public "the greatest practical diversity of programming and . . . permit the public the greatest possible freedom of choice in the selection of program sources and programs."

3. Differentiating between CATV and pay TV. The two are different, he said, and considerations relating to one should not relate to the other.

4. FCC treatment of CATV as a supplementary service. He feels the commission's nonduplication rule implies that CATV is a subordinate service, rather than supplementary or competitive.

5. A requirement that CATV's carry the programs of all local stations without degradation or alteration.

6. Encouragement of the use of translators to extend stations' service areas and to supplement CATV service. He noted that Dr. Martin H. Seiden, the commission's consultant on CATV, held that part of the present CATV problem stems from the commission's restrictive attitude toward translators.

7. Encouragement of broadcaster ownership of both CATV's and translators, particularly within the service areas of television stations and on the fringes of service areas where service can be extended without technical interference with other stations. This approach, he said, would probably require the commission to take some account of CATV in its multiple-ownership rules.

8. A requirement that CATV's or translators obtain the permission of originating stations before transmitting their programs. He suggested that permission be obtained for a specified period of time, such as one or three years, rather than on a per-program basis.

Fundamental Difference • Commis-

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Does CATV affect radio?

A study to determine the present and potential effect of community antenna television on radio broadcasters is being undertaken by the National Association of Broadcasters. The decision to make the survey came at a meeting of the radio subcommittee of the NAB's Future of Broadcasting Committee on June 4.

Results of a postcard questionnaire, being sent to all AM and FM stations, will be presented to the full committee at its June 21 meeting and then to the NAB radio board on June 24.

The NAB is asking: Is there an operative CATV system within 20 to 30 miles of the station's transmitter? Is there a CATV franchise applied for? Does the operative CATV carry radio signals and if so, which ones? Does it carry a time and weather service and does it sell advertising?
Whether you're buying a single Image Orthicon—or a factory-matched set—RCA's tube-to-tube uniformity helps you attain “balanced” color-channel performance. Every major performance characteristic of RCA Image Orthicons for color is quality-controlled by rigid production standards. Precision construction of RCA Image Orthicons for color means that all tube parts are manufactured with precision, spaced with precision, and aligned with precision.

Result...you get exceptional tube-to-tube uniformity of:
- Amplitude response
- Registration capability
- Resolution
- Sensitivity
- Signal-to-noise ratio.

And, if you’re buying matched sets, your tubes are carefully matched for:
- Background
- Grey scale
- Highlight
- Signal
- Sensitivity for each color channel requirement.

AVAILABLE FROM YOUR RCA BROADCAST TUBE DISTRIBUTOR

<table>
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<th>Light Levels</th>
<th>Field Mesh</th>
<th>Precision Construction</th>
<th>Matched Sets</th>
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<td>Yes</td>
<td>Yes</td>
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<tr>
<td>8092A Low</td>
<td>Yes</td>
<td>Yes</td>
<td>Thin-film</td>
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Complete information on the RCA Camera Tube line is available from your local RCA Broadcast Tube distributor... ask him for booklet CAM-600.

RCA ELECTRONIC COMPONENTS AND DEVICES, HARRISON, N.J.

The Most Trusted Name in Electronics
Commissioner Loevinger differs most sharply with his colleagues on the fundamental questions of FCC jurisdiction over CATV and protection of stations against nonduplication. The commission says it has jurisdiction over microwave-fed CATV's through its authority over the common carriers that provide the relay service.

But if this theory is upheld by the courts, he said, "the commission's authority to regulate the economic activity of business in the United States is almost unlimited (since) every American business is the customer of some common carrier."

The commission also proposes to base its authority over CATV directly on the ground it is part of an interstate transmission of television signals. If this is a valid assumption, he said, the commission can regulate networks as well as manufacturers of receivers.

Yet, he noted, the commission in the past has asked Congress for legislation to regulate networks, to require all-channel capacity in TV sets and to authorize CATV regulation. Congress enacted an all-channel receiver bill three years ago.

He said the commission's nonduplication requirement, which relies on a "complex system of program control," deals with symptoms, not causes, is wrong in principle and will be ineffective in practice. He said CATV's function is to provide a supplementary service of furnishing television programs without degradation or alteration. Any requirement that they delete programs imposes on CATV's a function "not appropriate to their role," he said.

Furthermore, he added, CATV channel capacity left unused because of program deletions "will stimulate CATV's to engage in program origination in order to avoid blank screens." Thus, he said, the commission rule may produce more competition for local stations, not less.

The commissioner, who has often expressed opposition to commission regulation of programming, had a warning for broadcasters who support commission control over CATV programming. Such support, he said, "will give additional grounds" for commission control of broadcasters' own programming.

Woodland disagrees with NAB CATV policy

A Pennsylvania broadcaster, who is also an applicant for a community antenna television franchise, last week said he did not agree with the National Association of Broadcasters position favoring FCC regulation of CATV. Cecil Woodland, general manager of WEJL Scranton, Pa., and a member of the NAB radio board, said he feels the FCC should regulate CATV, "but only after guidance from the Congress and a further study of CATV."

In a letter to Representative Walter Rogers (D-Tex.), whose subcommittee had concluded hearings on a CATV bill June 4 (Broadcasting, June 7), Mr. Woodland said he disagreed with the NAB that a "proliferation of signals poses a crisis" and in the NAB's quoting its own CATV study, the Fisher report, "but ignoring the important Seiden report," conducted by FCC.

Harris to headline NCTA convention

Representative Oren Harris (D-Ark.) will be the featured speaker at the annual convention of the National Community Television Association in Denver, July 18-23.

Mr. Harris is chairman of the House Commerce Committee, which oversees radio and television legislation and is a key figure in the current congressional deliberations on community antenna TV regulation. He is the author
ings of HR-7715, the subject of recent hearings (Broadcasting, June 7, May 31).

The Arkansas Democrat will be the speaker at the July 19 luncheon honoring broadcasters active in CATV. NCTA President Frederick W. Ford, former FCC commissioner, will be the principal luncheon speaker July 20.

A ratings panel will hear Henry Rahmel, A. C. Nielsen Co., and George Dick, American Research Bureau, with Wally Briscoe, NCTA administrative assistant, presiding. A problems and solutions panel will hear E. Stratford Smith, Washington attorney and special NCTA counsel; George B. Storer Jr., Storer Broadcasting Co., and Bruce Merrill, Phoenix, Ariz., CATV group owner and manufacturer of community television equipment, with Sol Taishoff, editor and publisher of Broadcasting and Television magazines, as moderator.

Another broadcaster to enter CATV field

A new entry into the community antenna television field is the South Bend Tribune, operator of WSBT-AM-TV South Bend, Ind., which last week announced the appointment of Arthur O'Neil to the new position of assistant to the president for electronic media (see page 98). Mr. O'Neil has been general manager of the broadcast properties.

The Tribune's president and editor-publisher, Franklin D. Schurz, said Mr. O'Neil will spend much of his time in the development of CATV services. Mr. O'Neil is on the road starting this week to explore prospective acquisitions. Purchase negotiations already are underway, it was explained.

The Tribune company does not plan to limit its CATV interests to any particular area of the country. The group also owns the Hagerstown (Md.) Herald and Mail and has substantial interest in papers in the California markets of Brawley, El Centro and Indio.

Calif. legislature drops CATV bill

Legislation to place community antenna systems under control of the state Public Utilities Commission has been killed in committee of the California state legislature. The bill, introduced last April by Assemblyman William Bagley of Marin county, was withdrawn by its author because of what was construed as overwhelming opposition.

Under California legislative procedures withdrawal of the measure for "interim study" means that it cannot be considered again until the new legislature meets in 1967.

Opposing the measure were the League of California Cities and the Board of Supervisors Association, as well as number of mayors and city executives in areas where CATV's now are in operation.

Court backs shift of WKYR to Cumberland

The FCC's approval to the move of WKYR from Keyser, W. Va., to Cumberland, Md., and its change of facilities from daytime only to full-time was upheld by the U. S. Court of Appeals in Washington last week. WKYR now is on 1270 k with 5 kw; it will operate in Cumberland with the same facilities plus 1 kw directional at night.

The commission, through its review board approved the requested change by WKYR last year after a hearing. During the hearing WCUM and WTBG, both Cumberland, asked that the FCC also

Dallas-Fort Worth Market Into Focus!

Quality television, like quality photography, demands the combination of countless technical tools and professional skills to create a clear, crisp, sharp picture—a depth of field that includes:

- A greatly enlarged market that has boomed from 14th to 12th in the nation—largest in the South or Southwest...
- 363,000 additional people and $710 million MORE buying power (DCSS report) than reflected in standard research sources...
- Proper equipment such as our two mobile cruisers and vast array of Marconi cameras, VideoTape recorders, etc.,...
- Highly trained, talented television craftsmen

All these have been brought into sharp focus and perspective by a station with that infinite Quality Touch. Call your Petryman to get in our Dallas-Fort Worth picture.

WFAA-TV

The Quality Station serving the Dallas-Fort Worth Market

ABC, Channel 8, Communications Center / Broadcast Services of The Dallas Morning News/Represented by Edward Petry & Co., Inc.
Publisher criticizes print media that applaud TV’s troubles

Print media that applaud rather than oppose governmental attacks on the freedom of television were reprimanded by one of their own leaders last week.

Arthur H. (Red) Motley, president and publisher of Parade magazine and executive committee chairman and former president of the U.S. Chamber of Commerce, told the Practical Public Relations Conference for Small Business in New York on Tuesday (June 8) that “the obligation of a free press extends to a defense of the freedom of other media.”

Mr. Motley said:
When the then newly appointed head of the FCC, Newton Minow, attacked TV as a ‘vast wasteland,’ too many in the newspaper business applauded. . . . I believed that Minow was a dedicated, honest, patriotic public servant. But I also believe that dictation—direct or indirect—by the FCC as to what TV should program was an erosion of freedom and therefore should be attacked by all who believe in freedom. I made no defense of the content of TV.

“I did, and still do, maintain that censorship, if successfully imposed on electronic media, under whatever guise, will inevitably lead to attempts to control all media.

“Minow was followed at the FCC by [E. William] Henry, also an honest, patriotic man. He chose for his reach for more control the problem of overcommercialization of TV. Again, in Washington and elsewhere, I attacked Henry’s attempt to limit the freedom of my competitor, TV.”

Mr. Motley cited the FCC’s present proposals to limit network control over nighttime entertainment programming.

“It doesn’t take an expert,” he said, “to figure out what would happen—the advertisers would put on shows that have proven to be the biggest drawing cards, namely westerns and comedies.

“Since the networks would suffer tremendous financial losses, the viewing public would be faced with a curtailing of public service shows, documentaries, cultural and educational programs, most of which heretofore have been inspired and financed by the networks.

“I don’t feel as Henry does about TV commercials. In fact, some of the TV programs I have seen might have been improved if they had been all commercial. I refuse to believe that the American public is too stupid to tune out if they don’t like what they see.”

consider whether it would not be more efficient to utilize 1270 kc in Keyser nighttime as well as daytime as compared to moving the station to Cumberland. The commission refused to add this issue on the ground that the applicant had asked only to move to Cumberland.

Circuit Judge Charles Fahy, writing for himself and Judges George T. Washington and J. Skelly Wright, held that the FCC had weighed all the issues it was required to consider and was not required to consider hypothetical alternatives.

Atlanta can take either AFL, NFL

Cox must have stadium
if $7.5 million deal
for AFL is completed

The sports-minded city of Atlanta found itself in the enviable position last week of being able to take its pick between a franchise in the American Football League or the National Football League. And Cox Broadcasting Corp., which had been awarded an AFL franchise for $7.5 million found itself waiting for the city fathers to decide who should play pro football in 1966 in the new multimillion dollar Atlanta stadium.

Watching all this action from the sidelines are NBC-TV, which begins a $36 million, five-year contract with the AFL, and CBS-TV, which is now in the second year of its two-year, $28.2 million agreement with the NFL.

Cox won the AFL franchise at the league’s meeting in New Jersey last week. Then the stadium committee, which had informally set a rental price of $1 a year, learned from Pete Rozelle, NFL commissioner, that his league was interested in putting a team there in 1966. The committee then said it wouldn’t decide until July 1 on who would use the stadium or how much it would cost.

J. Leonard Reinsch, Cox president, who has been conducting the negotiations with the league and stadium committees, had to leave in the middle of this imbroglio. He and his wife went to Auckland, New Zealand, where Mrs. Reinsch will undergo heart surgery on June 20.

High Price • Although the $7.5 million franchise price was said to have been considerably higher than Cox had expected, the failure to get immediate approval to play in the stadium appeared to be the major stumbling block. In addition, Cox is not pleased with the prospect of having to pay so much with no prospect of getting any NBC money until the final two years of the contract, 1968 and 1969. At that time, any new teams taken in by the league will receive $900,000 for each year.

On the plus side of the ledger is the NBC affiliation of Cox’s Atlanta stations, WSB-AM-FM-TV. WSB-TV would be carrying the Atlanta road games from the network and the radio outlets would be originators of a Southeast network for all the team’s games.

Generally supporting an NFL franchise is Arthur Montgomery Jr., chairman of the county authority which controls the stadium, and president of the Atlanta Coca-Cola Bottling Co.

If Cox decides the franchise plus stadium price is too high, and cannot find a way to get some of the network money before 1968, or if the stadium committee votes to lease its property to an NFL franchise holder then Atlanta will probably become an NFL city. Although the league’s contract with CBS-TV expires this year, it is expected that CBS will try to outbid ABC in gaining NFL games under another two, or probably three-year contract.

Aside from the fact that NFL games on CBS would be in direct competition with AFL games on WSB-TV, Cox Broadcasting cannot apply for the NFL franchise because league rules do not permit corporate franchise holders. This would not prevent James M. Cox Jr., chairman, and other principals in the firm from buying the franchise on their own.

N.Y. consulting group formed

Joseph J. Madden, former vice president and comptroller of Metromedia Inc., has formed a financial consulting company, Broadcast Management Services at 250 Fifth Avenue, New York. Telephone: MU 2-5844.
A REPORT
TO THE PUBLIC

The results of the first year of operating freight and yard diesel locomotives without firemen: The men have landed on their feet. The railroads' safety record has been maintained or improved.

American Railroads have just completed 12 months' service under a Federal Arbitration Award that allowed them to begin operating many freight and yard diesel locomotives without firemen. In view of the public interest in this subject, the following report is made to you on the results to date:

The Firemen Have Been Protected
There were 37,235 firemen working in freight and yard service when the Arbitration Award went into effect. Today there are about 21,000. What happened to those who left?
• More than 90% have been advanced to engineers' jobs, or have taken some of the biggest severance allowances ever made in American industry and gone on to outside jobs, self-employment, college, or other training.
• Less than 8% are unemployed, according to the Federal Government's Railroad Retirement Board.
• Of the men with more than 10 years' service who keep their jobs until promoted, retired, etc., about 6,300 have already been advanced to engineers' jobs, or removed by natural "attrition."
• More than 5,000 with less than two years' service received severance pay that averaged more than $1,000 each.
• 2,250 part-time firemen had their choice of rights to available jobs or severance pay. Almost 1,000 took severance pay averaging $2,200 each.
• Working firemen with two to ten years' service keep their jobs until offered comparable positions with no loss in pay for five years. Of the 5,400 offered such jobs, 83% chose instead to take severance pay which averaged $5,600 each.
• In total, the railroads have paid out $30,000,000 in severance pay to the firemen.

Safety Has Been Maintained
The railroads have continued -- and in most respects improved -- their record as America's safest form of transportation. This fact is stressed by the latest available statistics from the Interstate Commerce Commission covering the first 11 months since the Arbitration Award went into effect.
• Safety records show that the fatality rate dropped 1.3% below the same period of the previous year.
• The overall casualty rate dropped 2.8%.
• A marked increase in safety took place in both categories in the last six months of the period, when the fewest firemen were on engines.
Even after the fireman's removal, two men remain on the job in locomotives of all road freight trains -- the engineer and head-end brakeman. And passenger trains with two men in the cab were not affected by the Award.

The Goal: Better Service to the Public
Railroad management set out to modernize steam-age work rules to bring job manning and pay practices into line with advanced technology and end pay for work not done or not needed -- a bill ultimately paid by the railroad-using public. The objective was, and is, a strengthened industry, better transportation service for the nation, and better jobs for needed employees. The record on this effort:
• Raises for railroad employees have boosted their average annual earnings 55% in 10 years -- from $4,560 in 1954 to $7,064 last year.
• Railroad capital spending for plant improvements promises to total $1.6 billion this year -- double that of three years ago.
• Average railroad freight charges have been reduced each year for six years and are now 13% below the 1958 level (by contrast, consumer prices rose 7% in the same period).
• Railroad earnings, meanwhile, continued to average slightly over 3% on net investment--less than one-half the profit rate of industry generally.

ASSOCIATION OF
AMERICAN RAILROADS
Washington, D. C.
A plea to beef up PR work at NAB

Schroeder will call for more money, bigger staff

but no change now in NAB's arrangement with TIO

Plans for major budgetary and staff expansions of the public relations department of the National Association of Broadcasters to make NAB a recognized, authoritative public relations source for the industry, will be presented to the association's joint board at its June 22-26 meeting in Buck Hill Falls, Pa.

The plan, originally formulated by John Couric, NAB vice president for public relations, but modified in some detail by Willard Schroeder, board chairman, is expected to propose a $200,000-$400,000 budget and call for doubling the staff from its present five members. In addition, the plan would call for consideration of retaining a public relations firm to aid in placing material in news magazines and other periodicals.

The present program, which Mr. Schroeder has said needs more money and manpower (BROADCASTING, May 24), operates on $57,000, allocated only for salaries. There is no permanent budget for public relations projects; all such funds come from periodic allocations, such as those for radio month, radio-TV code promotion and $50,000 for a film promoting radio. The latter amount was never spent.

Mr. Schroeder is expected to urge the board to give NAB President Vincent T. Wasmiewski the authority to name a public relations committee which

would work with Mr. Couric in setting up the actual objectives and projects of the department. This committee, along with the finance committee, would also help set the budget.

Place for TIO • The proposal is believed to make no mention of the Television Information Office to which NAB contributes $75,000 a year. However, Mr. Schroeder, vice president and general manager of Wood-AM-FM-TV Grand Rapids, Mich., is expected to tell the board he favors continuing NAB support of TIO at this time. Although elimination of TIO would probably simplify organizational problems and reduce need for NAB to back up TIO, it is known that it would cost NAB far more than $75,000 to duplicate TIO's work (TIO's overall budget is said to be about $550,000 a year), and it is felt that TIO's status with opinion makers is a worthwhile asset.

