Color television: a special report. pp29-107
Account switches: how $200 million moved in '65. p106
NFL football: to get prime-time TV exposure. p124
TV showsheets: what's on the networks this winter. p14

Petry

Color Spot

The TV medium for '66

Sight, sound, motion, color—put them together and you've got Color Television. Add the flexibility and economy of Spot Television and you've got something even better—Colors spot. The Television stations we represent are leading the way in this new kind of selling. You can depend on them for results.
what does it take to be first in CATV
(and how do you stay there) ?

Jerrold's answer is: "Customer satisfaction!" Our systems satisfy
the CATV owner/operator because
they're engineered for subscriber
satisfaction. When you buy Jerrold,
you get...

Reputation—15 years and 1,700
systems after we equipped the first
commercially successful CATV sys-
tem, more CATV operators depend
upon Jerrold for subscriber satis-
faction than upon any other single
source. Jerrold is Number One in
the CATV industry.

Know-how—Jerrold has consistently
maintained the industry's largest
staff of development engineers. A
staff which has provided such
"firsts" as the Channel Commander
which made 12-Channel systems a
reality. A staff which is justifiably
proud of its latest "first": Starline
—the new standard for solid-state
CATV distribution system quality
and performance.

Services—Jerrold has built more
systems on a "turnkey" basis than
any other manufacturer/contractor
in CATV. Our nationwide organiza-
tion can help you in any and every
stage of providing a profitable CATV
system—from marketing and engi-
neering-surveys, through system
engineering and construction, to
turning over to you a complete,
operating system.

Whatever your CATV requirement—consult Jerrold first. Call 215-226-3456 or
write: CATV Systems Division, JERROLD ELECTRONICS CORPORATION, 15th
and Lehigh Ave., Philadelphia, Pa. 19132

FIRST IN CATV The nation's largest, most experienced manufac-
turer/supplier of CATV equipment and services.
these are my people!*

* St. Louis' most devoted noon-time audience tunes faithfully to

THE CHARLOTTE PETERS SHOW
12:30 to 1:30 P.M.—MON. THRU FRI.

The inimitable Charlotte . . . one member of the super sales team that makes St. Louis television a brand-new ball game on THE EXCITING NEW KTVI2

ST. LOUIS abc HR
Throughout the year . . . .
more homes in the Dallas-Ft. Worth
Market preferred KRLD-TV.

The Nielsen Station Index average week audience estimates for each report made January through November, 1965, show the continued dominance of KRLD-TV. Channel 4 led all other stations in the market in total homes per average quarter hour, 9 AM to midnight, Sunday through Saturday.

For a most efficient schedule in the nation's 12th ranked television market, contact your ATS representative.

KRLD-TV
THE DALLAS TIMES HERALD STATIONS
Channel 4 Dallas-Ft. Worth
MAXIMUM POWER TV-TWIN to KRLD radio 1080 CBS outlet with 50,000 watts

Clyde W. Rembert, President

represented nationally by
Advertising Time Sales, Inc.

BROADCASTING, January 3, 1966
Time, gentlemen

Although not yet on agenda, it's practically certain that National Association of Broadcasters' board will give at least preliminary consideration to major revision of its radio and television codes, with particular regard to time standards—whether they should be dropped entirely and, if so, when. With FCC using NAB standards as yardstick in evaluating commercial content in both radio and television, sentiment is growing both within NAB membership and among directors for radical surgery.

Although FCC was precluded from adopting NAB code standards as part of its regulations by congressional mandate in March 1964, it is employing standards on case-by-case basis with at least four of its seven members committed to that course. One suggestion is that NAB drop specific time limitations and substitute language urging management to exercise diligence and prudence in evaluating commercial content, taking into account diverse requirements among various classes of stations in diverse locations.

Blair gets around

How many station reps own a piece of one of their biggest competitors? That's question going around since John Blair & Co. went public last month through sale of 345,000 of their shares (32% of outstanding stock) by founder-chairman, John P. Blair, and his brother Blake for almost $7.8 million (Broadcasting, Dec. 13, 1965). Some speculate that all major competitors directly or indirectly acquired at least one share, but spotcheck indicates it was not that unanimous.

Obvious purpose of buying one share would be to get Blair financial reports and inside line on business—such as information, in stock prospectus, showing firm's commissions totaled $9,347,000 in 1964 and reached $7,621,000 in first nine months of 1965 (Broadcasting, Nov. 15, 1965). Although some reps said they bought no Blair stock, others reported buying up to 100 shares.

Dead turkey

"Doc Buzzard," that $20,000 film produced by National Association of Broadcasters' Code Authority, wasn't shot down by advertiser fire alone (Broadcasting, Dec. 27). Networks also took aim at film because it disparaged advertising generally and because they felt it was ineptly done. It won't be repaired or reissued.

Night football

Talk of American Football League getting some prime-time network exposure next season has National Football League will definitely do (see page 124)—is not idle chatter. Plans are afoot at NBC-TV to program two AFL Friday night contests, Sept. 2 and Sept. 9 probably at 7 or 7:30 p.m. (One of CBS-TV's NFL night games is also set for Sept. 2, but in later time period: 9:30 p.m.) Work in this direction was begun largely at behest of one of AFL's major sponsors, R. I. Reynolds. Problem raised for network is that half of package has already been sold at $35,000 per minute, calculated on basis of 20 games to be presented in Class C time. Introduction of nighttime plans means two additional contests in Class A time, and network would have to go back to buyers already signed for additional money. Reynolds, Firestone and Chrysler each have three minutes per game, representing half of national package.

Group health plan

National Association of Broadcasters has been asked to pony up some $50,000 to help finance research commissioned by Council for Television Development—which was formed to fight FCC's proposed tightening of television multiple-ownership rules. Most of council's blue-chip members are also NAB members. Request for NAB aid will be put to association's television board at its meeting late this month. Vince Wasilewski, NAB president, is expected to advise board that CTD's research could be valuable to NAB and industry.

CTD hired United Research Corp. of Cambridge, Mass., to make ex-haustive investigation of socio-economic implications of group-station ownership. Though work won't be completed until late spring, preliminary indications are that it will provide basis for group-owners' claims that multiple holdings are more in public interest than single holdings. Costs of United Research's work will run into hundreds of thousands of dollars.

Money for wire

Attraction that community antenna TV business now presents to financial community will be emphasized in week or two when one group-CATV owner announces multi-million-dollar refinancing arrangement with number of conservative lending institutions including banks and insurance companies. Significance lies in fact that this CATV company owns nothing but cable systems. Up to now CATV loans have been made mostly to borrowers with diversified assets.

Building plans

Expenditure of $1.8 million will be entailed for construction of new NAB headquarters at present Washington site (plus adjacent parking lot), according to estimates to be submitted to NAB board of directors at its meeting Jan. 24-28 at Palm Beach Shores, Fla. Seven-story structure, plus two levels below ground, will provide approximately 46,000 square feet of useable space, about half of which will be used by NAB, with balance available for restricted rental. Association would occupy temporary quarters during construction, which probably would begin in mid-1966, with completion 12-18 months thereafter.

Self help

Story of broadcasting will be told in entertainment special featuring big-name talent, now in production and already slotted for 10-11 p.m. May 1 on CBS-TV in color. To be sponsored by Savings and Loan Associations, Washington, through McCann-Erickson, special is being produced by Lee Mendelson, Burlingame, Calif., which produced last month's Charlie Brown Special on CBS. Program will be tribute to broadcasting, particularly radio, with name talent to be announced as soon as signed.

BBC: tenant

CBS will become BBC's landlord—but in Washington only. British company will occupy portion of third floor of CBS news headquarters at 2020M Street beginning about April 15. It will also use, on allocation basis, CBS technical facilities for both TV and radio. BBC has maintained office in Washington's National Press Building but with no studio facilities.
WELCOME TO THE

CAPITAL OF EASTERN AMERICA: DAYTON, OHIO

The Dayton area is the No. 1 color TV market in the eastern half of
America. And No. 3 in the entire nation! 15.5% of the TV sets in
Metro-Dayton are color sets. That puts us right up there with Los
Angeles (16.4%) and Sacramento-Stockton (16.1%).

and in Dayton you get more prime time color
on WHIO-TV than any other Dayton area station!

(Doesn't this color your thinking just a bit?)
WEEK IN BRIEF

Color television, which has been 'just around the corner' for years, is now sweeping nation—station by station and set owner by set owner. BROADCASTING Special Report takes in-depth look at color's emergence from mono-chrome cocoon, its growing penetration; how it is being used by stations, advertisers and agencies; networks' plans for increasing color programming, and color's problems; lack of equipment and shortage of color film. See...

OUT OF EGG... 29

 пенetration... 36

 conversion bottleneck... 40

 agencies endorse use... 51

 news in color... 62

 Agency mergers, dominant factor in 1965, accounted for part of almost $200 million in account switches. Leo Burnett, Doyle Dane Bernbach and Benton & Bowles lead pack in new accounts. See...

 switches set record... 106

 Oren Harris finally gets his commission and announces he'll leave Congress for federal bench on Feb. 3. Says few things remain to be done—among them publication of report on broadcast ratings. See...

 harris sets date... 116

 CBS and NFL come to terms on new two-year contract for $18.8 million each year with network getting third-year option at same price. Some games will go into prime time and blackout rule is radically altered. See...