With continued NAB support of TIO, the chairman's feeling is said to be that TIO would have the opportunity to find answers to some of its problems, while the expanded public relations department of the NAB gets on its feet. Under such a policy, the NAB and TIO staffs might also be urged to better cooperation and coordination and the relationship of the two may prove successful.

NBC lambastes newspaper ‘research’ on TV

A newspaper poll soliciting readers' opinions of television was blasted by NBC last week for its "emotion-laden copy," "loaded questions" and for letting respondents "self-select themselves."

The poll, conducted on a continuing basis by the North American Newspaper Alliance and the TV Time Service, has been running in subscribing newspapers since early this year (BROADCASTING, Feb. 8, 22).

The blast came from Dr. Thomas E. Coffin, NBC research vice president, in a letter to Jack Boyle, a co-author of the columns in which poll results are reported, who had sought to interest NBC in special tabulations from the findings.

"We have no interest in special tabulations from the poll," Dr. Coffin wrote, "for we have no confidence in results from a project which has been so improperly conceived and executed. . . . In our judgment these studies are seriously biased and present a highly misleading picture of public attitudes toward television."

Letting respondents "self-select themselves" (that is, relying upon returns from readers interested enough to fill in the blanks and send them in) is quite different, Dr. Coffin noted, from the practice of objective researchers. The latter, he said, takes sample selection "out of the hands of respondents in order to be sure that the results represent the views of all types of people, including those who will not normally take the trouble to write in to a poll."

People who have selected themselves, he continued, "are hardly likely to constitute a representative sample of the American public—a basic requirement for any valid opinion study."

Loaded Questions • Dr. Coffin cited this question from one of the polls: "President Johnson stated last week that he would like to discourage crime thriller programs and other violence on TV. How do you feel? . . ."

"This," Dr. Coffin said, "is virtually a textbook example of a loaded question."

To the poll's claim that thousands of replies are received in each survey, he replied: "When a sample is inherently biased, the results will be unrepresentative no matter how large the sample. The classic case is the Literary Digest survey during the 1936 election. . . ."

Dr. Coffin said the serious biases in the newspaper poll results "are further documented when compared with findings from other studies," such as the TV attitudes study conducted by Professor Gary Steiner and the Bureau of Applied Social Research of Columbia University. The Steiner study used "a proper national sample," he said, and found that people are preponderantly positive toward television, whereas the newspaper results showed them preponderantly negative or neutral.

The Home Testing Institute's TVQ studies corroborate the Steiner findings, not the newspaper findings, Dr. Coffin continued.

He told Mr. Boyle: "I know that you have been professionally associated with research for many years and I am frankly surprised and disappointed that you allow 'studies' of this kind to come out under your name. . . ."

"There is no doubt that there is a need for serious research on public attitudes toward the mass media. However, the kind of biased approach which these newspaper polls have taken and the sensational manner in which the results have been reported can only do a disservice to the cause of serious research."
Some plain talk from Kodak about tape:

**Print-through and sound brilliance**

Put a magnet near a piece of iron and the iron will in turn become magnetized. That's print-through. With sound recording tape, it's simply the transfer of magnetism radiating from the recorded signal to adjacent layers on the wound roll. Print-through shows up on playback as a series of pre- and post-echoes.

All agreed. Print-through is a problem. There are some steps you can take to minimize it. You can control the environment in which you keep your tapes, for example. Store them at moderate temperatures and at no more than 50% relative humidity. Also store them “tails out” and periodically take them out for “exercising” by winding and rewinding them. What fun! If worse comes to worse, you can even interleave the layers with a non-magnetic material such as paper. Any volunteers? A better way, however, is to start with a tape that doesn't print much to begin with... which leads to low output problems if you don't make the oxide coating substantially more efficient.

And this is Kodak's solution. It's not simple, but it works, and it works well! It starts with the selection of the iron oxide. In order to achieve low print-through, the oxide needles must have the proper crystalline structure. Kodak's oxide needles have that structure... offering the highest potential of any oxide currently available. But oxide alone doesn't make a low-print tape.

Milling the oxide ingredients, for example, is very critical. If you mill for too long a time, the needles will be broken up and print-through will be drastically increased. Too short, and the dispersion will be lumpy. But other factors in the milling process are equally important. Like the speed at which the ball mill turns. It can't be rotated too fast, otherwise the needles will be broken up, and broken needles, you know, exhibit horrible print-through behavior. If you rotate the mill too slowly, the oxide and other ingredients will not be blended uniformly. Other factors such as temperature and the composition and viscosity of the ingredients must also be critically controlled. One more thing. You've got to make sure all the needles end up the same size (.1 x .8 microns) if print-through is to be kept down.

A very important contributor to low print-through is the binder that holds the oxide particles in suspension. The chemical composition of a binder contributes nothing magnetically to the print-through ratio. What a binder should do is completely coat each individual oxide needle, thus preventing the particles from making electrical contact. And that is just what our "R-type" binder does. The final step is to take this superb brew and coat it on the base. The coating mustn't be too thick, for print-through increases... or too thin, for then output suffers. For best results, extreme uniformity is the word. Here's where our film-making experience really pays off.

Print-through tests are a million laughs. We record a series of tone bursts... saturation, of course. We then cook the tape for 4 hours at 65°C, and then measure the amplitude of the loudest pre- or post-echo. The spread between the basic signal and the print-through is called the signal-to-print-through ratio. The higher the number, the better the results. Most of the general-purpose tapes you'll find have a ratio of 46-50 db. Low-print tapes average about 52 db. You can see from the graph that our general-purpose tape tests out at 53 db., so it functions as both a general-purpose tape and a low-print tape — and at no extra cost. High-output tapes with their thicker coatings have pretty awful print-through ratios— generally below 46 db. Kodak's high-output tape (Type 34A) has something special here, too. A ratio of 49 db— equal to most general-purpose tapes.

Kodak Sound Recording Tapes are available at all normal tape outlets: electronic supply stores, specialty shops, department stores, camera stores... everywhere.

FREE! New comprehensive booklet covers the entire field of tape performance. Entitled "Some Plain Talk from Kodak about Sound Recording Tape," it's yours free on request when you write Department 8, Eastman Kodak Company, Rochester, New York, 14650.
although awkward.

The Couric proposal, said to be illustrative only, is expected to note that NAB has been slow in acting in some decision-making areas because it lacked necessary information. The enlarged public relations department would be able to compile reports, particularly in the areas of religion, public welfare and education, that would aid in determining policy, predicting regulatory and legislative trends, and preparing speeches and articles.

The basic philosophy of the expanded program is said to be aimed at influencing specific publics in detailed ways and providing NAB with the means for continued effective action. Special emphasis would be aimed at business leaders, civic and public service organizations and students.

Under the new plan the NAB's PR operation would undertake to:
- Prepare six yearly situation papers to give radio-TV editors and editorial writers background material.
- Arrange telephone interviews with the NAB president and columnists in selected markets.
- Install a Teletype system to feed stories directly to major newspapers and other publications.
- Begin a project to promote importance and responsibility of radio among business leaders and attempt to place stories in business publications such as the Wall Street Journal and Fortune.
- Distribute tapes and films to audio and visual news services and seek network and local radio-TV appearances for the NAB president.
- Build a professional studio in Washington for production of NAB promotion material.
- Feed highlights of speeches by the NAB president to phone exchanges in key cities for pickups by local stations.

In the area of on-air promotion by local stations:
- Create a dignified audio symbol for member stations.
- Create a distinctive musical theme for the radio code.
- Distribute special promotional material for programs aimed at business executives.
- Package written spots and records to build radio campaign.
- Produce spots, copy and slides for TV promotion similar to build radio campaign.
- Produce filmed promotional spots for TV code emphasizing soft-sell effect.
- Continue expanding radio month activities.

In the area of national organizations:
- Erect public relations exhibits at selected conventions and meetings.
- Place articles in organization journals.
- Revise and expand the Speakers Bureau Directory.
- Use direct mail.
- In the high school and college area:
  - Offer special kits to guidance counselors.
  - Produce new speech texts on careers in radio-TV.
- Work with the Association for Professional Broadcasting Education for close ties with college students.

To aid local public relations efforts by stations NAB would:
- Run periodic public relations clinics for managers.
- Produce a community action guide for station employees.
- Publish annual guide of public relations suggestions for local use.
- Produce yearly kit of 12 letters as suggested local mailings.

**Hypnosis code board topic**

Hypnotism and research are items on the agenda of the TV code board of the National Association of Broadcasters when it meets in Washington Thursday and Friday (June 17-18).

The subject of hypnosis on TV will come up in a proposed amendment that is designed to protect the public from hypnotism that might have an adverse effect on the audience.

Howard Bell, code director, will bring the board up to date on the status of the research study designed to tell the code how the TV audience reacts to various types of commercial placement.

A general review of problems encountered in the area of time standards, a report on monitoring, the status of cigarette advertising legislation and a report on toy advertising will also be on the agenda.

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"...it sounds good but let's see what they say at Blackburn"

The element of risk as well as opportunity is present in every transaction. Our reputation for reliability, knowledge of markets and past sales and insight that comes from years of experience will serve you well when you want the facts you need to do business. Consult Blackburn.

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873-5626

**BEVERLY HILLS**

Cullen M. Selph
618-5626

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**THE MEDIA**

**BROADCASTING**, June 14, 1965

**ANNOUNCED** The following station sales were reported last week subject to FCC approval:

- **KVEN-AM-FM** Ventura, Calif.: Sold by Carroll Hauser, John Hearne, Sidney M. Held and associates to Ira E. Laufer, Robert L. Fox and Greater California Capital Corp., for $500,000. KVEN broadcasts fulltime on 1450 kc with 1 kw day and 250 w night, while KVEN-FM is on 100.7 mc with 39 kw. Broker: Blackburn and Co.
- **WREB Holyoke, Mass.:** Sold by Don-
The great swap takes place June 19

WESTINGHOUSE, NBC RETURN TO ORIGINAL PROPERTIES

NBC plans to close down its broadcast operations in Philadelphia after sign-off the night of June 18 and resume on June 19 in Cleveland. Westinghouse Broadcasting Co., meanwhile, similarly would be closing off in Cleveland and opening up on the morning of June 19 in Philadelphia.

Both NBC and Westinghouse officials last week prepared for this exchange of radio and TV operations in the two cities in accordance with settlement of the long-running Philadelphia channel 3 fight. The swap was made possible when RKO General Inc. withdrew its court appeal from an FCC decision (Broadcasting, June 7).

The FCC had directed in effect that NBC swap back its Philadelphia stations WRCV-AM-TV, for Westinghouse’s KYW-AM-FM-TV Cleveland (Broadcasting, Aug. 3, 1964.).

NBC sources indicated their top management teams will be maintained, but Westinghouse has announced a change in the general managship of the radio station it will now operate in Philadelphia.

Westinghouse said its Philadelphia call letters will be KYW-AM-TV. NBC authorities said the network expects its new calls for Cleveland will be WRCV-AM-FM-TV as the nearest it can get, with the least confusion, to the old KYW identity.

Raymond W. Welpott, executive vice president and general manager of WRCV-AM-TV and executive vice president of NBC-Owned Stations and Spot Sales, will continue to supervise operations of all NBC-owned stations. Arthur A. Watson, since last February general manager of the Philadelphia stations, moves to Cleveland as general manager there.

Changes — WBC announced that Frank Took, for the past six years area vice president in Cleveland, will move to Philadelphia in the same position. Fred E. Walker, named last March as general manager of KYW-TV, also will move to Philadelphia in that post.

The new general manager of KYW-AM in Philadelphia for Westinghouse will be Richard Harris who has been serving as general manager of WBC’s WWZ Boston. He exchanges positions with Perry Bascom who moves from Cleveland to Boston as general manager of WBZ.

EXCLUSIVE BROADCAST PROPERTIES!

SUNNY WESTERN STATE

—The only 50,000 watt radio station serving one of the West’s largest and fastest growing markets. This excellently equipped daytimer’s owner is retiring and present billing should triple under aggressive management. Priced at $495,000 with 29% down and balance over seven years. Contact—John F. Hardesty in our San Francisco office.

ROCKY MOUNTAIN AREA


New TV stations

As of June 10 there were 115 television construction permits outstanding for stations not yet on the air. Of these 19 were commercial VHF’s, 66 were commercial UHF’s, 7 were educational VHF’s and 23 were educational UHF’s.

Court upholds TBC decision

The Texas supreme court last week upheld an earlier decision by a Texas appeals court which dismissed a suit filed by former employees of Texas Broadcasting Co.’s KROI-TV Weslaco, Tex. TBC sold the Weslaco station in 1961. The employees were seeking payments from a pension fund set up by TBC for the station’s personnel (Broadcasting, March 1).

The majority of TBC’s stock is held in trust for the family of President Johnson.

Connecticut votes ETV funds

More than $800,000 in capital and operating funds for the Connecticut Educational Television Corp. has been voted by the Connecticut general assembly. The nonprofit corporation operates WEDH-TV Hartford and holds a construction permit for a translator on channel 71 at New Haven.
Bird speeds business calls

ITT and RCA tests show Early Bird's versatility; saves time for agencies

Key to the Communications Satellite Corp.'s financial future may be found in the use of its satellites for handling business traffic, J. R. McNitt, president of ITT World Communications Inc., said last week.

"Much has been written about international television by satellite," he said. "But the best hope of bread-and-butter income for Comsat, as a carriers' carrier, is the established business traffic of the international record and voice carriers."

Mr. McNitt spoke at the opening of two days of Early Bird tests in which record and voice carriers, including ITT and RCA communications, participated. The tests were conducted Wednesday and Thursday in cooperation with Comsat and various European government administrations.

Two U. S. advertising agencies took part in the tests, which also included the relaying of radio news programs from overseas correspondents of NBC and ABC as well as transmissions by various high-speed data systems.

One of the developments tested was ITT's Videx slow-scan television system, which transmits live images or photographs and other flat copy over an ordinary voice-grade channel. The system, tested on the West Coast a few weeks ago, was described as useful in international communications for "conference calls" to revise advertising copy and layouts, for checking of sketches by designers, for verification of signatures and documents and for frame-by-frame transmission of newsreels.

For last week's Videx test through Early Bird, Needham, Harper & Steers, New York, the corporate advertising agency for ITT's parent company, International Telephone & Telegraph Corp., prepared an ad to be placed in European media through Brockie-Hassam, London, agency handling part of an ITT English subsidiary's account.

Five-Minute Conference - Layouts were transmitted back and forth between the New York and London agencies. NH&S authorities said they developed and reached agreement on the final ad within five minutes, as compared to five days normally required to get agreement by air mail and overseas telephone. Graham Rohrer, NH&S vice president and ITT account supervisor, and Moe Lebowitz, art director, handled the New York end of the conference.

ITT authorities indicated they plan to charge $4 for one minute and require a minimum purchase of three minutes when Early Bird goes into commercial use. They said this was the same as the charge for transmission by cable.

As part of RCA's tests, Early Bird's ability to handle the RCA Telex service was demonstrated in an exchange of greetings between David C. Stewart, president of Kenyon & Eckhardt, and Giancarlo Rossini, K & E International vice president, both in New York, and A. N. C. Varley, chairman of K & E's London partner, Colman, Prentis & Varley.

Rep firm head calls for more promotion

Television stations as well as networks had better gear up for intense promotion for the 1965-66 TV season, Lloyd George Venard, president of Venard, Torbet & McConnell, said in a bulletin issued last week to stations represented by his firm.

He predicted that the three TV networks will again be close in ratings, with many week-to-week changes occurring in the ratings reports. Accordingly, he said, promotion at both station and network levels will be more important than ever before.

Station promotion, he noted, can take several forms. Reminding stations that CBS-TV had carried on-air promotion of ratings reports indicating CBS-TV had the largest audience during the recent Gemini-Titan space flight, he said: "Local stations have always been remiss in promoting their own services to their viewers. They do not have to emphasize ratings, but they should emphasize local scoops and advantages, as exemplified by the network promotion. . . . It is a simple procedure to have a newscaster's copy read 'as announced at 8 a.m. on this station' to emphasize that a news scoop had been generated by the station."

Mr. Venard said stations will be called upon to do more promotion under the term of 'merchandising.' And he also urged them to use trade paper advertising with more frequency than they have in the past.

He continued: "Agencies and clients will want to know sales statistics in each area, and the stations that make these reports regularly are naturally in a better position for renewals and for new business." He added that "when a station puts a message in a trade paper and the message is repeated by the representative salesman and by the sales manager of the station, greater believability and reaction result."

Drumbeats . . .

Agency named - Dawson, Turner & Jenkins, Portland, Ore., has been appointed advertising and public relations counsel for KATU(TV) (ch. 2), ABC affiliate in that city. Roger A. Bachman, agency vice president, will be account executive, according to William J. Hubbach, vice president and general manager of KATU.

Educational fund - An educational fund has been created in the name of Bruce Davies, KFAB Omaha farm director who died recently while undergoing heart surgery in Omaha (Broadcasting, May 31). The fund will provide for the education of his two young sons.

INTERNATIONAL

FANFARE

Graham Rohrer, Needham, Harper and Steers vice president and account supervisor (!) and Moe Lebowitz, art director, study a proposed ad transmitted by Early Bird.
Q. Dr. Beem, a few food stores have dropped stamps recently. Why is this happening?
A. It's quite natural. Some stores drop, while others adopt a stamp program. It's the natural result of the continuous striving of food merchants, in their highly competitive field, to find the most effective formula for attracting customers.

A store must match up well with its competitors on many points—price, quality, parking, advertising, and so on. Like all forms of promotion, trading stamps are subject to continuous scrutiny and testing.

I look for increased activity by food chains in testing the ways a store spends its promotion dollar. But, on balance, I foresee the continued growth of the stamp industry. Our first quarter sales are up 5.5% over last year. This compares to a predicted increase of 3.5% overall for the national economy.

Q. What is the effect of stamps on prices?
A. Minimal. Despite many attempts to show that in some unique way trading stamps and higher prices go together, no one has been able to produce a reliable study establishing this as a fact.

The U.S. Department of Agriculture produced a most exhaustive and authoritative study in 1958, covering food prices over a three-year period. It found a tiny price gap of six-tenths of one per cent opening up in favor of non-stamp supermarkets. But, the report pointed out, even that tiny difference "may have been caused in part by the non-stamp stores lowering the food prices to meet the competition of stores adding stamps."

A special series of studies by Verne A. Bunn of the University of Wichita, compares prices in areas where stamps are restricted, and in areas where stamps are freely used.

Bunn's latest study, completed this spring, confirms earlier findings that there is "no evidence that stamp use leads to higher retail food prices."