 football prime time... 124

 DEPARTMENTS

 AT DEADLINE 9
 BROADCAST ADVERTISING 106
 BUSINESS BRIEFLY 114
 CHANGING HANDS 119
 CLOSED CIRCUIT 5
 DATEBOOK 21
 EDITORIAL PAGE 146
 FANFARE 128
 FATES & FORTUNES 131
 FILM SALES 128
 FINANCIAL REPORTS 129
 FOR THE RECORD 134
 INTERNATIONAL 130
 LEAD STORY 29

 THE MEDIA 114
 MONDAY MEMO 26
 OPEN MIKE 22
 PROGRAMING 124
 WEEK'S HEADLINERS 10
 WEEK'S PROFILE 145

 networks expanding... 75

 b&w commercials... 80

 color film backlog... 88

 local live color... 92

 equipment now common... 98

 FCC reverses field in granting interim authorization for KWK. Commission overturns review board which said there was no need for service. Seven applicants form Radio Thirteen-Eighty Inc., get grant. See...

 overturns KWK... 120

 RCA sales go over $2 billion mark with NBC accounting for nearly 25% of figure. Parent firm profits of more than $100 million is 21% increase over 1964. It's all smiles and all records in '65 ledger. See...

 record profits... 129

 New York's new mayor, John Lindsay, names former broadcaster to evaluate city's broadcasting system and impact of CATV. Lindsay and former mayor Wagner deny plan to sell city-owned WNYC-AM-FM-TV. See...

 city evaluates... 123

 Published every Monday, 52d issue (Yearbook Number) published in January by Broadcasting Publications Inc. Second-class postage paid at Washington, D. C., and additional offices.

 Subscription prices: Annual subscription for 52 weekly issues $6.00. Annual subscription including Yearbook Number $12.50. Add $1.00 per year for Canada and $2.00 for all other countries. Subscriber's occupation required. Regular issues 50 cents per copy. Yearbook Number $1.00 per copy.

 Subscription orders and address changes: Send to Broadcasting Circulation Dept., 1730 DeSales Street, N. W., Washington, D. C. 20036. On changes, please include both old and new addresses plus address label from front cover of magazine.
What is an influencible?

Part of the go-go crowd. The part that listens to Storz radio, then goes out and buys your product or service. The young moderns. The young marrieds. The crowd with shopping lists umpteen feet long, just waiting to be told their business is appreciated. So why not tell 'em? *Influence the influencibles.* On a Storz station you talk to the most influenceable people so the word gets around faster because the go-go crowd responds.
ARB report is cited to show viewing up

Prime-time network television viewing was 11% higher than year ago in 27 markets measured by American Research Bureau in October, NBC reported Thursday (Dec. 30).

It said data, just received from ARB, showed gains in homes using TV in all 27 markets, compared to same period of 1964. Gains ranged from 4% in San Francisco to 26% in Washington.

NBC said new figures provided further evidence that, contrary to earlier indications in Nielsen reports (Broadcasting, Nov. 1, 8, 1965), TV usage this season is gaining rather than declining.

Markets were said to represent almost half of nation's TV homes. In terms of total homes reached by network affiliates in prime time they were shown with percentage gains as follows (Oct. 13-26, 1965, compared to Oct. 15-28, 1964):

Atlanta, 15; Baltimore, 10; Boston, 11; Buffalo, 10; Chicago, 8; Cincinnati, 9; Cleveland, 11; Columbus (Ohio), 10; Dallas-Ft. Worth, 15; Detroit, 9.

Houston, 11; Indianapolis, 12; Kansas City, 8; Los Angeles, 20; Memphis, 15; Miami, 11; Milwaukee, 10; Minneapolis-St. Paul, 6.

New Orleans, 11; New York, 11; Philadelphia, 6; Pittsburgh, 8; Portland ( Ore.), 8; St. Louis, 12; San Francisco, 4; Seattle-Tacoma, 9; Washington, 26.

FCC staff seen bucking WGN Inc. waiver request

FCC is scheduled to consider this week first request for waiver of its interim policy on multiple ownership of television stations in top 50 markets.

If commission staff has its way, request—from WGN Inc.—will be denied. But since policy was adopted by 4-3 vote, there is reasonable chance commission will waive policy which requires hearing on applications that would result in broadcaster owning more than three stations (and no more than two of them VHF's) in top 50 markets.

WGN Inc., which owns WGN-TV Chicago in third market and has interlocking ownership with WPX(TV) New York in first, wants to buy KCTO(TV) Denver, in 45th. All three are VHF's. WGN Inc. has asked for grant without hearing on ground public interest would be served by sales.

FCC staff, however, feels that to grant waiver would make it harder to deny similar requests in future and that eventually policy would be meaningless.

Furthermore, staff argues arguments in favor of waiver—that WGN Inc. could make independent KCTO more competitive and improve its programming, especially local programing—could be made by many group owners.