Q. How do trading stamps affect local retail advertising?
A. They usually tend to increase it, in two ways. Trading stamps are a stimulant to free competition, and experience has shown that one result after stamps are introduced in an area is an increase in ad lineage. Stamps are an attraction with which a merchant hopes to increase his business. As such, they are something to be advertised—not a substitute for advertising. In addition, the response from non-stamp merchants usually is more lineage about their attractions.
A flexible UHF assignment plan

‘Unsaturated’ table and scheme for low-power stations in smaller communities would replace present table which has 1,600 assignments

The FCC last week issued two documents aimed at injecting new flexibility into its UHF television allocations policy.

One is a new “unsaturated” table of UHF assignments, developed with the commission’s Univac III computer. The other is a proposed rulemaking to reserve channels 70-83 for exclusive use by new community-type, low-power television stations in small and medium sized cities.

Both documents, approved at a meeting June 4 (Broadcasting, June 7), are designed to enable the commission to pay more attention to local demand and economic realities than can at present.

The table, which replaces one containing some 1,600 UHF assignments, lists 1,080 assignments in 784 cities (the table is reproduced beginning below). The assignments are divided about equally between commercial and educational stations. The present table has some 230 ETV assignments.

Except where stations are already authorized or where applications are pending, commercial assignments have not been made in cities of less than 25,000. Missing from the table also are new assignments involving channels 70 to 83.

This will enable the commission to make commercial and educational assignments to smaller communities where and as demand for them develops. And if it decides against adopting the proposal for low-power community-type stations, the commission said it will add assignments involving channels 70 to 83 to the plan.

Channels for Future - The commission said it decided to leave channels available for future assignment because of its experience with allocations tables in which many small communities were selected simply because they were the largest in a limited area where an assignment could be made.

This led to situations in which would-be broadcasters in one of the other communities where the channel would fit petition for a rulemaking to move the facility. And this, in turn, the commission noted, often produced objections from individuals and civic leaders in the community where the channel was originally assigned who were “in-

Where the FCC would put TV stations

NOTE: Offset designators for UHF channels are not shown in the table below but will be added in a subsequent order. The appropriate offset will be shown on any construction permit or license which may be issued prior thereto.

d Denotes educational reservation.

ALABAMA

Andalusia, 2, 13, 14
Anniston, 40
Birmingham, 6, 10, 13, 21, 22, 63, 68
Decatur, 23
Demopolis, 14
Dothan, 4, 18, 35, 41
Florence, 15, 36, 57
Gadsden, 29, 50
Huntsville, 19, 25, 31
Mobile, 2, 14, 19, 25, 31, 32
Montgomery, 12, 20, 26, 32, 38
Munford, 7, 52
Selma, 8, 43
Tuscaloosa, 33, 39, 45
Tuscaruba, 47

ALASKA

Anchorage, 2, 7, 11, 12, 13, 14, 15, 16, 35
Fairbanks, 2, 4, 7, 12, 13, 14
Juneau, 3, 8, 10
Ketchikan, 2, 4, 9
Seward, 2, 9
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Savannah, 3-9, 11, 34
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BROADCASTING, June 14, 1965
spired by civic pride or vague specula-
tion about the future" rather than by firm plans for use of the facility.

The overall objective, the commis-
sion said, is to provide an equitable
distribution of facilities among the
nation's states and communities. If im-
plemented, the plan will permit a mul-
tiple choice of services in all areas of
the country, the commission said.

Including the 658 VHF assignments,
which are not affected, the commis-
sion has now allocated a total of 1,738
assignments. The UHF assignments are
divided between 572 commercial and
508 educational channels; the VHF,
556 commercial and 102 educational
assignments.

Distribution * The commission said
that, with minor exceptions, commercial
assignments (VHF and UHF combined)
do not meet the distribution require-
ments. Assignments are based on the 
current status of the market.

"If the assignments in these markets
are taken up, it is estimated conserva-
tively that over 90% of all TV homes
should have access to three or more
television services."

The community-type stations, which
would operate on maximum power of
10 kw with an antenna limited to 300
feet, would be tailored to meet the needs
of smaller communities for both com-
mercial and educational television
serve, the commission said. Comments
are due July 20, 1965, by Aug. 5.

Channels for the stations would not be
assigned to any communities in ad-
vance. Rather, the station would be
available on application where the assign-
cent might meet minimum separa-
tion requirements.

Reserving Block * The commission
said it is proposing to reserve a block
of channels as a means of reducing
channel spacing requirements and
limiting the impact of the "taboo."

The low-power category is intended to
be used for communities where the
chance of full power stations would be
least. The block would be limited to
45 kw with a separation of 20 miles
between channels.

The separation requirements pro-
posed for community-type stations fol-
ows: co-channel with at least one
channel (e.g., assignment 73 would
have to be separated from assign-
cent 74); 20 miles; plus or minus two,
three, four and eight channels (e.g., sta-
tion 74 would have to be separated
from stations 72 and 76) 12 miles; and
plus or minus seven, 14, and 15
channels, 25 miles.

The separation requirements proposed
between community-type stations and
maximum-facility stations: plus or
minus 1 channel, 40 miles; plus or
minus 2, 3, 4, 5 and 8 channels, 20
miles; plus or minus 7 channels, 40
miles; plus or minus 14 and 15
channels, 50 miles.

The proposed rule marks a sharp
departure from commission policy
of basing TV assignment plans on maxi-
mum-facility stations. But the commis-
sion said that many existing assignments
in concentrations where there is little
chance of full-power stations of 5
megawatts will be built.

The proposal was initiated by the
commission staff, which began studying
its possibilities about a year ago. In
part, the idea was sparked by the Mid-
west Program for Airborne Television
Instruction which, in its request for six
UHF channels, had argued that many
assignments for full-power UHF sta-
tions were in small towns where they
would probably not be needed. The
idea also has precedent in the Class A
FM stations, which are low power
community stations.

Present Problems * The commission
said that present policy has led to situ-
tions in which channels assigned to
outlying areas have been leapfrogged
in toward large cities under the 15-mile
rule, which permits a licensee to move
his transmitter 15 miles without a rule-
making, and then moved in even
closer through rulemaking proceedings.

The proposed rule would prohibit that kind of activity by community-type stations. Their transmitter sites would not be permitted within 25 miles of the main post office of the principal city of an urbanized area, or within 10 miles of the urbanized area's boundary, whichever is less, restrictively.

Each community would be limited to one commercial and one educational community-type station. Any city with a post office within 10 miles of an existing community-type station would be ineligible for an assignment. There would be no ban on community-type stations in areas outside of census-defined urbanized areas even where there are regular TV assignments or authorizations.

Community stations would be permitted to serve more than one principal city only if they were able to provide a signal intensity of 80 millivolts, equal to the city-grade signal strength of a UHF station, over the main post office of the city.

The commission said it would continue to authorize UHF translators on channels 70 through 83. However, the use of those translators by broadcasters would be secondary to the use by TV broadcast stations.

**Computer's Importance**

*An important factor in the commission's decision to operate with an unsaturated table of assignments is its new computer, which permits the commission to determine much more swiftly than it otherwise would have, the possibility of one channel assignment on another. The commission said the computer can devise in 10 hours a nationwide assignment plan that two engineers, working manually, would require a year to produce.*

Originally, the commission had intended to saturate the table to prevent the "gravitation" of available assignments to large cities. When proposed as a rulemaking on Oct. 25, 1963, the table contained almost 2,000 assignments (BROADCASTING, Oct. 28, 1963). But, the commission said, the computer indicated that this precaution was unnecessary since few large metropolitan centers can accommodate any more assignments.

And in considering the addition of channels in large cities where they would fit, the commission said, it has "a tool in the electronic computer which can quickly assess the impact of such additional assignments on channel availabilities in surrounding areas."

The commission added that requests for rulemaking to add channels to the table or to add new cities should contain an engineering study showing that the channel requested was selected as having the least impact on other available assignments. The commission would be used to verify such studies.

The new table grew out of a request by the National Association of Educational Broadcasters for a substantial increase in the number of ETV channels. NAEB subsequently submitted a proposed table which it had developed with the use of a computer (BROADCASTING, Nov. 11, 1963).

**Valuable Contribution**

*The commission said the NAEB computer study "made another valuable contribution to the development of channel allocations." But the commission did not give the educators what they had requested.*

The NAEB table contained a total of 2,600 assignments, 900 of them reserved for education.

Educational assignments were not made in all communities proposed by the NAEB, and no community was granted more than two ETV assignments, as the educators had requested. In fact, the new table contains fewer ETV assignments than the table previously proposed by the commission (610 compared with 695).

However, the commission said its table provides each state with at least one statewide ETV service and assigns two ETV channels to 45 cities. Only 16 cities now have two such assignments.

The commission said it imposed a two-assignment maximum because of the availability of the new instructional fixed TV service on 2500 mc. It also said that by adopting an unsaturated table and opening the possibility of community-type stations on channels 70 to 83, the "future needs of the educational service will be better served."

The report adopting the table terminates six rulemaking proceedings concerning channel assignments. The commission rejected the assignment of channel 18 to Gaithersburg, Md.; assigned 25 to Evansville, Ind.; retained 49 in Akron and assigned 45 to Dayton, both Ohio; and assigned educational reserved channels 6 to Sacramento, 9 and 60 to San Francisco, 31 to Santa Barbara, 8 to Watseville, all California, 48 to Keene and 59 to Littleton, both New Hampshire, 18 to Atlantic City, N. J., 35 to Athens and 38 to Chattanooga, both Tennessee, and 61 to Ashland, Ky.
Live couldn't.
Scotch® Brand Video Tape did.

Kept ice cream from melting for KAKE-TV!

Video tape makes sure the ice cream always looks its most appealing on TV. Pleases the sponsor, Steffen's Dairy. Brings in the customers. And makes the commercials less expensive to produce.

Used to be at KAKE, Wichita, the ice cream dishes were set up under the lights prior to the 10 p.m. news. But began to melt before the mid-program commercial. Adding an extra man to put the ice cream in place at the last second was considered. But going to video tape proved both more convenient and less expensive.

KAKE now tapes virtually all evening commercials by local clients in advance. Less crew is needed during the evenings. The advertiser enjoys greater control over his commercials. And the commercials themselves have live picture quality without danger of an on-the-air goof.

KAKE is among more than 200 stations throughout the country that are utilizing 3M's video tape program to show advertisers that taped commercials best show their merchandise. Stations near you are now offering a variety of helpful reference materials as well as production service. Give them a call. Or write 3M Magnetic Products, Dept. MBX-65, St. Paul, Minn. 55119.
**WANT TO USE COLOR COMMERCIALS IN ROCHESTER, N.Y.**

By Fall we’ll be fully equipped to originate color slides and film.

Ask your HR Representative.

**COLOR COMMERCIALS IN ROCHESTER, N.Y.**

**CHANNEL 10**

**WHEC-TV—ROCHESTER, N.Y.**

MEMBER OF THE GANNETT GROUP

**DEADLINE EXTENDED**

The FCC last week granted a 30-day extension, to July 14, for comments on its proposed rulemaking, issued early last month, looking toward adopting new field strength (propagation) curves for the FM and TV broadcast services (BROADCASTING, May 17).

The delay was requested by the Association of Federal Communications Consulting Engineers and the Association of Maximum Service Telecasters.

Seeking an extension the day following the commission’s action was the National Association of Broadcasters, which asked that the comment deadline be advanced to Dec. 14.
Know Anyone Who Stores His TV in the Summer?

It just doesn't happen. Sure, summer audiences are unusual. With new programs and different schedules, it's only natural for viewers to develop distinct summer viewing habits. But, the audience is still there. They still watch. They still buy.

And if you want proof, take a look at the successful television advertisers who regularly combat summer slumps in product sales by buying extensive summer schedules. For an even more meaningful evaluation, measure a summer audience. An ARB Overnight Survey on almost any program in any market you choose can be scheduled on short notice . . . an inexpensive and reliable method for obtaining summer estimates — and you get the survey results the very next day!

Summer is short, so plan now to profit in the months ahead by calling your ARB representative. Buying or selling, do it with confidence this summer . . . do it with ARB telephone coincidental surveys.

AMERICAN RESEARCH BUREAU
4320 Ammendale Road, Beltsville, Md.
Sony to start delivery of home TV recorders in 8 weeks

Sony Corp. of America has entered a serious bid for the home TV tape recorder market and expects to be selling its Videocorder at a rate of a "couple of thousand a month."

The new recorder was shown in this country for the first time last week at a demonstration in New York, and, according to Sony's timetable, the machine should be ready for delivery in quantity in about eight weeks.

The machine, which includes the recording unit and a 9-inch TV receiver, is priced at $995. A walnut cabinet model with a time clock that automatically presets recording of a program while the owner is away from home sells for $1,250. A camera-microphone kit for use with the recorder also is available at $350.

The machine parts and assembly are Japanese though the walnut cabinets are made in this country along with the final assembly. Sony last November introduced a home recorder in Japan that is packaged differently—the TV set and recording unit are separated physically—but has yet to deliver them to Japanese consumers. Sony officials said that the company is timing the sale in both countries for about the same period. The Japanese version sells for about $750.

Several models were shown in operation at Sony's Fifth Avenue display center. The playback of both pictures taken by the live camera attachment and those telecast by local stations on regular channels appeared to be of acceptable quality for home viewing.

The recorder uses a revolving head in a slow-speed system. The one-inch wide tape has a speed of 7 1/2 inches per second and the recorder uses 7-inch reels for an hour of continuous recording. A 30-inch tape reel is priced at $21.95, and a one-hour tape reel at $39.95. Sony manufactures the tapes which can be erased, spliced and edited.

Sony noted that its equipment can record any picture shown on the TV screen and that a color picture will be recorded in black-and-white. "Home movies" are possible with the use of the camera kit. The recording, of course, can be played back immediately. This feature is conventional with home video recorders which are already announced or in development.

Though the two-head rotary recording system uses principles similar to those in professional machines, the Sony home recorder is not designed for in-studio use by broadcasters.

FCC fines WKLW (FM)

WKLW(FM) Grand Rapids, Mich., was notified by the FCC last week that it had incurred an apparent liability of $500 for numerous and repeated rule violations. The infractions charged by the agency include failure to employ a first-class operator, have an operator on duty at the transmitter, post an operator's license, and have daily inspection of the station's transmitting equipment.

Deadline for land mobile comments extended

The FCC has been urged to permit field tests to determine once and for all the propriety of land mobile radio services sharing both adjacent and co-channels with TV and FM broadcasting services.

The recommendations, filed June 4 in response to the commission's inquiry into the feasibility of interservice sharing of spectrum space, were submitted by AT&T, the Special Industrial Radio Service Association, and the National Committee for Utilities Radio (Broadcasting, May 17 et seq.).

The three organizations, in separately
“Miss Conway stays, the media files stay—
but get your own Standard Rates...
mine move upstairs with me!”

Upstairs, downstairs, everywhere SRDS is used
YOU ARE THERE selling by helping people buy

Another exclusive exposure opportunity for Service-Ads in SRDS

STANDARD RATE & DATA SERVICE, INC.
filed petitions, said that "only through the availability of additional spectrum space on an exclusive basis" can further advances and the elimination of frequency congestion in the land mobile services be achieved.

In a separate action, the FCC extended the comment deadline on the inquiry from June 3 to July 15.

Three stations order RCA color gear

Kaiser Broadcasting Stations has purchased from RCA more than $1 million worth of studio and transmitting equipment for both color and black-and-white transmission for its WKBS(TV) (ch. 48), Burlington, N. J., which is scheduled to go on the air Sept. 1.

Equipment includes a color mobile studio that has two transistorized live color cameras and a color TV tape recorder, also employing transistors; a 55-kw UHF transmitter and the RCA pylon-type broadcasting antenna that will be erected on a 1,100-foot tower permitting 1 million watts of effective radiated power. The equipment also includes four compact recorders, additional black-and-white studio cameras, a color film chain and a switching system as well as portable microwave systems. The station's studios are in Philadelphia.

Also last week: KFDX-TV (ch. 3) Wichita Falls, Tex., announced it had placed an order for nearly $250,000 for live studio cameras and other color equipment from RCA.

The move to make KFDX-TV 100% color will be in stages: equipping the station's two video tape recorders by August; replacing present color film and slide equipment with more modern versions, expected by November; installation of two highly advanced live studio cameras ($75,000 each) in the first quarter of 1966, and conversion of station's mobile unit to color by the fall of 1966.

WITN-TV (ch. 7) Greenville-Washington, N. C., has ordered more than $100,000 in new local color equipment from RCA. WITN-TV's present equipment is to be replaced later this year.

FINANCIAL REPORTS

Doyle Dane Bernbach

billing up 23.6%

Doyle Dane Bernbach Inc., New York, last week reported record billing of $60,729,358 in its semi-annual report for the period ended April 30. The total represented a 23.6% increase over the

billing figure for the same period last year.

Net income, the company reported, climbed 22.9%. The growth in billing was attributed to new clients, new products and increased advertising appropriations from existing clients.

For the period ended April 30:

<table>
<thead>
<tr>
<th></th>
<th>1965</th>
<th>1964</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income per share</td>
<td>$1.06</td>
<td>$0.87</td>
</tr>
<tr>
<td>Net income</td>
<td>1,066,632</td>
<td>868,095</td>
</tr>
<tr>
<td>Gross billings</td>
<td>80,729,358</td>
<td>49,117,673</td>
</tr>
</tbody>
</table>

Triangle revises Conn.

CATV financial data

New Haven TV Cable Co. submitted a new 10-year financial projection as the cross-examination phase of Connecticut Public Utility Commission's community antenna TV hearing resumed in Hartford on June 7. The firm, a wholly owned subsidiary of Triangle Publications Inc., hopes to serve the metropolitan New Haven area.

Charles A. Andrews, Triangle controller, explained the differences in the new projection as compared to one submitted earlier. He said that the primary adjustments were made in anticipated income figures, down about 30% from the original overly optimistic estimates; in the connection charge which first was to be charged as an expense but under the new plan is to be capitalized, and in the depreciation figures.

Mr. Andrews also pointed out that the new projection reflects a cost per mile of about $4,000, revised downward from the original estimate of $4,750.

John L. Collins, counsel for Community Television Systems Inc., another New Haven area applicant, challenged both the practice of capitalizing connection costs and the $4,000 per mile construction figure.

Color TV will set

new records for Zenith

Even though the sales and earnings records of Zenith Radio Corp. have been beaten repeatedly each year now for several years, they will tumble once again for 1965 thanks in large part to the success of color TV, Zenith President Joseph S. Wright told the Investment Analysts Society of Chicago last week. He predicted records once again for the year's second quarter and the first six months.