Pay TV no money maker in Hartford, Pinto says

John Pinto, vice president of RKO General Television, in charge of WHTV(TV) Hartford, Conn., plans to ask permission to use pay-TV system in U. S. this month, said Thursday (Dec. 30), "It's losing money, but it's going about as we figured."

Mr. Pinto stressed that subscription TV is still an experiment, but he added, "we're more enthusiastic than ever over the chances of subscription television nationally."

He said that in its three-and-one-half years in Hartford, system has grown from 300 subscribers to more than 5,500.

System, he said, did not make any special effort to get new customers until FCC renewed its license for another three years last May (Broadcasting, May 24). "In past six months," he said, "we've increased our number of subscribers by 10%.

Halker buys Spooner CATV

Spooner Able Cable Co., CATV system in Spooner, Wis., purchased today (Jan. 3) by Eugene A. Halker, owner of WATW-AM, WSN, and WJBA-AM.

FCC staff on schedule to consider request for waiver of its interim policy on multiple ownership of television stations in top 50 markets. If commission staff has its way, request—from WGN Inc.—will be denied. But since policy was adopted by 4-3 vote, there is reasonable chance the commission will waive the policy which requires hearing on applications that would result in broadcaster owning more than three stations (and no more than two of them VHF's) in top 50 markets.

WGN Inc., which owns WGN-TV Chicago in third market and has interlocking ownership with WPX(TV) New York in first, wants to buy KCTO(TV) Denver, in 45th. All three are VHF's. WGN Inc. has asked for grant without hearing on ground public interest would be served by sales.

FCC staff, however, feels that to grant waiver would make it harder to deny similar requests in future and that eventually policy would be meaningless.

Furthermore, staff argues arguments in favor of waiver—that WGN Inc. could make independent KCTO more competitive and improve its programming, especially local programing—could be made by many group owners.

Pay TV no money maker in Hartford, Pinto says

John Pinto, vice president of RKO General Television, in charge of WHTV(TV) Hartford, Conn., plans to ask permission to use pay-TV system in U. S. this month, said Thursday (Dec. 30), "It's losing money, but it's going about as we figured."

Mr. Pinto stressed that subscription TV is still an experiment, but he added, "we're more enthusiastic than ever over the chances of subscription television nationally."

He said that in its three-and-one-half years in Hartford, system has grown from 300 subscribers to more than 5,500.

System, he said, did not make any special effort to get new customers until FCC renewed its license for another three years last May (Broadcasting, May 24). "In past six months," he said, "we've increased our number of subscribers by 10%.

Southern Calif. Ford ads using heavy radio-TV spots

Ford Dealers Association of Southern California, through J. Walter Thompson, Los Angeles, initiates multi-media campaign today (Jan. 3) to run for month throughout its marketing area.

Included is heavy radio-TV spot schedule. Four Ford commercials, produced specifically for campaign, will run entire period on 11 Southern California TV stations in addition to being carried on advertiser's three regularly sponsored shows on KNBC, KTTV and KSWX-TV, all Los Angeles. Radio schedule calls for 60- and 30-second spots to run on 63 stations in area. No budget figures were discussed.

Radio stations sold

Two radio stations were sold Thursday (Dec. 30): WORL Boston was sold by Edward Gallagher Jr., Sidney Dunn, Francis P.
WEEK'S HEADLINERS

Art Elliott, formerly VP-sales manager at Harrington, Righter & Parsons, New York, elected executive VP, Advertising Time Sales, that city. His appointment becomes effective on Jan. 15. Mr. Elliott will assist president of ATS.

Thomas B. Campbell, attorney with Communications Broker kc with Blackburn, San Francisco, now director sales for newly formed RAB-West. Headquarters of western division of RAB is scheduled to open for business officially today (Jan. 3) in Lee Tower, 5455 Wilshire Blvd., Los Angeles. Telephone: 938-2721.

Marvin L. Shapiro, VP-general sales manager of Television Advertising Representatives Inc., New York, elected executive VP, filling post which Robert M. McGredy, TVAR president, vacated in June 1963. Mr. Shapiro has been with TVAR for 4½ years. Previously he was with Harrington, Righter and Parsons, CBS-TV Spot Sales, and WCAU-TV Philadelphia.

Gerald Leider, VP in charge of network, television sales, Ashley Famous Agency, New York, elected partner of talent agency. Mr. Leider, 34, was director of special programs and director of program sales at CBS-TV prior to joining Ashley Famous in 1962.

Thomas J. Tilson, after year as VP and general sales manager of WNEW-TV New York, named VP and eastern sales manager of Metro TV sales there. Mr. Tilson was Metro TV Sales' first Chicago sales manager when company was founded four years ago. He was also with Television Advertising Representatives Inc. and Peters, Griffin, Woodward Inc.