Mr. Wright said Zenith expects to sell a combined total of 2 million color and monochrome TV sets this year and make another "all-time record for any company in our business." The industry as a whole will sell 2.25 million color sets in 1965, he estimated, providing the color tube shortage isn't too severe.

H&B American's income

up but profit slips

H&B American Corp. said last week that revenue increased $591,728 or 17% during the first nine months of fiscal 1965 ending April 30. Harold R. Sugerman, vice president of finance and treasurer of the community antenna television operator, said that net income was down $58,610 from the same period last year. He added that depreciation, amortization and interest principally on the long term debt rose by $210,841.

For the first nine months ended April 30:

<table>
<thead>
<tr>
<th></th>
<th>1965</th>
<th>1964</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share</td>
<td>$0.06</td>
<td>$0.09</td>
</tr>
<tr>
<td>Revenue</td>
<td>4,310,000</td>
<td>3,544,322</td>
</tr>
<tr>
<td>Net income</td>
<td>167,683*</td>
<td>257,935</td>
</tr>
<tr>
<td>Shares outstanding</td>
<td>2,582,192</td>
<td>2,582,192</td>
</tr>
</tbody>
</table>

*No provision for federal income taxes required because of operating loss carried forward.
BROADCAST ADVERTISING

James E. Kleid, VP, member of account team, named VP, management supervisor on Liggett & Myers Tobacco Co. account at J. Walter Thompson, New York.

Don Forbes, producer-director for Benton & Bowles, Los Angeles, named west coast director of TV programing for Gardner Advertising Co., Los Angeles.

Wynn Cannon, VP and co-owner of Feltis, Dove, Cannon Inc., Seattle advertising agency, named assistant general sales manager of KIRO-TV, that city. Mr. Cannon had previously been co-owner and commercial manager of KUEN Wenatchee, Wash., until joining agency in 1960.


Eric Johnson, with WATT-TV Atlanta, for seven years, named account executive at WSB-AM-FM, that city. It was erroneously reported that Mr. Johnson joined WSB-TV (Broadcasting, June 7).

Vera Brennan, formerly in broadcast media department at Sullivan, Stauffer, Colwell & Bayles, New York, named media buyer at Doyle Dane Bernbach, same city.

Pat Moekle, with Fuller & Smith & Ross, Los Angeles, joins Guild Bascom & Bonfigli Inc., that city, as account executive. Mrs. Ronnie Schuler, television production traffic and network coordinator at Young & Rubicam, Los Angeles, joins GB&B as traffic manager and office administrator. Selwyn Tober, former director of Tennessee Ernie Ford Show, named broadcast commercial producer at GB&B, Los Angeles.

C. William Watts, member of sales staff of WSAZ-TV Huntington, W. Va., named manager of station's newly opened sales office in Columbus, Ohio.

Gene Duckwall, VP, Foote, Cone & Belding, Los Angeles, named VP in charge of western office of American Association of Advertising Agencies, Beverly Hills, Calif., effective July 1. He replaces Thomas V. Mahlman, assistant VP, who resigned May 15 to join Corporate Communications Co., Los Angeles, as account executive (Broadcasting, May 19).

Bob Sande, head of his own commercial production firm, Robert Sande Inc., has joined Hixson & Jorgensen, Los Angeles, in newly created post of executive broadcast producer.


Charles H. Geoffroy, Edward B. Gellert and Roby Harrington III, account supervisors, have been named VPs of Young & Rubicam, New York.

Del Nodine joins Rose-Magwood Productions of California as commercial producer.

Tom Maples, sales representative at KWY-TV Cleveland, named to similar post at KPIX(TV) San Francisco.

Prem Kapur, assistant sales manager of special projects at H-R Television Inc., New York, named assistant sales manager of eastern stations, that city.

Barbara King Van Horn, formerly sales presentation writer at ABC-TV New York, named sales promotion specialist at WRUL New York, international short wave broadcasting station.

R. D. Aikins, formerly with Foote, Cone & Belding, joins Clinton E. Frank Inc., Chicago, as copywriter and client contact.

Jerome Lansner, senior editor in New York and Washington offices of National Association of Broadcasters Code Authority, named manager of Washington office of TV code. T. Norman Trevett, on TV code monitoring staff, named supervisor of monitoring. Mr. Lansner joined code in April 1963 after three years as commercial and program editor in broadcast standards department of NBC. Mr. Trevett joined monitoring staff in October 1963.

Ernest R. Ham Jr., account executive, Kenyon & Eckhardt, New York, named account executive, Chirurg & Cairns, New York.

ROHN TOWERS

"STAND UP" to Hurricane Hilda!

A series of ROHN micro-wave towers, used on Shell Oil Company offshore platforms near the Louisiana coast, took on the full fury of "Hurricane Hilda" and withstood the test!

Designed for 50 pound windload per square foot, these towers stood up to winds known to have been well in excess of this.

For towers proved in design, engineering and construction, specify ROHN. Complete tower, lighting kit, microwave reflector, and tower accessory catalogs and specifications available on request. Representatives world-wide.

Write — Phone — Wire for Prompt Service

ROHN Manufacturing Co.
Box 2000, Peoria, Illinois
Phone 309-637-8416 — TWX 309-497-1488

"World’s Largest EXCLUSIVE Manufacturer of Towers; designers, engineers and installers of complete communication tower systems."
Johnson (Puerto Rico) Inc., and Louisville, Ky., named Boston. William
promotion department
N. Y.
region and
John
mer
Times; 2nd
visor
York, named VP and account super-
work at
Vladimir, Norman, Craig
Mead
Tangdelius has been president and Mr.
post
he will coordinate me-
data operations of agency's New York
and St. Louis offices. Earl B. Hotze
continues as media director of Gardner at
St. Louis. Don Forbes, for 10 years
producer-director with Hollywood office
of Benton & Bowles, joins Gardener's
Hollywood office as program director.

Cameron A. Higgins, account exec-
utive, elected VP and named to new post
of data processing coordinator at Ted

Rudolph Maffei,
media director in New York
office of Gard-
ner Advertising since January 1964,
promoted to VP for me-
dia there. In new post
he will coordinate me-
dia operations of
agency's New York
and St. Louis offices.

New Chicago agency
Formation of Erwin Wasey-Chicago
Inc., new four-person
Midwest creative, problem-solving
agency group similar to Interpub-
lic's Jack Tinker and Partners in
New York, was announced last
week (see page 39). Company will
comprise Carl Shem, executive
VP in charge, and Tom Gorey,
June Colbert and William Roach,
VP's. Jack McComb was named
office manager in charge of
administration.

Mr. Shem
Mr. Gorey
Miss Colbert
Mr. Roach

Mr. Maffei

Mr. Kuffel
Mr. Arend

Thomas E. Arend, director of
commercial production, and Wilton C. Kuf-
fel, director of research in San Francis-
co office of Foote, Cone & Belding,
named VP's.

Peter Geer, executive VP, elected
president of Geer, DuBois & Co., New
York agency, succeeding Solon Geer,
named chairman of board.

William H. Buckman, account exec-
utive at Earl Ludgin & Co., Chicago,
named account executive at Young &
Rubicam, that city.

Boston. William F. Burnham, produc-
tion manager, Zimmer-McClaskey-Lewis,
Louisville, Ky., named production man-
ger, C&C Hartford, Conn.

Jan Tandelius and John Kemper
become VP's of Geyer, Morey & Bal-
lard, Chicago, with merger of Fulton,
Mortissey Co., there, with Geyer. Mr.
Tandelius has been president and Mr.
Kemper was VP of Fulton whose
accounts and staff move to Geyer office
at 645 North Michigan.

William Ogilvie, president, Mead
Johnston (Puerto Rico) Inc., and general
manager for Caribbean area of
Mead Johnston International, named general
manager and executive VP of
Vladimir, Norman, Craig & Kummel
Inc., Puerto Rico. He succeeds Andrew
N. Vladimir, VP and stockholder of
parent firm, who takes international supervisory post at Norman, Craig & Kummel

Walter C. McGovern, in creative and
contact work at Fuller & Smith & Ross
and Hockaday Associates, both New
York, named VP and account supervisor at The Zakin Co., that city.

Wesley C. Cameron, advertising man-
ger, Ingram Paper Co., elected presi-
dent of Advertising Club of Los An-
geles for 1965-66. Other officers: 1st
VP, Vance Stickwell, Los Angeles
Times; 2nd VP, Lionel Ormsby, Ham-
mer & Ormsby Advertising; treasurer,
Emerson M. Johnson, Bank of America,
and secretary, Nancy Fritz, MacManus,
John & Adams.

Gerald E. Eggert, marketing manager,
Holmes and Harver, Los Angeles en-
gineering and construction firm, joins Hal
Stebbins Inc., Los Angeles, as account
supervisor.

James Leiker, writer-producer at An-
derson-McConnell Advertising Agency,
Los Angeles, joins Hollywood office of
BBDO as commercial producer and pro-
gram supervisor.

Walter L. Olsen, director of marketing
for Pharmedica Laboratories Division of
Johnson & Johnson, New Brunswick, N. J.,
named director of ad-
vertising and sales pro-
motion operations for
corporate advertising
division of Xerox Corp., Rochester,
N. Y. Thomas L. Saffen and William N. Hesketh
named managers of sales
promotion department and advertising
services department respectively.

Bernie Baker and John Stewart, both
formerly with Jam Handy Organization,
Detroit, open their own TV-radio and
film commercial packaging firm in Chi-
icago at 156 E. Superior; phone: DE 7-
1015.

Mr. Olsen

96 (FATES & FORTUNES)

Warren B. Beadow, salesman, WBBM-
tv Chicago, named radio sales manager,
Adam Young Inc., Chicago. Cornelius
Kennedy, salesman with Continental
Broadcasting, New York, joins Adam
Young's New York sales staff. Robert L.
Young, account executive, Kfat Ber-
keley, Calif., joins TV sales staff, Adam
Young, San Francisco.

Donald M. Smith Jr., marketing con-
sultant, named VP in planning division,
McCann-Erickson, New York.

James Russell, VP in charge of mar-
keting for Bernard M. Kahn Manage-
ment Consultant Co., named merchandising
director and account supervisor for
Bauer-Tripp-Foley Inc., Philadelphia
advertising and public relations firm.

Donald A. Schindel, controller-treas-
urer and a director at Pride Papers-Aaronson Bros., wholesaler and con-
verter of papers, named to accounting
department at Peters, Griffin, Wood-
ward, New York.

Nadeen Peterson, VP and group cre-
director at Tatham-Laird Inc., New
York, named copy supervisor for new
line of Clairol cosmetics at Foote, Cone
& Belding, that city.

Walter W. Dorrell Jr., account execu-
tive for Blair Television in St. Louis
and Boston, named to similar post at

Frank Havore, promotion manager at
KFWS Los Angeles, named account exec-
tive at Harvey Pool Advertising, that
city.

Robert Poller, sales manager of WALT
Tampa, Fla., named commercial man-
ger of WSHP Miami.

Bob Boud, commercial film producer
for Wilding-Feddersen Inc., Hollywood,
named VP and manager of newly
opened New York office of WFI.
Joe Franzgrote, account executive at WTVO TV Rockford, III., named sales manager of WCVE TV Freeport-Rockford.


Jerry Samuelsohn, radio-TV producer at Wermen & Schorr, New York, named senior producer of radio-TV at Daniel & Charles Inc., that city.

Fred Grebstadt, with Detroit office of J. Walter Thompson, joins CBS Radio Spot Sales as account executive there.

Charles N. Blakemore, VP and assistant creative director at Compton Advertising, New York, named creative director.

Milton K. Harkrader Jr., product manager for Code 10 hair tonic at Colgate-Palmolive Co., New York, and Peter R. Watts, account representative at J. Walter Thompson, New York, named account executives at Foote, Cone & Belding for General Foods and Menley & James accounts, respectively.

Joseph L. Tully, director of radio-TV for John C. Dowd Inc., Boston, named VP and account executive at Hicks Greist & O'Brien Inc., that city.

Jerry Velona, eastern sales manager of KBLA Burbank, Calif., promoted to general sales manager.

MEDIA

William A. Musser, assistant to VP, Susquehanna Broadcasting Co. (WSBA-AM-FM-TV York, Pa.), named general manager of WOBF Freeport, N. Y. Aaron L. Ospow, sales manager, WPAC-AM-FM Patchogue, N. Y., named local sales manager at WOCB and Murray C. Evans, formerly sales manager, named assistant general manager, WOBF.

Ed Sheppard, program manager of WSIX TV Nashville, named general manager of WWCM, that city.

William Lynch, with ABC Sports, named assistant general manager of WLVT TV (Cincinnati.

Hugh E. Johnston, general sales manager of WLUR TV Green Bay, Wis., named station manager of WOUZ, that city.

Robert H. Huston, director of public relations and advertising, Ameco Phoenix-based community antenna television manufacturer and franchise owner, has resigned to become director of corporate relations of Cox Broadcasting Corp. at Atlanta headquarters. Appointments are at corporate level of diversified Cox operations, including broadcasting, CATV operations and microwave systems.

Vicor C. Diehm, president and general manager, wazl Hazelton, Pa., re-elected to ninth one-year term as chairman of Mutual Affiliates Advisory Council. Ed Breen, president, KYFD Fort Dodge, Iowa. elected vice chairman; Keith Munger, president and general manager, KCOK Tulare, Calif., secretary, and William A. Lee, president, WCFI Chicago, treasurer.


Al Laval, manager of KXEL-AM-FM Waterloo, Iowa, named VP of KXEL Broadcasting Co.

Charles Drew, with National Association of Broadcasters' station relations staff since October 1962, resigns as field representative in Southeast. His future plans have not been announced.

Raymond J. Cheney, sales manager of WSNY Schenectady, N. Y., named VP and general manager of WALE Fall River, Mass., succeeding Milton E. Miller, former president and general manager, recalled to U. S. Air Force.

Sheldon P. Siegel, station manager of KAES TV Phoenix noncommercial, named general manager of WLVT TV (Allenstown, Pa.), noncommercial.

Charles J. Carr, with accounting firm of Lybrand, Ross Bros. & Montgomery, Boston, named assistant to controller of WNBC AM TV, that city. Bernhard Axner, plant manager of Holton Products in Stamford, Conn., named personnel and office administrator of WNBC AM TV.

PROGRAMING

Rege Cordic, for past 11 years morning man at KOKA Pittsburgh and whose promotions and zany stunts have attracted national attention, is to be morning man at KNX Los Angeles. He will succeed Bob Crane, who relinquishes post after eight years at KNX.

FREE GATES CATALOG!

New 224-page hard-bound catalog covers Gates advanced SSB and communication transmitters recently introduced to the world market. Write today on your company letterhead.
WSBT stations make personnel changes

Arthur O'Neil, general manager of WSBT-AM-TV South Bend, Ind., promoted to newly created position of electronic media assistant to Franklin D. Schurz, president of stations' parent firm, South Bend Tribune. Mr. O'Neil will concentrate on group's entry into field. Warren G. Wheeler Jr., becomes acting general manager of WSBT stations in addition to present duties as Tribune general manager. Wilbur Darch, WSBT commercial sales manager, becomes assistant general manager of stations. Jerome Bleck was named national sales manager for radio-TV while Robert McDermott becomes regional sales manager and James Freeman becomes local commercial manager. Norbert (Skip) Gassen-smith, promotion manager, was named program director, replacing Walter A. Switzer who becomes public services director. Justin R. Meacham, production director, succeeds Mr. Gassen-smith as promotion manager. Other WSBT station appointments: Roland A. Kelly, news director, and Joe Pate, sports director. Mr. Kelly succeeds Robert W. Hoyt who joins WISN Indianapolis and Mr. Pate replaces Donald L. Criqui who joins WCBS-TV New York.

George Logan, farm service director at WLW Cincinnati, named farm director at WBBM-AM-FM-TV Topeka, Kan., replacing Wilbur Levering, named assistant VP for agricultural services at Merchants National Bank of Topeka. Charles Ross, associate farm director of WSBT stations, named manager of news, farm and sports information.

Carl Miller, with Seven Arts Associated, named western division manager. Warner Bros. TV division, San Francisco. He succeeds William P. Andrews, resigned.

Phil Conway, eastern division manager, ABC Films, New York, joins sales department MCA-TV Ltd., Cleveland, to work in sales area from Detroit to Albany, N. Y.

S. Charles Snyder, floor director and producer-director at KUSP-TV Seattle, named program operations manager.

Hal March and Howard Duff, radio-TV actors, named alternating directors of Camp Runamuck, now in production for NBC-TV's fall season.

Joe Wilson, announcer for Championship Bowling, named sports director for WFLD(TV) Chicago, scheduled to go on air in late summer or early fall.

Ralph Phillips, program director of WBFR Baltimore, named to similar post at WBAL, that city.

John T. Dugan has been signed by NBC productions to write pilot script for new TV series about West in post-Civil War era.

Bob Kaufman is developing comedy series, Officer, You Dropped Your Purse, for Jay Ward Productions, planned for 1966-67 season.

Ben Bard, actor, drama coach and head of drama speech studio in Beverly Hills, Calif., has formed Bar-Mer-Mar Productions, to produce TV series, These—Our Heroes.

Gerard J. Kelly Jr., field representative in broadcast division of Associated Press, named assistant to VP for domestic syndication at ABC Films, New York.

Paul Pearson, manager of station clearance for ABC Radio, named regional manager of station relations.

Gerald Sommer, member of station clearance department, replaces Mr. Pearson. Both will have offices in New York.

Charles R. Allen, operations manager for KASE(TV) Phoenix, noncommercial, named program director and executive producer at WLTV-TV Allentown, Pa., noncommercial, not yet on air.

Yvonne Daniels, former late night disk jockey on WYAY Chicago (now WNUC), joins WCFL there as post-midnight personality.


Art Simmons, announcer-newscaster at WTVL Waterville, Me., named announcer and continuity director at WEMJ Laconia, N. H.

Chuck Barris, director of daytime programming for ABC-TV's western division, has formed Chuck Barris Productions to create, develop and package TV properties both for network and syndication. CBP is at 9507 Santa Monica Boulevard, Beverly Hills, Calif. Telephone: Crestview 4-6705.

Pam Polifroni, in charge of casting live shows and pilot films at ABC-TV Hollywood, appointed associate casting director at CBS-TV Studio Center, Hollywood.

Joe D'Agosta, casting director formerly with CBS-TV and MGM-TV,
joins MGM-TV as casting director for *Voyage to the Bottom of the Sea*, which in fall begins its second season on ABC-TV, and *Lost in Space*, premiering on CBS-TV. Irwin Allen, executive producer of both series, has also named George Swink as post-production supervisor of *Lost in Space*, in addition to continuing in same capacity for *Voyage*.