Thomas B. Kilbride, executive VP of Knox Reeves Advertising, Minneapolis, named president succeeding R. W. Stafford who becomes board chairman. Mr. Stafford continues as chief executive officer and plans board chairman. Mr. Kilbride joined agency in 1957.

For other personnel changes of the week see FATES & FORTUNES

Mutrie, James E. Mutrie and George Gray to Ralph Guild for $220,000. Mr. Guild is executive VP of McGawen-Guild Co., New York station representative firm. WORL operates daytime on 950 kc with 5 kw power.

WNAC Nanticoke, Pa., was sold by Martin Philip to Robert Neilson for $115,000. Mr. Philip is Palmerton, Pa., attorney and owner of WYNS Lehighton, Pa. Mr. Neilson is minority owner of WABN Deerfield, Va. WNAC operates daytime on 770 kc with 1 kw power.

Broker in both cases was Blackburn & Co. Both transactions are subject to FCC approval.

All-purpose satellite

Communications Satellite Corp. has asked for designs for satellite capable of handling 10 TV channels, 6,000 two-way voice transmissions or mixture of both. Satellite, which would have 20 times capacity of Early Bird, would be able to feed TV signals direct to stations having 30-foot dish antennas.

West coast RAB meetings herald start of campaign

Radio Advertising Bureau began proselytizing West with formation of Media Advisory Council and meetings held in Los Angeles Wednesday and San Francisco Thursday. Thrust of effort is to set up continuing liaison with media directors on how better to present radio.

Twenty agency executives participated in Los Angeles meeting, while 16 attended San Francisco session.

RAB President Miles David presided at both affairs. Co-host was Rod Mac Donald, former media director, Guild, Bascom & Bonfigli, San Francisco, now director sales for newly formed RAB-West. Headquarters of western division of RAB is scheduled to open for business officially today (Jan. 3) in Lee Tower, 5455 Wilshire Blvd., Los Angeles. Telephone: 938-2721.

Adams leaves Overmyer

Robert F. Adams resigned Thursday (Dec. 30) as executive vice president of Overmyer Communications Companies. He plans to become consultant in TV field and OCC is slated as his first client.

Arthur M. Dortner, VP of OCC, will assume Mr. Adams' former responsibilities. Lemuel B. Schofield III, formerly with NBC, has been appointed staff counsel of OCC Company has plans for seven UHF TV stations.

Blumberg WCBS-TV newsman

Ralph Blumberg, former owner of WBOX Bogalusa, La., who was harrassed by Ku Klux Klan into selling his station, joins WCBS-TV New York today (Jan. 3) as newsmen.

Mr. Blumberg was forced to sell because of local advertiser boycott attributed to Klan threats after he had expressed opposition to segregation. For his journalistic courage, Mr. Blumberg received 1965 Paul White Memorial Award from Radio and Television News Directors Association (Broadcasting, Nov. 15, 1965).

Troop movements 'verbotten'

Defense Department Thursday (Dec. 30), requested all news media to voluntarily refrain from broadcasting or publishing advance information about movements of troops bound for war in South Vietnam.

Department has never before made such request of newsmen covering Pentagon during involvement in Vietnam war.

NBC-TV: $22.6 million in sports packages in week

Sale flurry in 1966 sports programing, representing estimated $22.6 million in billing and consummated within one week through last Monday, is claimed by NBC-TV. Of total, $15 million came from Gillette, Chrysler and R. J. Reynolds Tobacco for one-quarter each (at $5 million) of Game of the Week baseball package; approximately $6.6 million from Reynolds, Chrysler and Firestone Tire and Rubber for one-sixth each (at about $2.2 million) of American Football League games. Another $1 million in late bowl sponsorships was also picked up, plus Buick and Goodyear Tire and Rubber sponsorship of Buick Open at Flint, Mich., this spring. Baseball package is now set for 25 Saturday afternoon games plus prime-time play on three holidays: Memorial Day, Fourth of July and Labor Day.
THINGS HAVE CHANGED . . .
SUCCESS STORY - Baltimore Style!

A formal nod from an officer of a financial institution to a customer is as outdated as a flying eagle penny. Today, the personal touch is the key to success in a savings and loan operation. Forward-looking, fast-moving Loyola Federal Savings and Loan Association personalizes its services by visiting hundreds of thousands of Marylanders every week via WMAR-TV, and renders a service at the same time!

Ever since 1957, Loyola Federal has been reaching the area it serves with the "What's With The Weather" program, 7:15-7:20 PM., Mondays, Wednesdays and Fridays. Loyola Federal discovered that WMAR-TV is a most effective way of reaching Marylanders at home . . . and thousands upon thousands of Channel 2 viewers have discovered Loyola Federal! Sam Borden, President, says, "Our expenditure on WMAR-TV is the major advertising effort of Loyola Federal in the Maryland area."

Today Loyola Federal, with assets of over $340,000,000.00, is the largest savings and loan association in Maryland.

H. W. Buddemeier Co., Inc., Baltimore, Maryland, is the advertising agency for Loyola Federal Savings and Loan Association.

In Maryland Most People Watch
COLOR-FULL
WMAR-TV

CHANNEL 2, SUNPAPERS TELEVISION
TELEVISION PARK, BALTIMORE, MD. 21212
Represented Nationally by THE KATZ AGENCY, INC.
KNOW 2 BIG REASONS WHY TRADING STAMPS WORK?

Trading stamps are more effective than any other promotion because they have two rare distinctions:

1. They put right back in the customer's pocket the money the retailer paid for the stamp promotion in the first place.
2. They reward the customers fairly—in proportion to how much each one spends.

S&H can pass on more total value than the cost of the promotion—more than the retailer paid for the stamp service in the first place—because it buys merchandise in great quantities for more than 70 million S&H Green Stamp savers.

Buying wholesale, and using modern methods to keep distribution costs low, S&H is able to provide merchandise that represents a 2½ per cent discount on every purchase!

The S&H retailer gives each customer one stamp on every 10 cent purchase.

The more the customer buys, the more stamps he or she gets. This is quite unlike other forms of promotion where only one person—the lucky winner—takes something home. For instance, an average food retailer doing a $1.2 million business per year, could give away six autos a year for the same cost as stamps. That way six, out of thousands of customers, are rewarded.

But everyone takes home extra value every single time they shop where S&H Green Stamps are given.
But what it does takes volumes

Because LP-gas does so many things.
You might think LP-gas is like natural gas. It is and it isn’t. People in towns, suburbs, and on farms and ranches do use LP-gas just as people served by utilities use natural gas—to cook food, heat water, dry clothes, and heat and cool their homes.

But because of its remarkable versatility, LP-gas uses extend far beyond those of natural gas. LP-gas also powers trucks, tractors, buses, taxis and generators just like gasoline and diesel fuel.

LP-gas has many uses uniquely its own, too. Flame weeding crops is one. Duplicating the searing re-entry heat for space capsule research is another.

Liquefied petroleum gas is the complete name of LP-gas. It is a gas converted into a liquid for easy transportation and storage. Propane, butane, bottled gas are some of the names it goes by. But they’re all LP-gas.

Wherever heat and power are required, LP-gas does the job.

March 1966 will be National LP-gas Month. To salute LP-gas in your area, write for editorial features and advertising materials.
## TV NETWORK

Networks are listed alphabetically with the following information: time, program title in italics, followed by sponsors or type of sponsorship. Abbreviations: (C), color; sust., sustaining; part., participating; alt., alternate sponsor; co-op, cooperative local sponsorships: cont., continued. All times Eastern. Showsheets are published at the beginning of each quarter.

### SUNDAY MORNING

**10 a.m.-Neon**
- ABC-TV 50-50: Benny & Cecil (C), part.; 10:30-11 Petey & Potamus (C), part.; 11:30-12 Bluffwick (C), part.; 11:30-12 Discovery, part.
- NBC-TV No network service.

**1-2 p.m.**
- ABC-TV 1:15 Directions '66; 1:30-2 Issues and Answers, sust.
- CBS-TV 1-2:30 No network service.
- NBC-TV 1:30 Meet the Press (C), part.; 1:30-2 Religious programs and public affairs, part.

**2-5 p.m.**
- ABC-TV 2-4 No network service: 4-4:30 Range Riders, part.; 4:30-5 Topper Tows Cartoon Fun, Topper Tows
- CBS-TV 2-2:30 No network service: 2:30-4 1966 Sports Special, part.; 4-4:30 Alumni Fun, Amer. Cranamid; 4:30-5 No network service.
- NBC-TV 2-4 No network service; 4-5 NBC Sports in Action (C), part.

**5-6 p.m.**
- ABC-TV No network service.
- CBS-TV 5:30 My Ed., part.; 5:30-6 American Hour, part.; 6:30-7 No network service.
- NBC-TV 5:30 Mutual of Omaha's Wild Kingdom (C), Mutual of Omaha; 5:30-GE College Bowl (C), General Electric.

**6-7 p.m.**
- ABC-TV No network service.
- CBS-TV 6-6:30 Twentieth Century, Prudential; 6:30-7 No network service.
- NBC-TV 6:30 The Frank McGee Report (C), part.; 6:30-7 Bell/Activities (C), Bell, part.

**7-8 p.m.**
- ABC-TV Voyage to the Bottom of the Sea (C), part.
- CBS-TV 7:30-7:30 Lassie (C), General Foods; 7:30-8 My Favorite Martian (C), Kelloggs, part.
- NBC-TV 7:30 Bell/Activities, cont.; 7:30-8 Walt Disney World/ABC World of Color (C), Eastman Kodak, Ford, RCA.