Mel Stuart, producer-director of *The Making of the President 1964* for Wolper Productions and Xerox Corp., named executive producer of WP's 3M *Specials*, series of hour contemporary documentaries to be shown on ABC-TV.

**NEWS**

Thomas R. Curran, VP of United Press International since 1946, named assistant general manager. Mr. Curran, manager for Europe, Mideast and Africa, for last nine years, with offices in London, will remain there. Roderick W. Beaton, VP and general business manager, succeeds Mr. Curran. Frank Tremaine, VP and manager of UPI Newspictures and UPI Newsfilm Inc., succeeds Mr. Beaton as business manager. Cliff McDowell, Pacific Coast division Newspictures manager, succeeds Mr. Tremaine as general manager of UPI Newspictures.


Allen Stout, news and sports announcer for 12 years at WLB Cincinnati, named to news staff of WCKY, that city.

David H. Vance, with sports staff of Louisville (Ky.) Herald, joins Louisville bureau of Associated Press.

George Zuckerhas, with Indiana bureau of Associated Press, Indianapolis, named broadcast editor of that bureau, succeeding Jim Polk, who moves to Milwaukee bureau as writer.

Ken Beckley, chief news editor at WTHI-TV Terre Haute, Ind., named reporter-editor at WLOS-TV Asheville, N. C.-Greenville-Spartanburg, S. C.


Ed Silverman, assistant director of basic news for ABC-TV named director of news and special events for WABC-TV New York. Mr. Silverman replaces David Sheffrin, who said he resigned because of "differences with station management" over the concept of coverage of television news.

**EQUIPMENT & ENGINEERING**


Richard McKenney, engineer at KYW-TV Cleveland, named technical operations supervisor at station, succeeding Robert Fields, who becomes technical supervisor for *The Mike Douglas Show*.

Jerry A. Richards, chief engineer at WGET-TV Toledo, Ohio, noncommercial, named to similar post at WVLTV(TV) Allentown, Pa., noncommercial.

Cy Harley, chief engineer and operations manager of KARK Sherman, Tex., joins KMSC Houston.

Howard C. Gronberg, with engineering staff of NBC-TV, named manager of network transmission.

Harold E. (Bill) Rosson, supervisor of new construction at Studio Center, Hollywood, for CBS-TV, named plant manager of CBS Studio Center.


**ALLIED FIELDS**

Henry B. Plitt, president of ABC Films, New York, succeeds David B. Wallerstein as president of Balaban & Katz Corp., Chicago, motion picture

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21 West 50th, Kansas City, Mo.

New York, 15th & San Francisco, 220 Montgomery

Chicago, 719 W. Jackson, Atlanta, 20 Peachtree, N. Y.
theater subsidiary of American Broadcasting-Paramount Theaters. Mr. Plitt's appointment becomes effective with Mr. Wallerstein's retirement in January 1966. Mr. Wallerstein joined B&K in 1926 and was named president in 1957. Mr. Plitt continues as president of ABC Films until successor is named.

Annette E. Hutterly, chief of FCC's minutes and rules division since 1951 and government employee for more than 44 years, retired June 4. Mrs. Hutterly, 68, joined Federal Radio Commission (predecessor of FCC) in 1927 as secretary to late commissioner and chairman, Judge Eugene O. Sykes. Mrs. Hutterly is succeeded temporarily by George Boerckel, also of minutes and rules division.

FANFARE

Martin A. Grove, with WMCA New York, as public relations writer since 1962, named manager of public relations for The Straus Broadcasting Group (WMCA; WALT Middletown, N. Y., and Radio Press International).

Harold Dunn Jr., promotion director at WGSU-AM-FM Bethesda, Md.-Washington, named to similar position at KLZ Denver.

David Gordon, director of public relations for WNEW-TV New York, named director of public relations for United Artists TV, that city.


Stan Pakula, public affairs director, WHLI Hempstead, N. Y., resigns June 28 to become relations director of Oyster Bay town board.

INTERNATIONAL

Allan Waters, Vancouver lawyer, named president of CJOR Vancouver, B. C., succeeding Mrs. Marie Chandler, who has sold majority interest in station which her late husband, George Chandler, founded in 1926. She now owns 49% of outstanding shares, having sold 5% to Mr. Williams. Alex Young, recently hired news director, elected to board of directors of CJOR Ltd., owners of station.

Reuben Hamm, with CHFM-FM Calgary, Alberta, named sales manager of CJOR, that city.

Frederick Sorrell, account executive at Western Ontario Broadcasters, Toronto, named sales executive for new RKO General National Sales office in that city.

Barry Nicholls, formerly account executive at Cockfield, Brown, Toronto, named manager of promotion and sales development at CTV Television Network, that city.

Patrick Kearns, executive at Coleman, Prentis & Varley, Bridgeport, Barbados, West Indies, named manager of new branch office of Lindo, Norman, Craig & Kummel (Trinidad) serving clients throughout West Indies.

DEATHS

James Lamb Free, 59, founder of Free & Peters Inc., Chicago, which represented radio stations and is now Peters, Griffin, Woodward, New York, died June 8 in hospital in Santa Barbara, Calif. Mr. Free was realtor-developer. He retired from real estate business in 1946 and moved to California. Mr. Free formed Free & Steininger, predecessor of Free & Peters, with Cliff Steininger on May 15, 1932. He is survived by his wife former Julia Scarlett of Kansas City, two sons and daughter.

Gordon Alderman, 49, director of programing, news and public affairs at WHEN-TV Syracuse, N. Y., died June 7 following heart attack while attending meeting in Washington.

Merrill F. Sproul Jr., 33, executive VP of Thomas & Sproul, New York commercial producer, died in automobile accident near Bedford, N. Y., June 5. He is survived by his wife, Gloria, son and two daughters.

Theophilis A. Nickles, 55, engineer at WOR New York, died June 6, following heart attack while at work. Mr. Nickles joined station in 1947. He is survived by his wife, Meta, and his brother.

Ben Feiner Jr., 60, producer of Winston Churchill—the Valiant Years and F. D. R. for ABC-TV, and VP of Lynn Farnol Group Inc., New York public relations firm, died June 7 following heart attack. Mr. Feiner was signed by CBS in 1947 as television producer and sent to Hollywood. After stints with MGM, there, he returned to CBS as executive producer. Later he worked for 20th Century-Fox TV and Screen Gems. He is survived by his wife, Wilhelmina, two daughters and his sister.

Jall television Corp. Granted CP for new TV on UHF channel 50 (566-572 mc); ERP 280 kw vis., 50 kw aud. Ant. height above average terrain 250 feet. P.O. address 1005 Florida Title building, Jacksonvile. Estimated construction cost $118,000; first year operating cost $300,000; revenue $360,000. Studio and trans. located both Jacksonvile, Geographic coordinates 30° 12' 20" north latitude, 81° 47' west longitude. Type trans. RCA TTU-IA, type ant. RCA TFP-60. The W. Welch and Morgan, consulting engineer George C. Davis, both Washington. Principals: Scott P. Peck (28%). Alvin Leitman (13.35%), Henry Kramer, David A. Watts, H. George Carllson, Norman F. Freeman and Gilbert C. Palmer (each 13.33%). Principals have various nonbroadcast business interests in Jacksonville and vicinity. Action June 6.

West Lebanon, N. H. Upper Valley Telecasting Inc. Granted CP for new TV on UHF channel 4 (880-886 mc); ERP 245 kw vis., 55 kw aud. Ant. height above average terrain 225 feet, above ground 189 feet. P.O. address 14 Main Street, Lebanon. Estimated construction cost $59,000; first year operating cost $14,000; revenue $18,000. Studio and trans. located both West Lebanon, Geographic coordinates 42° 42' 14" north latitude, 72° 10' 5" west longitude. Type trans. GE TT-44, type ant. RCA TFP-60. The W. Welch and Morgan, consulting engineer George C. Davis, both Washington. Principals: Joseph M. Johnson and Irving A. Bernstein (each 5%). Principals: through Jall Broadcasting Co. are applicants for channel 26 in San Francisco, and through Marbro Broadcasting Co., are applicants for channel 16 in San Diego, Calif. Action May 26.

Broadcasting, June 14, 1965

ETV fund grants

Following grants for educational television have been announced by Department of Health, Education and Welfare.

- Tacoma, Wash.—Tacoma School District No. 16, $10,434 to expand facilities of KTTP-TV Tacoma: total project cost $147,246.
- Pullman, Wash.—Washington State University, $86,253 to expand facilities of KWSC-TV Pullman: total project cost $429,841.
- Lincoln, Neb.—Nebraska Educational Television Authority, $109,000 to activate channel 16 in Omaha: total project cost $215,049.
- Mayville, Ky.—Standard Tobacco Co. Granted CP for new FM on 93.9 mc. channel 445, 3 kw. Ant. height above average terrain 211 feet. P.O. address Radio Station WPTM Mayville. Estimated construction cost $13,871; first year operating cost $5,000; revenue $7,000. Principals: Charles P. Clarke and James M. Finley (89%), and Charles S. Hensley (10%). Standard Tobacco Co. is licensee of WPTM.
- La Place, La.—222 Corp. Granted CP for new FM on 89.9 mc. channel 114, 1 kw. Ant. height above average terrain 316 feet. P.O. address c/o Sidney J. Levet, Drawer B, Garyville, La. Estimated construction cost $51,312; first year operating cost $46,000; revenue $60,000. Principals: J. J. Levet II, Loren M. Levet, Lester J. Millet Jr., Judy M. Millet, Michael R. Monsea and Nancy B. Monsea (each 16.6%). Mr. Levet is engineer employed by E. lo Du Pont, Mr. Millet is engineer employed by Monsea Amusment Co. Action June 4.
- Pontotoc, Miss.—Pontotoc Broadcasting Co. Granted CP for new FM on 96.7 mc. channel 364A, 3 kw. Ant. height above average terrain 300 feet. P.O. address Box 240, Pontotoc, Miss. Estimated construction cost $12,297; first year operating cost $8,000; revenue $10,000. Principals: Lee H. Thompson (55%) and W. S. Bridges (45%). Pontotoc Broadcasting owns WSEL Pontotoc. Action June 7.

Existing TV stations

New FM stations

Action by FCC


Richland Center, Wis.—Richland Broadcasting Corp. Granted CP for new FM on 100.7 mc. channel 811, 2 kw. Ant. height above average terrain 411 feet. P.O. address 2112 Bohman Drive, Richland Center. Estimated construction cost $16,180; first year operating cost $1,000. Principals: Hala D. Peebles (100%). Richland Broadcasting is licensee of WRCO Richland Center. Action June 7.

Existing FM stations

New call letters assigned

- WCNH-FM Quincy, Fla.—Big Bend Broadcasting Corp.
- WNDY-FM Crawfordsville, Ind.—Wabash College Radio Inc. Changed from WBB(FM).
- KWJS-FM Newton, Iowa—Charles L. and Mildred B. Hamilton.
- WMKY-FM Morehead, Ky.—Morehead State University.
- KGLS-FM Buffalo, Mo.—School District No. 1 Dallas county.
- WEHI Emira, N. Y.—Elmira Heights Educ-Central Co.
- WFSC-FM Franklin, N. C.—Radio Station WFSC Inc.
- WQ-FM Logan, Ohio—Logan Broadcasting Co.
- WOYE-FM Mayaguez, P. R.—Ultra High Fidelity Corp.

Ownership changes

Actions by FCC

KLOC Ceres, and KLOC-TV Modesto, both California—Granted assignment of license from Bertolli Pierce and Chester Smith to Redstone Broadcasting Co., to KLOC Broadcasting Inc., owned by Meser, Smith and Pierce. No financial consideration. Contingent on grant of above procedure, transfer of control will be sought of licensee corporation, KLOC Broadcasting Inc., from Meser and Pierce (each 50% before) to Mr. Smith (51% after) and Mr. Pierce (49% after). Action June 7.


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- $5.80 52 issues and '65 Yearbook $13.50
- $5.00 '65 Yearbook

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Company

Business

Home

City

State

Zip

Payment enclosed

Bill me
A.

**WAPA-TV**

Lake City, and WAPA-TV San Juan, P. R.

WAPA-TV Broadcasting Corp., licensee of WAPA-TV owns 35% interest in Western Broadcasting Corp., licensee of WOLK-TV Aguadilla, P. R. Action June 2.

**WCMB-AM-FM**

Brundwick, M. - Granted acquisition of negative control of licensee corporation. Central Maine Broadcasting System Inc., owned by Robert E. St. Martin (50% before, 50% after) and Marrilou L. Goulet (33% before, 50% after) through sale of stock by John J. Pinae and Gerald R. Pinae (each 20%) before, 50% after) to licensee corporation. Consideration $8,000. Action June 4.

**WRLM(FM)**

Richardson, E. - Granted assignment of license of phone company to Carpenter Corp., licensee of WRLM(FM). Action June 3.

**WFMO**

Trayer, L. - Granted assignment of license of WMO to房地产 (3%) after) through sale of stock to John J. Pinae and Gerald R. Pinae (each 20%) before, 50% after) to licensee corporation. Consideration $8,000. Action June 4.

**WEKZ-FM**

Bennett, R. - Granted assignment of license of WEKZ-FM to Robert B. Baker (12.5%), after) through acquisition of stock owned by Robert B. Baker (12.5%) after) by WEKZ-FM. Action June 3.

**BROADCAST ELECTRONICS, INC.**

recharges overnight from standard Cartridge Unit 2. Action June 3.

**WFMO**

Trayer, L. - Granted assignment of license of WMO to房地产 (3%) after) through sale of stock to John J. Pinae and Gerald R. Pinae (each 20%) before, 50% after) to licensee corporation. Consideration $8,000. Action June 4.

**WRLM(FM)**

Richardson, E. - Granted assignment of license of phone company to Carpenter Corp., licensee of WRLM(FM). Action June 3.

**WPMR-AM**

Bennett, R. - Granted assignment of license of WMO to房地产 (3%) after) through acquisition of stock owned by Robert B. Baker (12.5%) after) by WEKZ-FM. Action June 3.

**BROADCAST ELECTRONICS, INC.**

recharges overnight from standard Cartridge Unit 2. Action June 3.
SUMMARY OF COMMERCIAL BROADCASTING

Compiled by BROADCASTING, June 9

<table>
<thead>
<tr>
<th>Lic.</th>
<th>ON AIR</th>
<th>NOT ON AIR</th>
<th>TOTAL APPLICATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>AM</td>
<td>4,037</td>
<td>31</td>
<td>4,068</td>
</tr>
<tr>
<td>FM</td>
<td>1,315</td>
<td>22</td>
<td>1,337</td>
</tr>
<tr>
<td>TV</td>
<td>1,551</td>
<td>42</td>
<td>1,593</td>
</tr>
</tbody>
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AUTHORIZED TELEVISION STATIONS

Compiled by BROADCASTING, June 9

<table>
<thead>
<tr>
<th>VHF</th>
<th>UHF</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial</td>
<td>509</td>
<td>56</td>
</tr>
<tr>
<td>Noncommercial</td>
<td>56</td>
<td>56</td>
</tr>
</tbody>
</table>

COMMERCIAL STATION BOXSCORE

Compiled by FCC, March 31, 1965

<table>
<thead>
<tr>
<th>AM</th>
<th>FM</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Licensed (all on air)</td>
<td>3,984</td>
<td>1,251</td>
</tr>
<tr>
<td>CP's on air (new stations)</td>
<td>34</td>
<td>77</td>
</tr>
<tr>
<td>CP's not on air (new stations)</td>
<td>70</td>
<td>208</td>
</tr>
<tr>
<td>Total authorized stations</td>
<td>4,014</td>
<td>1,332</td>
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<tr>
<td>Applications for new stations (not in hearing)</td>
<td>192</td>
<td>187</td>
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<tr>
<td>Applications for new stations (in hearing)</td>
<td>78</td>
<td>47</td>
</tr>
<tr>
<td>Total applications for new stations</td>
<td>270</td>
<td>234</td>
</tr>
<tr>
<td>Applications for major changes (not in hearing)</td>
<td>209</td>
<td>24</td>
</tr>
<tr>
<td>Applications for major changes (in hearing)</td>
<td>31</td>
<td>10</td>
</tr>
<tr>
<td>Total applications for major changes</td>
<td>239</td>
<td>34</td>
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<tr>
<td>Licenses granted</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Licenses denied</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>CP's deleted</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

1. Does not include seven licensed stations off air.
2. Includes three noncommercial stations operating on commercial channels.

missed and station deleted at licensee's request; also denied Southington's petition for extension of time to oppose WMMX petition. Commissioner Cox dissesed. Action June 2.

Routine roundup

ACTIONS BY REVIEW BOARD

- Granted petition by Broadcast Bureau to extend time to June 28 to file responsive pleadings to motion by Midwest Television Inc. to modify issue in proceeding on application for new UHF-TV on channel 26 in Springfield, Ill. Action June 15.
- Granted motion by WHO Radio Inc. (WHO), Orofa, Iowa, to extend time to June 28 to file opposition to petition by Clarke Broadcasting Corp. to enlarge issue as to application of WHO for renewal of license. Action June 9.
- By memorandum opinion and order in proceeding on applications of Nebraska Rural Radio Association (KRVN), Lexington, and Town & Farm Inc. (KMMJ), Grand Island, both in Nebraska, in Docket 18613-2, granted in part petition by KRVN and enlarged issues to include contingent comparable issue to determine, in event that choice between applicants is not made on consideration relating to section 207(b), (a) background and experience of each having bearing on applicants' ability to own and operate proposed station; (b) proposals of each applicant with respect to management and operation of station; and (c) programming services proposed by applicants. Member Nelson would same time to petitioners. Action June 8.
- By memorandum opinion and order in proceeding on AM applications of Copper County Broadcasting Co. (WMPL), Hancock, and Upper Michigan Broadcasting Co. (WHDF), Houghton, Mich. denied timely filed petition by Copper County to enlarge issue as to application of Upper Michigan, Member Berkemeyer not participating. Action June 7.
- Granted petition by Vaughn-Hanssen Co., Melbourne, Fla., and Cape Charles Broadcasting Inc., East Galilee, Fla., to extend time to June 18 to file replies to Broadcast Bureau's opposition to joint petition for approval of merger and for other relief in proceeding on AM applications. Action June 7.
- Members Berkemeyer, Nelson and Pincock, adopted decision granting application of Central Broadcasting Co. to increase daytime power of WCGC, Belmont, N.C., to 1250. WA-W, from 1 kw. to 3 kw., continued nighttime operation with 500 w. condition include no pre-sunrise operation with daytime facilities pending decision in Dec. 14119. May 11, 1964, initial decision looking toward denial denied. Action June 3.
- By memorandum opinion and order granted joint petition by United Artists Broadcasting Inc. and Ohio Radio Inc., applicants for new TV on channel 31 in Lorain, Ohio, for approval of agreement whereby latter's application would be dismissed in return for opportunity to invest in new corporation; dismissed Ohio's application; and retained in hearing status United Artist. Action June 3.
- By memorandum opinion and order in 1113 Kc, Passaden, Calif., area proceeding in Docket 7962 et al., denied petitions by Pasadena Broadcasting Co. and Bible Institute of Los Angeles Inc. to enlarge issues as to application of California Regional Broadcasting Corp.; granted in part petition by California Regional to strike joint reply to oppositions, and struck in part Bible Institute of Pasadena Reply to oppositions. Member Nelson not participating. Action June 2.

ACTIONS ON MOTIONS

By commission
- Commission grants requests by Association of Federal Communications Consulting Engineers and Association of Maximum Service Telecommunications to extend time from June 14 to July 14 to file comments and from June 23 to July 23 to file replies in matter of proposed new field strength curves for FM's and TV's in 10804. Action June 7.
- In matter of rulemaking on number of FM proposals commission grants petition by Ray R. Paul, counsel for petitioners in RM-472 (Elizabet, Tenn.) and RM-751 (Crossville, Tenn.), to extend time from June 7 to July 14 to file comments and from June 18 to June 25 for replies in matter of proposed new field strength curves for FM's and TV's in 10804. Action June 7.
- Commission granted joint petition by twenty-six AM broadcasters to extend time from June 14 to Aug. 2 to file comments and from July 12 to Aug. 31 for replies in matter of amendments of sections 73.230, 73.240 and 73.626 of rules relating to multiple ownership of AM's, FM's and TV's. Action June 3.

By Chief Hearing Examiner
- James D. Cunningham
- Designated Examiner Iudore A. Hontig to attend at 5:00 p.m. June 11, to participate in AM application of Storz Broadcasting Co. (WRDE), New Orleans, hearing for July 8 and hearing for July 14.
- Designated Examiner Thomas H. Donahue to preside at hearings in proceeding on applications of Campbell and Sheldon in new FM's in Captville, Tenn., and Fort Campbell, Ky., respectively; scheduled prehear- ing conference for July 9 and hearing for Sept. 9, Action June 7.
- Designated Examiner Basil P. Cooper to preside at hearings in proceeding on applications of Fine Music Broadcast Inc. and National Broadcasting Co. (WFSTN), New Orleans, hearing for July 8 and hearing for Sept. 9, Action June 7.
- By Chief Hearing Examiner Thomas H. Donahue
- In proceeding on applications of St. Albans-Nitro Broadcasting Co. and WCHS WMST Corp. for new FM's in St. Albans and Charleston, W. Va., respectively, granted St. Albans-Nitro's petition and supplement for leave to amend application to specify channel 286 (103.1 mc) in lieu of channel 281 (106.1 mc), removed amended application from hearing and returned it to processing line. Action June 8.
- In proceeding on application of South Norfolk Broadcasting Co. for new AM in

Continued on page 111
Help Wanted—Management

Radio Station Manager: in a market just under $200,000 in the deep south. Prefer a man with small market experience who has proven sales background, is promotion minded and is good with collections and has aptitude for details. You will be part of a group operation. Starting salary $10,000 plus expense account and percentage override on sales. Write giving complete details, on management and sales experience. Box F-61, BROADCASTING.

General Manager for prosperous single station, South Florida. Must be aggressive and a good team leader. Salary plus incentive will lead to bright future. Send complete details to Box F-109, BROADCASTING.

If you are aggressive competitor, experienced in sales, promotion and production, there is golden opportunity associated with multiple ownership operating company. Interested parties with network affiliations in progressive community locations throughout midwest and TV stations as general manager. Salary open. Send resume and pic to Box F-110, BROADCASTING.

Managers, announcers, salesmen, combo men needed for expanding 4 station chain. Unumterschiedlich are FM operations in Florida, Georgia and Louisiana. Send complete first letter to Gene Milstein, WDLR Radio, Panama City, Florida.

Sales—(Cont’d)


Announcers—(Cont’d)

Morning man—bright, fast paced for tight middle of road format. Medium market with nations leading broadcast chain. Must have at least two years college, be willing to work hard and take direction well. Excellent advancement opportunity. Send complete resume, references. Box F-27, BROADCASTING.

Florida East coast, adult programed station needs immediately, mature, dependable, and experience in on-air and production. Good working conditions, and benefits. Send tape & resume. Box F-27, BROADCASTING.

New Jersey—Experienced announcer—newsman for adult music station. Interview required. Send tape & resume. Box F-36, BROADCASTING.

Wanted: An announcer or a combo announcer, engineer with 1st ticket for a small town operation. Small staff but congenial and cooperative. No hot shots that think they are better than the best, but just haven’t learned the ropes. Send your resume of a good dependable announcer who is willing to do as he is instructed for good salary. Must have at least a fairly good voice and enough experience to do a good commercial. Send tape and resume and salary requirements first reply. Box F-41, BROADCASTING.

Announcer-salesman wanted for well established medium market eastern station. Experience in sales, voice work, board shift and sell. $125.00 per week. This is a permanent position for a mature individual, definitely not for floaters. Box F-65, BROADCASTING.

N.Y.C. FM looking for part-time announcers with 3rd ticket, experience in commercial classical music, combo operation. Box F-68, BROADCASTING.

Need a swingin’ first ticket man for night-time slot in Southwest market. Top 40 format. Send tape, resume, and photo to Box F-128, BROADCASTING.

Northern Arizona AM and FM station needs announcer with good news delivery and third class license. Good straight radio, no personalities. KVWM, Show Low, Arizona.

Five thousand watt fulltimer needs experienced announcer and resume to KWEP, Hobbs, New Mexico.


Do you have a farm background? A reasonably good voice? How would you like a real opportunity in broadcast electronics? If so we suggest you see WCBU's, 1534 Market St., Philadelphia, in this issue under Help Wanted Technical.

Two men needed by end of August. One newswoman; one announcer, preferably with 3rd ticket. Talented beginners OK. Pleasant working conditions. Long hours. Call Manager. WBCA-AM-FM, Ripon, Wisconsin. 414-748-5111.

Do you have a farm background? A reasonably good voice? Would you like a real opportunity in broadcast electronics? If so we suggest you see WCBU's, 1534 Market St., Philadelphia, in this issue under Help Wanted Technical.

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Help Wanted: Modern country music DJ with first class ticket and engineering ability for exclusive country music outlet in New Orleans, Louisiana. Send tape to bumper to Chuck McPherson, 627 Common St.

Wanted: announcer and program director for new 1500 watt AM radio station, Galveston, Texas. Live in your own time. Box F-41, BROADCASTING.

HELP WANTED: Regional market chain. Seeking aggressive salesman and two salesmen with FM experience. Excellent opportunity. Send complete resume. Confidential. Box C-300, BROADCASTING.

Detroit—Good creative salesman. Managing or National account experience with multiple group. Box F-94, BROADCASTING.

Career opportunity for young creative type salesman on way up. Midwest group adding station seeks salesman to promote within 10 to 15 years to sales manager. Stock Interest available. Box F-129, BROADCASTING.

Wanted, experienced radio time salesman for Midwestern full time stereo station. Located in growing city. Excellent earning opportunities. Send resume. Box F-154, BROADCASTING.

Need experienced radio salesman, or man with radio training, but no sales experience, who knows a good pay and selling condition, good future. Contact Ed Carell, WGUI Radio, Hager, Box F-66, BROADCASTING.

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Technical—(Cont'd)

Ohio AM-FM in major market offers excellent opportunity for experienced programmer with ability and initiative. Minimum $750.00 plus company vehicle. Send concrete resume in confidence Box E-26, BROADCASTING.

B.S.E.E.—1st phone—AM experience, energetic young engineer looking for staff position with progressive TV and/or AM-FM station located near major university. Send for interview. Box F-101, BROADCASTING.

Engineer—announcer. Northern California FM needs experienced 1st class licensed man, $500/month to start. Box F-102, BROADCASTING.

Experienced radio—TV operating engineer. Any location considered. No announcing. Box F-118, BROADCASTING.

Chieft engineer for Wisconsin AM station. Soon to be AM-FM combination. Facility in excellent shape with mostly new equipment, spacious workshop with complete tools and test gear. Several mobile units in operation. Some air work required but emphasis on maintenance. You’ll like lucky breaks and will find work alert, friendly, stable staff. You must be sober, industrious, and reasonably pleasant airvoice. We’ll pay well for right man. Present chief leaving to join Motorola July 1st. Send resume and salary requirements to Jack Severson, WCUB, Manitowoc, Wisconsin.


Engineer able to keep 250 watt daytime on air and in strong market. Some board work required. Car needed. Send resume and letter to Manager, WMDB radio, Shanendoah, Penna.


WWZ Lorain, Ohio—Engineer, full or part time, announcing not required. NEWS

Indiana AM-FM needs experienced newsman, strong local area coverage. Box E-364, BROADCASTING.

Wanted: Professional newsman with experience in local news gathering, to join four man news department. Dale Low, KWHO, Moberly, Missouri.

-need at once—newman: Gather—write—air—local & area news. Contact Charles Riley, WBNR, Big Rapids, Michigan.

News oriented station with consistent AP awards over nine years looking for capable newcomer. College graduate, some experience preferred. Send resume to Bill Miller, WTAX, Springfield, Illinois.

Production—Programming, Others

Immediate opening for program director, "Middle of the Road" format, Pennsylvania. Box E-376, BROADCASTING.

Management opportunity with expanding group operation for program manager. If you are college trained, approximately 28-32 with 5 years announcing or production experience, please produce award winning public affairs, programming, direct operations, commercials, music policy, supervise aggressive news operation, prepare editorials and be eager to do the job better than required so you can gain more responsibility. You are our man! Salary open. Box F-144, BROADCASTING.

Production—Programming, Others

Program director needed for Northern California FM jazz station. Must be experienced. $600/month. Box F-102, BROADCASTING.

Situations Wanted—Management

Experienced, reliable, married, hard-work- er. Over 2 years on radio, including management 5 years. Interested in adult programming in medium to large market. Box F-37, BROADCASTING.

Present Mid-Atlantic general manager commercial manager, college graduate, radio- TV major seeks management position, fami- lyly. Box F-53, BROADCASTING.

General manager with 20 years know-how, including ownership. Available now for personal interview. Under 40, Medium to majors only. Take complete charge for five figures. Box F-105, BROADCASTING.

Young, ambitious, alert team. Professionally excellent in administration, sales program- ming and production. Looking for radio sta- tion to operate with eventual purchase. Perfect for group or absentee ownership, owner-manager. Box F-99, BROADCASTING.

Young, energetic man with 8 years experi- ence in management, networking and stations seeks position as business manager with top market station. Qualified for this position with excellent references. Min. salary $12,500. Box F-108, BROADCASTING.

Management—prefer within 400 miles of Memphis. Good production capability. Married, vet. Excellent references, good record, 2 years experience on national and GM-VF. Box F-119, BROADCASTING.

My more than 20 years in radio & television management, sales, and audience promotion were successfully utilized in the top ten markets. Ready to move to station or agency where those qualities are needed. Box F-120, BROADCASTING.

Sales

Major market announcer wants to break into sales—even management. Box F-114, BROADCASTING.

Situations Wanted—Announcers

Ten years in radio announcing. Experienced disc-jockey, smooth commercial delivery; good newscaster in New England need apply. Box E-402, BROADCASTING.

Announcer, authoritative newscaster, all phases of broadcasting. Married, mature, money power status, future is in 250 miles New York. First phone. Box E-608, BROADCASTING.

Bright sound—bright looks—seeking bright- er future. College grad., married, 27, crea- tive radio and TV personality. Authorita- tive news, 3rd ticket. Box F-10, BROAD- CASTING.

Top notch morning man! Complete with "Cast of Characters" routines, strong, terrifi- cible commercial delivery. Excellent production. Seeking permanent position. Air check and references available. Box F-27, BROADCASTING.

Professional top references 16 years radio & TV. First phone. Announcer pm manager. Look- ing for solid operation in California, Ariz- ona, Nevada. Box F-30, BROADCASTING.

Majors: One of country's leading format personalities in after-sports is looking for Major market positions. Only Box F-74, BROAD- CASTING.

Announced-and sales. Acknowledged top announcer pd, manager. 15 years radio, 1st phone, quality references. Desirable professional staff position. California, Nevada. Box F-78, BROADCAST- ING.

Creative production top go, competent first phone. California. Box F-22, Milita- tary completed, $125 plus sales. Box F-78, BROADCASTING.

Announcers—(Cont'd)

Still at first job. 8 years experience/school- rd phone. Contact First phone manager/announcer. Married. Midwest. Box F-81, BROAD- CASTING.

Looking for permanent Florida position with morning show plus sales. 35, 1st phone. Box F-84, BROAD- CASTING.

Good music announcer. Top rated locally. Approximately 60 kW, first year experience, news, programming, production. Extra voices, good voice needed. $1,800 per month. Box F-86, BROAD- CASTING.

DJ, good—board, solid news, commercials, happy sound. Box F-87, BROAD- CASTING.

For sale—first phone. Friendly, happy top 40, plus 2 years experience in news, remotes, hops, F&S, and copy-writing. 23, free time. First phone. Box F-88, BROAD- CASTING.

Good music stations! Employed. 700,000 mar- keet, 4th or 5th market. Doctor, married, vet. Box F-97, BROAD- CASTING.

"Experienced, college, tight, bright, sales oriented station located in area that is a good climate for same climate." Box F-100, BROAD- CASTING.


Sales on air and street side with family, but will relocate. Box F-104, BROAD- CASTING.

Engineer, morning air personality in major market, seeks permanent position in East as chief engineer, PD, etc. College. Experience, 4 years experience, minimum salary $1,250. Prefer Penn. Box F-108, BROAD- CASTING.

Experienced R&B jock, married, responsible, socko personality delivery, strongly creative, excellent background. Good job. Box F-113, BROAD- CASTING.

Announcer, authoritative, newscasting. Sing- ing, dependable dj, personality. Run tight board. Not a prima donna or floater. Box F-132, BROAD- CASTING.

Negro dj-newscaster. 3rd class FCC. Will relocate. Box F-134, BROAD- CASTING.

Young dj, bright sound. Will relocate. 3rd phone. Box F-135, BROAD- CASTING.

Program director . . . production . . . sports play-by-play college. Needs 5 years experience. Box F-136, BROAD- CASTING.

Eastern shore, first phone combo, graduate of top N.Y.C. announcing school, audio and video engineer. Former engineer N.Y.C. Radio and acting background, good com- ments and top market. Box F-137, BROAD- CASTING.

New York, New Jersey, Long Island, first phone, sports morning announcing, news, humor dj, 30 years old, 10 years experience in broadcasting, now working 5 day week in NY city, with part time or week end announcing shift. Station must be in commuting distance. Call 744-9212 after 7 pm or write Box F-129, BROAD- CASTING.

First phone announcer desires position. 3rd phone, college background, announcing school graduate. $100 weekly min. David McKay, 1322 Queen N., Minneapolis, Minn. 612-720-2571.

Top forty DJ aggressive pro. 1st ticket, Charles Blakey, Bahia House, Vanderbilt Beach, Naples, Florida 813-MI 2-5990.

Single, 22. Good music. Desires late evening or all night show. All offers con- sidered. Write or wire John Ryan, General Deliveries, Reseda, California.

Will do any thing at your station. First- phone. Marvin James, 6623 Wofford, Dallas, Texas.

"Top forty anywhere in California. CB radio school grad. First phone, call 408-1131. Will write. "

Jim Campbell, 1131 Shilomor Drive, Campbell, California.

Have third phone and good voice. Ready now. Jim Robinson, 4017 Parkside Drive, Dallas, Texas.

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BROADCASTING, June 14, 1965
Announcers—(Cont'd)

Female DJ/announcer available, family, newspaper radio and TV sales, traffic. 512-547-1110. 1388 Dayton Road Greenville, Ohio.

Situations Wanted—Technical

Experienced first phone—wants permanent engineering position. Interested in large radio/TV operation in midwest or west. Combo announcing if necessary. Box F-79, BROADCASTING.

1st phone operator inexperienced but willing to learn. Northeast jocked. Box F-79, BROADCASTING.
Returning to civilian life Sept. 1st. First phone experience in maintenance & sales. Any announcing experience will seriously consider foreign offers. Box F-90, BROADCASTING.

First class license. Presently radio operator. Willing to learn. Box F-85, BROADCASTING.

Engineer, announcer, horrible voice, rated #1, experience, maintenance, directionals. Draft free. Box F-107, BROADCASTING.

1st phone. Production and maintenance experience to 50 kw. Some TV. Interested in continuing work in broadcasting or Southwestern States. Consider other location.

First phone, technical training in electronics. Eager to learn, willing to relocate. Box F-110, BROADCASTING.

Ambitious, young, married. 1st class license technical looks for job in station. Box F-133, BROADCASTING.

Country western personality-chief engineer. New York, Atlanta, or others offered minimum $125 week—Roland Roy RQ #2, West Chazy, N.Y. c/o Armond Faveuval. 518-561-6729.

Help Wanted—Sales

Wanted: Individual to sell television to both large agency and small retailer. Top- ten market. Top dollar potential. Youth helpful. Some TV or radio experience not necessary. Be hungry but not starving. Socially but not extremely aggressive but not hasty. Reply to Box D-284, BROADCASTING.

Aggressive, experienced sales manager for exceptionally well equipped, aggregated small market station in the Mountain West. Group owned. Multi-channel and remote video tape units, color tape in 1988. $10,000.00 plus over ride. Close to excellent hunting, fishing, skiing, water skiing, and etc. Here is a town you can live in without the worry of juvenile delinquency, and etc. The man we want must stand a rigid investigation to include resume, picture, and etc. to Mr. Gordon O. Glasmann, P. O. Box 541, Twin Falls, Idaho.

Announcers

Staff announcer: Minimum five years in commercial television with at least three years as booth, commercial, or play-by-play announcer. Wish man with pleasing personality, good voice, and sports background preferred. Send resume, photo to Box F-115, BROADCASTING.

Want to work on advanced degree at major university. Am willing to change from radio to TV. VHF commercial has opening for on-camera announcer. Send full details first letter. Box F-130, BROADCASTING.