**8-9 p.m.**
- ABC-TV The FTR (C), Aluminum Co. of America, Amer. Tobacco, Ford
- CBS-TV Ed Sullivan (C); P. Lorillard, Whitehall, Burlington Mills, NBC-TV 8-8:30 Walt Disney, cont.; 8:30-9 Branded (C), P&G.

**9-10 p.m.**
- ABC-TV The Sunday Night Movie (C), Colgate, Gillette, R. J. Reynolds, Chevrolet, part.
- NBC-TV Perry Mason, Chevrolet, part.
- NBC-TV Bonanza (C), Chevrolet.

### SHOWSHEETS

<table>
<thead>
<tr>
<th>Time</th>
<th>Network</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-11 p.m.</td>
<td>ABC-TV</td>
<td>Sunday Movie, cont.</td>
</tr>
<tr>
<td>10-10:30</td>
<td>CBS-TV</td>
<td>Condor Camera, part.</td>
</tr>
<tr>
<td>10-11:10</td>
<td>NBC-TV</td>
<td>The Wackiest Ship in the Army (C), part.</td>
</tr>
<tr>
<td>11-11:15 p.m.</td>
<td>ABC-TV</td>
<td>Bob Young with the News, part.</td>
</tr>
<tr>
<td>10-11</td>
<td>ABC-TV</td>
<td>No network service.</td>
</tr>
<tr>
<td>10-10:30</td>
<td>CBS-TV</td>
<td>I Love Lucy, part.</td>
</tr>
<tr>
<td>11</td>
<td>ABC-TV</td>
<td>No network service.</td>
</tr>
<tr>
<td>10-11:30</td>
<td>NBC-TV</td>
<td>Bultwinkle, part.</td>
</tr>
<tr>
<td>10-11:30</td>
<td>ABC-TV</td>
<td>Eye Guess (C), part.</td>
</tr>
<tr>
<td>10-11:30</td>
<td>CBS-TV</td>
<td>Morning Report, part.</td>
</tr>
<tr>
<td>11 a.m.-Noon</td>
<td>ABC-TV</td>
<td>11-11:30 Supernumber Sweep, part.</td>
</tr>
<tr>
<td>11-12:30</td>
<td>ABC-TV</td>
<td>The Dating Game, part.</td>
</tr>
<tr>
<td>11-11:30</td>
<td>NBC-TV</td>
<td>Andy of Mayberry, part.; 11:30-12 Dick Van Dyke, part.</td>
</tr>
<tr>
<td>11-11:30</td>
<td>ABC-TV</td>
<td>Morning Star (C), part.; 11:30-12 Point Parallels (C), part.</td>
</tr>
<tr>
<td>Noon-1 p.m.</td>
<td>ABC-TV</td>
<td>12-12:30 Donna Reed Show, part.; 12:30-1 Father Knows Best, part.</td>
</tr>
<tr>
<td>12-12:30</td>
<td>CBS-TV</td>
<td>Love of Life, part.; 12:30-15 News, part.; 12:30-12:45 Search for Tomorrow, P&amp;G.</td>
</tr>
<tr>
<td>12-12:30</td>
<td>NBC-TV</td>
<td>12-12:30 Jeopardy! (C), part.; 12-12:30 Let's Play Post Office (C), part.; 12-12:30 NBC Newsday Report.</td>
</tr>
<tr>
<td>1-2 p.m.</td>
<td>ABC-TV</td>
<td>1-2:30 The Nurses, part.; 2:30-2:55 A Time For Us, part.; 2:55-3:30 What's My Line? (C), part.; 3:30-4:00 Art Linkletter's House Party (C), part.; 4:00-4:30 NBC News/Day's of Our Lives (C), part.; 4:30-5:30 The Doctors, Colgate, part.</td>
</tr>
<tr>
<td>3-4 p.m.</td>
<td>ABC-TV</td>
<td>3-4:30 General Hospital, part.; 3:30-4 The Young Men, part.</td>
</tr>
<tr>
<td>4-5 p.m.</td>
<td>ABC-TV</td>
<td>4-5 Match Game, part.; 4:30-4:45 News, part.; 4:45-5:00 NBC News Special.</td>
</tr>
<tr>
<td>5-6 p.m.</td>
<td>ABC-TV</td>
<td>5-6 No network service.</td>
</tr>
<tr>
<td>5:10-6:10</td>
<td>CBS-TV</td>
<td>ABC News, part.</td>
</tr>
<tr>
<td>5:10-6:10</td>
<td>NBC-TV</td>
<td>No network service.</td>
</tr>
<tr>
<td>5:15 p.m.</td>
<td>ABC-TV</td>
<td>No network service.</td>
</tr>
<tr>
<td>6:15-7:15</td>
<td>CBS-TV</td>
<td>6-7:15 News, part.; 7-7:15 No network service.</td>
</tr>
<tr>
<td>6-7:15</td>
<td>NBC-TV</td>
<td>No network service.</td>
</tr>
</tbody>
</table>