Feel you're better than Paar or Godfrey . . . just haven't been lucky. Number VHF in 3 station midwestern market needs "personality" announcer with off-beat flair . . . must be strong on commercial presentation. Send resume, video tape, picture, and salary requirement to Box F-141, BROADCASTING.

Your chance to be a part of the "new" WTVJ, CBS, Miami. Have you the winning personality, the winning news track record? For details, call Chief Engineer or Station Manager, Box F-137.

Chief engineer for Eastern VHF with multiple station operation. Must have knowledge of all phases of technical operation. Must be enthusiastic and aggressive, desires position with opportunity for future. Send details including experience and background. Box D-318, BROADCASTING.

Florida ETV station, due to expansion, will soon have three openings: studio, transmitter and maintenance. Contact experienced and interested and send resume to Box F-90, BROADCASTING.

Activating ETV-UHF station in N. Y. state. Studio, transmitter, VTR engineers needed immediately. Installation, operations, maintenance experience, 1st class license desirable. State full details, references, and salary requirements. Box F-19, BROADCASTING.

We are increasing our engineering staff. Openings available for both studio and transmitter maintenance men. This is an excellent opportunity, work and advance in accordance with your ability. Send complete resume, salary requirements and recent photograph to Charlie Parrott, Chief Engineer, WTVJ-TV, Columbus, Ga.

1st phone engineer for Southwestern VHF. Must be strong on maintenance and theory with minimum five years experience all television broadcasting. $6000 minimum. Resume and references to Box F-116, BROADCASTING.

Engineer-chief—New $5000 a month for large school TV station. Must have 1st class ticket. Experience as chief engi- neer, master announcer, supervisory, operation, maintenance. Opportunity for design oriented engineers to plan and grow system. Box F-140, BROADCASTING.

Technical—(Con'd)

Transmitter operating technician AM, FM, TV. No announcing. Salary based on background and experience. Send resume to Chief Engineer, WTVJ, Myrtle Beach, South Carolina.

General television station in Miami is expanding. Presently seeking television technician-operators. Must have at least two years recent experience and a valid first class license. Send resume to WTVJ, c/o Ken Linzy, P.O. Box 3444, Miami, Fla. 33137. CATV engineer. Actual CATV experience not necessary. Must have a launching degree preferred, microwave experience preferred. Send complete resume and salary requirements to Transmission Cable Co., Box 889, Myrtle Beach, S. C.

News

Creative TV news combo man, writer, reporter, photographer for news broadcast and documentaries. Some air work. Leading New England market. Box E-69, BROADCASTING.

Newsman-photographer for national award-winning news department. U.S. area group-owned station. Will train you in photography and reporting. Some ability not essential. Send qualifications, photo, audio tape (if applicable) to Box F-43, BROADCASTING.

Production Programing & Others

Midcentennial television station seeking top producers and production directors for major operation. Station plans for full color facilities, stereo and E.E. 447-29, BROADCASTING.

August opening for operations manager and experienced on-camera news talent for new Midwestern television station. Send all pertinent information to Box F-42, BROADCASTING.

Floor men—cameramen for Midwestern VHF. Experience necessary. Union salary. Salary to R20 per hour plus details & resume to Box F-69, BROADCASTING.

Television production-operations manager. If you are ready for major eastern TV market—possibly supervise television directing staff and all program production in one of the most active television stations in the country, then we're interested in you. Must be experienced, an administrator, handle agencies and staff well and be ready to roll up your sleeves and get to work. Salary will match ability—opportunities are here. Send complete resume to Box F-136, BROADCASTING.

Experience producer-director to handle daily women's fashion, food, cooking, children's programming and film commercials and specials. Should be able to write, shoot, edit film, do immediate placement, salary open. Call Ken Reagan, 219-742-9440 or contact Fort Wayne, Indiana, a Cornishian Station.

Promotion manager wanted. Send particular resume to Gen. Mgr., WTCN-TV, Minneapolis, Minn.

TELEVISION—Situations Wanted

Announcers

Looking for new talent! Top-notch weather-caster and commercial personality. 3 years experience. Age 30. On the air newscaster. Knowledge of current events, city interviewer, Radio-middle-of-road, but bright sounding. Box F-44, BROADCASTING.

Technical

Engineering director/chief management officer—experienced in stationary, planning, construction, maintenance, operations. Commercial AM, FM, stereo, super power AM. Resume Box F-49, BROADCASTING.

Production—Programming, Others

Young married man with college background and specialized training in television field desires position as engineer when available. Box F-146, BROADCASTING.
WANTED TO BUY—Equipment

100 kw transmitter, frequency monitor, modulator, tuning console, antenna, equipment consolites, turntables, tape recorders, tele-cab controls, tower and erectors, tower two hundred feet with all lighting equipment. Norman Thomas, P. 0. Box 428, Chaffee, Tenn.

MISCELLANEOUS

16mm film projector needed immediately. Especially RCA-T2 or Eastman 275. Phone 565-566-0457 or Box F-106, BROADCASTING.

FOR SALE—Equipment

Television radio transmitters, monitors, tube testers, cameras, audio, Electrodine, 440 Columbus Ave. N.Y.C.

Co-axial cable, Helix, Stereoflex, Spiraline, etc. Also rigid and RG types in stock. New items $15.00 plus price. Write for price list. S-W Electrical Cable Company, Willow & 26th Street, Oakland, Calif. Phone 415-832-3267.

New and reconditioned aerial remote pickup equipment and Fire and Police receivers—World Wide Company, Box 43, Weatherford, Texas. Phone 817-854-5172.


For Sale: Schafer model 1500 automation. Includes 2 Schafer model LU-3 Seeburg units and 3 racks. Rack A includes 3 tape playback machines, including all electronics. Rack B includes all automation electronics and controls. Rack C includes program preparation for unit. It can also be used as playback unit. All plug-in cables are furnished. Bought originally for night operation. Due to change in station programming no need for it now. The unit has been used less than 25 hours. In perfect order. Contact Radio WSM, Nashville, Tennessee.

The complete source of used broadcast equipment ... Broadcast Equipment and Supply Co., Box 341, Bristol, Tennessee.

Measurements' model 58 noise & field strength meter, including loops, calibrated recently $650; EA model AW O-1 ma recorder $115. Box F-18, BROADCASTING.

Slightly used RCA 1 kw TU15B UHF transmitter $18,000. In storage 8 years. Box F-83, BROADCASTING.

Remote control, SEL, used one month, ultra reliable $375. Write Mike Lincoln KQFN, 1001 California St, San Francisco.

Aitec 639A Microphone complete w/plugs, new condition, factory packaged $190.00 each. Acousto Sound, Inc., 1427 Landon Avenue, Jacksonville, Florida.

Excellent bargain for the "Early Bird," TV transmitting antenna for sale. RCA PFI 12AP superturnstile Channel 10. Good condition, in storage or shelves, will see us where is. Phone collect B. Hauryac, National Airlines, Miami Florida. 305-532-6131.

Closed circuit TV equipment new-condition; WR for 10K. Baudbon Sound, Inc., 1427 Landon Avenue, Jacksonville, Florida.

MISCELLANEOUS

30,000 Professional Comedy Lines! Topical laugh service featuring deejay comment introductions to all comedy catagories. Urban Comedy Books, Atlantic Beach, N. Y.

MISCELLANEOUS

Continued


Add $25 to your bill ... with weekly ideas from the Brainstorm. Each issue contains 10 to 12 pages, 12 point, 20 pages in color, 20 pages in black and white, and 20 pages in newsprint. Tie up your market now. Write Brainstorm Box 97A, Lubbock, Texas.

"DEEJAY MANUAL"—A collection of radio comedy ideas, sketches, bits, thoughts ... $5.00. Write for free "Broadcast Calendar" Catalog of Radio Stations Service, 1735 E. 26th St., Brooklyn, N.Y. 11230.


INSTRUCTIONS

FCC First phone license preparation by correspondence or in resident classes. Also advanced electronics training available. Grantham Schools are located in Hollywood, Seattle, Kansas City and Washington. For free brochure preparation through proven theory and laboratory training. Elkins Radio License School of Atlantic, 1120 Spring St., N.W., Atlanta, Georgia.

The nationally known 6 weeks Elkins training for the FCC First Class License. Outstanding instruction in theory and laboratory training that prepares the student for the FCC First Class License. Elkins Radio License School of New Orleans, 333 Saint Charles, New Orleans, Louisiana.

FCC First class phone license in six weeks guaranteed. Preparation in theory and laboratory methods by master teachers G.I. approved. Request free brochure today. Elkins Radio License School, 2603 Inwood Road, Dallas, Texas.

Elkins 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 week practical course in First Class FCC License preparation through proven theory and lab methods. Elkins School, 4119 East Lake Street, Minneapolis, Minn.

Minnepolis now has Elkins' famous six week course in First Class FCC License preparation. Since 1946. Original course for FCC first phone operator license in six weeks. Over 420 hours instruction and over 200 hours guided discussion at school. Reserves available. Enrolling now for classes starting June 16, August 18 & October 20. For information, references and reservation, write William B. Odgen Radio Operational Engineering School, 1150 West Olive Ave., Burbank, California.

FCC First Class Radio Telephone License in 5 weeks—guaranteed—complete tuition $650.00. Enroll between June 16, 1965 to August 15, 1965. Classes begin January 1966. $50 deposit required. Write Elkins Radio Engineering Institute, 1326 Main St. in beautiful Isla Vista, Santa Barbara, California.


America's pioneer, 1st in announcing since 1924. Nick Stelzer Broadcasting, 814 H ST. NW, Washington 1, D. C.

INSTRUCTIONS—(Cont'd)

Seven famous broadcasters teach you the secrets of their success. Cameron Swayne, Fran Allison, Earl Gillespie, Westbrook Van Voorhis, Ulmer Turner, Howard Miller & Robertson. You have combined to teach you—in-depth—the techniques that led to their success. Free full-color brochure and special recorded message explain training facilities and equip- ments of both classroom and home study programs. Write for your copy today! Career Academys, School of Radio Broadcasters, 825 North Jefferson Street, Milwaukee, Wiscon- sin 3302.

First phone through tape recorded instruction or in six week resident class starting July 7, Bob Johnson Audio-Visual License Training, 1291 Ninth, Manhattan Beach, Calif.


RADIO

Help Wanted—Management

CATV-MANAGER

Excellent opportunity to grow with young high-potential in senior position at radio station. Must have basic understanding of engineering, and desire to become manager in small town. To operate existing system, requires short-sleeve attitude, efforts would result in direct income benefits. Send resumes, references, avail- ability date and salary requirements to Virginia Liles, TV Inc. & Light Management Corp., Room 271, 490 Commonwealth Ave, Boston, Massachusetts 02115.

Sales

ONE OF OHIO'S TOP RATED

Radio Stations is looking for young aggressive salesmen. Send complete resume to: Box F-123, BROADCASTING.

Announcers

AIR PERSONALITY

You know us from our innovations in pro- gramming and promotion. We're a format popular music station and a dominant factor in one of the nation's top ten markets. Within the next two years we'll be selecting an addition to our staff of air personalities. If you're currently employed in one of the Top Ten or to markets and have excellent personal as well as profes- sional references, we'd like to hear from you.

We want an aircheck of at least 30 minutes of what you are doing currently ... a photograph and a resume. If you do com- mercial and station production material, we'd like a separate tape of that.

The man we will hire must be able to follow cues and read copy well. Must have a strong voice sound, yet be able to protect his personality within the format.

Our staff knows of this advertisement. All replies and our communications with you will be held in strictest confidence.

Reply to: Box F-96, BROADCASTING
**ANNOUNCERS**

"LOOKING, RIGHT NOW"

A bright versatile morning team for one of Ohio's top rated radio stations. Send tape, resume & we'll get back to you. Guys only, please.

Box F-122, BROADCASTING

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**MORNIR MAN**

Needed immediately at KLIF the 50 kilo-watt McLendon Station in Dallas. Right person is mature, responsible, clever air you can handle a directional full time rig, and are sharp on maintenance, let us hear from you. Midwest station looking for a chief that can handle the department. Send resume to: Box F-124, BROADCASTING

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**TELEVISION — Help Wanted**

**CATV-Manager**

Excellent opportunity to grow with young high-potential opportunity in St. Thomas, Virgin Islands. Must have sales ability, basic understanding of engineering, and desire to manage all phases. To operate existing system, requires short-sleeve attitude, efforts would result in direct income benefits. Send resume, references, availability date and salary requirements to Virgin Islands Radio TV, Inc., c/o Knight Management Corp., Room 271, 490 Commonwealth Avenue, Boston, Massachusetts 02215.

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**SALES ENGINEERS**

The continued growth of our CATV Systems Division has created the need for experienced sales engineers. Experience in either CATV, communications or closed circuit TV desirable. Send resume including education, work history and salary requirements. All replies will be held confidential.

JERROLD ELECTRONICS CORPORATION

MARVIN J. KRANTZ, Director of Personnel

15th Street & Lehigh Avenue

Philadelphia, Pennsylvania 19132

AN EQUAL OPPORTUNITY EMPLOYER

---

**Production — Programming, Others**

**WANTED: FARM DIRECTOR**

We need a man qualified to fill a big pair of shoes. Our former director went to the top in MABRD. If you believe you have what it takes and desire to plan your future with us, contact:

Ken Hedrick
Program Director
KFAB Radio
Omaha, Nebraska

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**Technical**

**ATTENTION STATION MANAGER**


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**WANTED**

Experienced newsmen for combined radio-TV operation. Must be able to read, write, report and have experience with radio & TV tools of the trade. Send resume. J. F. Murphy, KOOL News, 511 West Adams St., Phoenix, Arizona 85003.

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**Production — Programming, Others**

**TELEVISION/Field Broadcast Engineers**

Video operation, installation and maintenance experience. Considerable travel involved. Openings in East and South. Send resume to: Mr. D. K. Thorne, RCA Service Company, Cherry Hill, Camden 8, New Jersey.

An Equal Opportunity Employer

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**TELEVISION/Field Broadcast Engineers**

Video operation, installation and maintenance experience. Considerable travel involved. Openings in East and South. Send resume to: Mr. D. K. Thorne, RCA Service Company, Cherry Hill, Camden 8, New Jersey.

An Equal Opportunity Employer

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**Technical**

**ASSISTANT TV AND ADVERTISING PROMOTION MANAGER**

Eastern top 10 market should be experienced in sales advertising and promotion and familiar with all phases of audience advertising and promotion, publicity and merchandising. Send resume and salary requirements.

Box F-143, BROADCASTING

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**TELEVISION—Help Wanted**

**ACTIVATING COMMUNITY ETV STATION—NY STATE**

Qualified personnel only apply immediately full details, references and salary requirements. Production manager—Executive producer, must have facilities design installation and supervisory experience. Director of film and video/series, library and services. Graphite and artist and scenic design. 

Box F-121, BROADCASTING

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**Situations Wanted—Management**

**HUSBAND/WIFE Management Team**

40 years combined Radio/TV know-how. All phases including FCC 1st, Planning, Organization, Efficiency, Automated & Low-Budget Live Operations. In present medium market Management for 7 years. Thrive on challenges but not dead-end situations. Modest $-figure Capital & Top Credit available for equitable investment opportunity. Our Background & Integrity subject to rigid investigation ... you're must too. Prefer Texas or W/SW. Send details first letter, will reciprocate.

Box F-82, BROADCASTING
MISCELLANEOUS

PILOTS WANTED
New UHF Station in Major Market needs low budget programming. Have a Pilot you'd like to televise? Send details:
Box F-67, BROADCASTING

CAN YOU PRODUCE LOCAL, LIVE FAST PACED MUSICAL TV AND/OR RADIO PROGRAM? Send for copyrighted format of "BREAK-THRU." Combines essential ingredients for Sale and Promotion. The Christl Co., 49 Croydon Road, Framingham, Mass.

EMPLOYMENT SERVICE

THE AMPS AGENCY
BY BROADCASTERS - FOR BROADCASTERS
We fill all job classifications for men and women in broadcasting and allied occupations — management, sales, programming, engineering, traffic, secretarial, promotion, publicity, sales talent, etc. We have immediate job openings listed with us by stations, agencies, clients, commercial producers and others. Send us your resume or, if close by, come in or phone us.
★ THE AMPS AGENCY ★
All Media Placement Service
130 S. Robertson Blvd., Beverly Hills, Calif.
Telephone 011-7-4881

EMPLOYMENT SERVICE

Continued

AVAILABLE NOW
High caliber job applicants ... DJs, Announcers, Newsmen. Well trained, professional talent.
CONNECTICUT SCHOOL OF BROADCASTING
Hotel America, Hartford. Connecticut 06112
Dick Robinson, Director
527 Madison Avenue, New York, N.Y. 10022

BROADCAST PERSONNEL AGENCY
Charles Barlow, Director

CONFIDENTIAL NEGOTIATIONS
Placement within 30 days if you are qualified. National Radio & TV. Need Announcers, Salesmen, 1st Ticket, combo and engineer. PD's, etc. Write for application.
CONFIDENTIAL BROADCAST EMPLOYMENT AGENCY
1610 Potomac Ave., Pittsburgh, Pa. 15210
Phone 412-563-3330 day or evenings

EXCELLENT OPPORTUNITIES
for capable announcers, salesmen, engineers, copywriters in Broadcast Progressive South Carolina. Write immediately for application form. SOUTH CAROLINA BROADCASTERS ASSOCIATION, Box 1085, Columbia, S.C.

WANTED TO BUY—Stations

STATION WANTED
Small chain wants to buy additional station in a one to four station market East of Mississippi River. Will pay 20% to 100% cash. All information confidential. Hudson Millar
WKUL
Cullman, Alabama

SMALL GROUP INTERESTED in acquiring another AM facility. Will consider any station in any market.
JIM BONNETTE
BOX 66
PERRYSBURG, OHIO

STATIONS WANTED:
Expanding chain ready to buy one or two more stations in New England, New York, Pennsylvania, New Jersey, Maryland, Delaware. Interested in all size markets. Reply in strictest confidence. Arnold Lerner, WLLH, Box 1400, Lowell, Massachusetts.

STATION WANTED
Additional station wanted in good single station market or two to four stations market. East of the Mississippi. Will pay 90% to 100% cash. All information confidential.
Hudson Millar
WKUL Cullman, Alabama

FOR SALE—Stations

Pacific Northwest AM
operating 13 years without really working local market, so there's small cash flow. Class IV fulltimer. $25,000 down will handle. Total $160,000 with $200/mo. lease. 390-ft. tower. Half million population in 500 uv signal contour. Direct or through your broker. Don't hesitate.
Box F-48, BROADCASTING

ESTABLISHED CLASS A FM STATION between San Francisco and San Jose 3000 watt ERP, 24 hour license. Family reason for selling. 3,000,000 listener potential. Principal's only.
Box E-377, BROADCASTING

This is a 1000 watt profit making daytimer in Midwest. Priced at less than twice gross.
Box F-125, BROADCASTING

WEST COAST AM $118,000—Good terms.
Charles Cowling & Associates
P. O. Box 1696 Hollywood 28, Calif.
Phone HO 2-1128

NORTHWEST FULLTIMER
Prosperous Market
1 kw day—250 night
$30,000 down.
ALBERT ZUGSMITH COMMUNICATIONS CORP.
4406 Riverside Drive
Burbank, California 213- V 9-3201

To buy or sell Radio and/or TV properties contact:
PATT MCDONALD CO.
P. O. BOX 9266 - CL 3-8080 AUSTIN, TEXAS 78756

La Rue Media Brokers Inc.
654 MADISON AVENUE
NEW YORK, N. Y.
HA 1-0618 TE 2-9362

BROADCASTING, June 14, 1965

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Continued from page 104

Chesapeake, Va., renumbered as exhibits 3 and 4. Motion to reconsider order of exhibit 1, and affidavit of no consideration, exhibit 2. Action June 4.

By Hearing Examiner Millard F. French


2. In proceeding on applications of James B. Kennedy, 1801 18th St., N. W., Washington, D. C., for renewal of AM's in Burnsville and Denton, N. C., respectively, as granted, and further hearing by Beacon Broadcasting to the extent of dismissing, with prejudice, application. Action June 3.

3. In proceeding on applications of Gross Broadcasting Co. and California Western University of San Diego for new TV's on channel 81 in San Diego, in Dec. 1964-5, granted motion by Gross Broadcasting to continue June 1 date for preliminary exchange of engineering exhibits to July 1. Action June 3.


1. Dismissed as moot an April 13 petition by Spring_using, Wiss, and Associated Inc., to reopen record in Fairfield-Homawo, Ala., TV channel 54 proceeding. Action June 3.


3. By Hearing Examiner Elizabeth C. Smith

1. In proceeding on applications of WBBE, KBCW, and WDK-AM, Buffalo, N. Y., for new FM's in Hot Springs, Ark., to grant application of applicants' direct case for July 2, June 9 notification of any witnesses desired for July 2, and June 16 hearing for July 15. Action June 2.

2. By office of opinions and review

1. Granted petition by Broadcast Bureau to extend time to June 21 to file oppositions to applications in proceeding on applications of Denver Area Broad casting (KDAB), Arvada, Colo. Action June 2.

BROADCAST ACTIONS by Broadcast Bureau

1. Action of June 8

James Broadcasting Inc., Jamestown, N. Y., granted CP and license for new low power auxiliary.

WPPR Utawace, P. R., granted CP to make changes in AM application of Ypsiant_l Broadcasting Co. (WSYI), Ypsilanti, Mich. Action June 1.

2. Action of June 7

KULY Ulysses, Kan., granted license for AM.

KVOE Emporia, Kan., granted license covering increase in ERP and height.

3. Action of June 5

KCKN-FM Kansas City, Kan., granted license covering increase in ERP and height.

4. Action of June 4

KWAM Ann Arbor, Mich., granted CP to increase daytime power and installation of new trans.; and specify type trans.

KBFM-FM (ch. 21) Hastings, Neb., granted CP to increase ERP on UHF channel 3 to 5 kw.; and specify type trans.; and specify type trans.

5. Action of June 3

KABF-FM San Francisco—Waived Sec. 73.210(a) of rules and granted of license to extend relocation of main studio beyond corporate limits of San Francisco, at present location of KGB, and San Francisco station identification to be continued.

WNAV AG, WRAA Darlington, Wis., granted CP to change facilities on channel 221 (941.1 mc), from ERP 5.3 kw., ant. height 240 feet to ERP 10 kw., ant. height 700 feet; change studio and ant.-trans. locations, and install new ant.

KAPL-FM San Francisco—Waived Sec. 73.210(a) of rules and granted of license to extend relocation of main studio beyond corporate limits of San Francisco, at present location of KGB, and San Francisco station identification to be continued.

KWIF-FM Mobile, Ala., granted license for FM: ERP 40 kw.

STATIONS FOR SALE—Stations—(Cont'd)

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<th>Miss. small daytime</th>
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BROADCASTING, June 14, 1965 |

FOR THE RECORD) 111
and Bartley, Neb.—Granted CP for new UHF-TV translator on channel 76 to broad- cast programs of KGIN-TV (ch. 11), Grand Island.

WCAW Charleston, W. Va. — Granted change in remote control authority.

WCCO — Second remote control point permitted.

Actio n of May 26

WKBH La Crescent, Wis. — Remote control permitted while using nondirectional antenna.

Acts of May 26

WEAW Evansville, Ind. — Granted change of remote control authority.

WSOM-FM Salem, Ohio — Remote control permitted.


Fines

* Commission notified Kenneth W. Van Prooyen, licensee of WKLY-FM Grand Rapids, Mich, that station has incurred responsibility of $500 for failure to employ fractional radio operator. Licensee has 30 days to contest or pay fine. Action June 9.

* Commission notified Portland Island Publishing Ltd. that KTOH Lihue, Kauai, Hawaii, has failed to observe FCC rule violations, including use of commercial operators without proper licenses. Licensee has 30 days to contest or pay fine. Action June 2.

* By memorandum, opinion and order, commission ordered WMBF Inc. licensee of WMIE Miami, to forfeit $8,000 for failure to properly file for $300 forfeiture, failed to file time broker contracts, observe logging requi- rements, and make an orderly record of broadcast time requests by candidates for public office. This was among several fines from the commission's liability notice of March 17, 1965. It gave short-term license renewals to both WMIE and its companion FM station WEER. The commission declined licensee's request to reduce forfeiture to $2,000. Action June 2.

* Commission notified WOKG Inc. li- censee of WOKG Mobile, Ala., that it is apparently liable for a $300 forfeiture for failure to file time broker contracts and, at same time, an admonition record of broadcast time to be paid for “payout” practices. Licensee has 30 days to contest or pay fine and 30 days to establish appropriate internal controls to prevent actions conducive to “payout.” Action June 2.

COMMUNITY ANTENNA FRANCHISE ACTIVITIES

The following are activities in community antenna television reported to Broadcasting through June 9. Reports include applications for permission to install and operate CATV's and for ex- pansion of existing CATV's into new areas as well as grants for CATV franchis- es and sales of existing installations. Reports appear in alphabetical order by state.

Indicates a franchise has been granted.

*Khartse, Ala.—Video Cable Systems Inc., Huntsville, Ala. (William O. Neal, presi- dent), has been granted a 30-year franchise. Company must be started within one year and completed within two years.

Camarillo, Calif.—Pacific Master Systems, Los Angeles, has received preliminary receiv- er Fresco county, Calif.—Applications have been filed by Telic-Pix Corp., Walnut Creek, Calif., to install CATV service in Walnut Creek, East Library Televisio- tion Corp. and McClatchy Broad- casting Co., a group station owner. Te- lie-Pix would pay the county 3% of its annual gross receipts. Richard Lubic, vice president of Telic-Pix, said schools along the route would receive educational programming. Under the proposal, the city would receive 1% of annual gross revenue.

MODESTO, Calif.—Cable TV Service Inc., East California (Holly Johnson, San Jose, Calif., president) has announced that it will lease cable from the FT&T Tele- phone Company from the city.

Stark, Fla.—Applications have been re- ceived from Cable TV Inc., Live Oak, Fla.; Adolph Cay (represented by attorney T. A. Yawn Jr., Nashville). Action June 9.

Champaign, Ill.—University TV Cable Co., jointly held by University of Illinois (Champaign), Champaign-Springfield, both Illinois) have applied separately for franchise. Licensee has been represented by attorney James Wheat, would invest $15 million in its franchise area. TV service will be carried by both systems: WCLA(TV), WCHU(TV). This was among the four proposals. Action June 9.

By memorandum, opinion and order, commission ordered WMIE Inc. licensee of WMIE Miami, to forfeit $8,000 for failure to properly file for $300 forfeiture, failed to file time broker contracts, observe logging requi- rements, and make an orderly record of broadcast time requests by candidates for public office. This was among several fines from the commission's liability notice of March 17, 1965. It gave short-term license renewals to both WMIE and its companion FM station WEER. The commission declined licensee's request to reduce forfeiture to $2,000. Action June 2.

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IN THE outer lobby of the Wolper Building on Hollywood's Sunset Strip stands a trophy case where gleaming awards from film festivals and other prize-giving groups rub shoulders with four Emmys. These awards are tangible evidence of a fact which has been recognized for some years in the world of television—that the name of Wolper is synonymous with top quality documentary programming. More meaningful, perhaps, are such prestigious production associates as National Geographic, American Heritage, and Time-Life. Or the sponsors of Wolper programs for the coming season, a roster of blue chip companies spanning the alphabet from Aetna to Xerox.

Pioneer Film Salesman • Dave Wolper's indoctrination into television came in the summer of 1948. Home from college after his sophomore year and wondering what to do until fall, he and a pal, Jim Harris, found that Jim's father had a group of 60 short films he was planning to sell in the home movie field. Dave and Jim asked if they could try to sell them to TV. Jim's father said "Sure, and you can keep half of what you get." Before the summer was over the films were being aired by every TV station then operating, 15, as Dave recalls.

Dave and Jim and Jim's father and another friend, Sy Weintraub, formed Flamingo Films, which got the TV rights to a number of shorts, cartoons and serials plus a number of full-length feature films, including "The Adventures of Martin Eden" (first feature movie ever sold to TV, Mr. Wolper recalls, and he should know because he made the sale).

Whenever a new station went on the air, he was there. "I attended 58 inaugurations," he says, modestly omitting to add that when the festivities ended all 58 stations were showing films he had sold them.

In 1951, Flamingo was merged into Motion Pictures for Television, pulled out after three years to resume independent operations with the original partners. When Flamingo was sold to Essex Universal Corp., David Wolper became executive vice president of the Continental Industrial Bank of Los Angeles, in charge of television and motion picture loans.

A Stubborn Sponsor • In 1958 he formed Wolper Productions and that same year produced his first documentary program, the hour-long Race for Space, recounting the U.S.-USSR rivalry in outer space. Both governments cooperated in providing film footage for the program, but when Mr. Wolper tried to run it on the air all the TV networks said no, it would violate their policy not to broadcast any public affairs programs they hadn't produced themselves. His documentary career might have ended right there, but "fortunately, I had a stubborn sponsor, who wouldn't take no for an answer."

The sponsor, Shulton Inc., lined up 105 stations who broadcast the Race for Space in April 1960 as national spot business, rebroadcast it on the same basis a few weeks later. The following year, Race for Space got a third national nonnetwork showing, sponsored this time by Tidewater Oil.

Next, Mr. Wolper persuaded the motion picture producers to let him—a TV man—produce a history of the movies. He went first to the executives of the Motion Picture Producers Association, then to the heads of the major movie companies, then back to the MPPA for three appearances before the board. "My third time at bat was the day after Kennedy's campaign speech on the importance of our national heritage," Mr. Wolper said. "I stole his idea and told the producers that the best way to sell motion pictures was to remind people that for more than half a century movies had been an important part of their lives. That did the trick."

Hollywood History • The resulting hour-long special, Hollywood: The Golden Years, chiseled the first crack in the wall of network resistance against documentaries produced outside by getting a prime-time spot on NBC-TV. This was followed by the 90-minute Hollywood: The Talkies and after that by a series of 32 half-hour programs, Hollywood and the Stars, which also appeared on NBC-TV.

Documentaries, specials and series followed in increasing volume, with no letup in sight. Mostly these are nonnetwork programs, but the networks are also doing business with Wolper. Especially since The Making of the President, 1960, broadcast on ABC-TV, garnered four Emmy awards, including top honors as program of the year. (CBS, which refused to consider that program, has reportedly expressed interest in The Making of the President, 1964, but "that's been sold to Xerox and it's up to them where it goes," Mr. Wolper said last week.) Six Wolper specials for 3M are running on ABC-TV and the four National Geographic shows will be on CBS-TV.

About a year ago, Wolper Productions began to diversify. Four Days in November (the assassination of President Kennedy) and Adolf Hitler and the Third Reich were produced as features for theatrical release, with six more theatrical pictures contracted for. A new live program division is creating and producing panel and game shows and has made a series pilot. Wolper Television Sales was formed to handle program syndication.

Last fall, the Wolper organization became a wholly owned subsidiary of Metromedia, owner of six AM, six FM and six TV stations, along with outdoor and transit advertising properties.

Mr. Wolper is now a vice president and member of the board of Metromedia, as well as president of its Wolper division.
EDITORIALS

Buried treasure

THE development of television as a journalistic force may have been helped more than it was hurt by the Supreme Court's decision last week in the Billie Sol Estes case. Whatever obstacles it may interpose in the mechanics of covering trials in the immediate future, the decision revealed a unanimous view among present members of the court that television is entitled to the same constitutional protections that the press has enjoyed since the adoption of the Bill of Rights.

The several opinions, concurring and dissenting, were alike in one significant respect. Common to all of them was the implication that television is to be accorded the rights guaranteed by the First Amendment. Even Chief Justice Warren who was the most critical of the presence of television equipment at any trial recognized the application of the First Amendment. "So long as the television industry, like the other communications media, is free to send representatives to trials and to report on those trials to its viewers," the chief justice wrote, "there is no abridgement of the freedom of the press."

The equation of television with the press in the shelter of the First Amendment is of first importance to the long-range future of television, and it certainly outweighs the temporary inconveniences that television newsmen may encounter as a consequence of last week's decision. Indeed those inconveniences in themselves may turn out to be beneficial.

To begin with, the decision does not present an inflexible prohibition against television entry into courtrooms forever. It was only by the narrowest majority that the court voted to reverse the Estes conviction, and the controlling vote was cast by Justice Harlan with the stipulation that his was not to be counted as a vote for permanent exclusion of television cameras. "The court should proceed only step by step in this unexplored field," wrote Justice Harlan. It seems evident that under proper circumstances television will have a chance to add another—and perhaps more welcome—arrow to the field.

Meanwhile television journalists must prepare themselves for whatever opportunity may some day be offered. They must learn how to behave professionally, how to cover an event without becoming the dominating element of it. They must be given less obtrusive gear.

There will be plenty of places where the newsmen may practice their craft in anticipation of their eventual admission to a courtroom which is really the ultimate test of journalistic deportment. For the moment the challenge is to get inside legislative chambers and other sanctuaries where custom so far excludes them but the Supreme Court decision does not.

Three's no crowd

SEVERAL meanings can be drawn from the report, presented elsewhere in this issue, on television network sales for the new fall season.

It is obvious that network business is strong, that this year's three-network race in ratings is developing into a closer three-network race for business, that ABC's stepped-up sales pace is more self-powered than accomplished at the expense of CBS or NBC.

Along with these inspiring implications, the 1965-66 report raises a question that is less obvious. When the three networks can claim in June, as they do, that their prime-time availabilities for fall are more than 90% sold, and when this bullish report follows—as it does—a succession of years in which business has approached sell-out levels, is it not likely that before many more years pass there will be enough business to support at least the beginnings of a fourth network?

What form the new network may take, and when it may take form, remain to be seen. But the whole course of TV network advertising's growth to date suggests that the day is inevitably coming. Only a few years ago skeptics questioned whether there was enough business for more than two and a half networks. That question is already out of date. Now it is more appropriate to ask how soon there will be enough for three and a half.

Invitation to a raid?

NO ONE can quarrel with the idealism that appears to be behind the FCC's proposal to reserve 14 UHF channels for use by community stations of limited range. The creation of opportunities for individualized coverage of smaller population centers is in accord with this country's historic policy of broadcast allocations. Certainly a diversity of television outlets is to be desired.

Yet there may be practical dangers of considerable consequence inherent in the FCC's plan. If the commission were to adopt the rule it has proposed, a solid block of channels at the upper end of the UHF band would be set aside for future development. Whether that development would occur rapidly, slowly or not at all, nobody can be sure. At the moment the operation of a low-power UHF station would seem to be an unpromising investment.

How long can an intact portion of usable spectrum space be kept on ice for television while other services which claim to be overcrowded in their assignments are clamoring for more frequencies? That may be the most important question to be answered during the rulemaking procedure that the FCC has decreed.

From the broadcasters' point of view it is essential that some kind of a guarantee against spectrum raiding be built into the FCC's plan.

Drawn for BROADCASTING by Sid Hix

“I thought it was Peyton Place that was to come on three times a week!”

BROADCASTING, June 14, 1965
There's more to television news than meets the eye

How much more? Go ahead—make a guess. Let Bill McGivern give you the answer—he knows—he's News Director at KSTP:

First, there's the 42 people on his staff including 17 writer-reporters and 12 newsreel cameramen.

Plus, several hundred news and film correspondents covering a five state area for local news.

Plus, all of the major news services including: the Associated Press radio, newspaper and state wires; United Press International Wire and "Unifax" World News Picture Service; direct wire to the U.S. Weather Bureau; Western Union Sports Ticker Service.

All these broadcast journalists and news services make KSTP News Department the largest independent TV-radio news gathering organization in the nation.

But even that's not all! KSTP also has available at all times the complete news services of the National Broadcasting Company: the 800 NBC correspondents stationed in 75 separate countries; and the local news teams of all NBC and NBC affiliated stations.

When it comes to news, you really don’t know what you’re missing if you don’t watch KSTP-TV.

No wonder, more viewers watch the 6 P.M. and 10 P.M. News on KSTP-TV than the other two news stations combined. If you haven't already, why don’t you join them, tonight—watch Channel 5.
Shortly after penning the legendary 5 million-plus record seller “Hound Dog,” Jerry Leiber and Mike Stoller were enthroned as the writing kings of Hitsville. Today, more than 40 million discs and 37 BMI awards later, the crown is steadier than ever, but the realm now extends beyond songwriting. As collaborators in an independent publishing, producing, and record label operation, Leiber & Stoller produce discs, manage talent, cultivate new writers and keep their eyes on the Broadway and motion picture horizon. With over 300 copyrights behind them (many of them hits both nationally and internationally) a record of more top awards than any other BMI songwriters and a solid 14 year partnership, Jerry and Mike, at 31, are still on of the hottest songwriting teams in the business. BMI congratulates Jerry Leiber and Mike Stoller and all the other writers of contemporary popular music whose great songs we proudly license for public performance.

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

Among Leiber and Stoller’s rocking successes are:
Black Denim Trousers, Love Me, King Creole, Charlie Brown, Along Came Jones,
Loving you, Searching, Poison Ivy, Kansas City, On Broadway, Yakety-Yak.