**BROADCASTING**, January 3, 1966
are now represented nationally by

EDWARD PETRY & COMPANY, INC.
TUESDAY EVENING
7:30-9 p.m.
ABC-TV 7:30-8:30 Combat, part.; 8:30-9 McHale's Navy, R. J. Reynolds, Kellogg.
CBS-TV 7:30-8:30 Ranshiire, part.; 8:30-9 Red Skelton Hour, (C), Amer. Home, Philip Morris, Alberto Culver, Reynolds Metals.
NBC-TV 7:30-8 My Mother the Car (C), part.; 8:30-9 Please Don't Eat the Daisies (C), Lever, Speidel, Libby; 8:30-9 Dr. Kildare II (C), part.

9-10 p.m.
ABC-TV 9-8:30 F Troop, R. J. Reynolds, Bristol-Myers, Quaker Oats; 9:30-10 Peyton Place II, part.
CBS-TV 9-9:30 Red Skelton Hour, cont.; 9:30-10 Petticoat Junction (C), P&G.
NBC-TV 9-11 Tuesday Night at the Movies (C), part.

10-11 p.m.
ABC-TV The Fugitive, part.
CBS-TV CBS Reports, IDM.
NBC-TV Tuesday Night at the Movies, cont.

WEDNESDAY EVENING
7:30-9 p.m.
ABC-TV 7:30-8 Batman I (C), part.; 8:30-8 Patty Duke Show, part.; 8:30-9 Blue Light (C), Armstrong, Bristol, Myers.
CBS-TV 7:30-8 Lost in Space, part.; 8:30-9 Beverly Hillbillies (C), Kellogg, R. J. Reynolds.
NBC-TV The Virginian (C), part.

9-10 p.m.
ABC-TV The Big Valley (C), part.
CBS-TV 9-8:30 Green Acres (C), P&G, Gen. Foods; 8:30-10 Dick Van Dyke Show, P. Lorillard, P&G.
NBC-TV Bob Hope Chrysler Theater (C), Chrysler.

10-11 p.m.
ABC-TV Long Hot Summer, part.
CBS-TV Danny Kaye (C), S & H Green Stamps, R. J. Reynolds, part.
NBC-TV I Spy (C), part.

THURSDAY EVENING
7:30-9 p.m.
ABC-TV 7:30-8 Batman II (C), part.; 8-8:30 Gidget (C), Armstrong, Campbell, Contac; 8:30-9 The Double Life of Henry Phyle (C), Bristol, Myers, Quaker Oats.
CBS-TV 7:30-8 The Munsters, part.; 8:30-9 Gilligan's Island, P&G, part.; 8:30-9 My Three Sons (C), Toni, Hunt.
NBC-TV 7:30-8 Daniel Boone (C), part.; 8:30-9:30 Laredo (C), part.

9-10 p.m.
ABC-TV 9-8:30 Bewitched, Chevrolet, Quaker Oats; 9:30-10 Peyton Place III, part.
CBS-TV 9-11 The CBS Thursday Night at the Movies (C), part.
NBC-TV 9-9:30 Laredo, cont.; 9:30-10 Mona McClusky (C), part.

10-11 p.m.
ABC-TV The Baron (C), part.
CBS-TV Thursday Night Movies, cont.
NBC-TV Deon Martin (C), part.

Coming Soon...
Another 1st from the Tiger-in-the-Sky
LIVE LOCAL COLOR
WAFB-TV
Channel 9, Baton Rouge

WAFB-TV's new live color capability—plus network color, local color film, local color slides—will make WAFB-TV the color station in Baton Rouge and all of Central Louisiana! Color video-tape, on order, will make WAFB-TV the area's only full color station, accepting any type of color commercials at no extra charge.

New 1,749-ft. tower puts 376,000 homes in 100 mv/m contour!
CBS FOUNDATION INC.
NEWS FELLOWSHIPS FOR 1966-1967

CBS Foundation established in 1957 at Columbia University in New York a group of one-year CBS Foundation Fellowships, for eligible persons engaged in news and public affairs in the radio and television field. The Fellows have all University expenses paid and are offered for 1966-1967.

Purpose of the Fellowships

CBS Foundation has established the Fellowships to offer a year of study for men and women in radio and television news and public affairs who show promise of greater development. Fellows will be selected from the wide curriculum of Columbia University, courses which, in the opinion of the Fellow and with the advice of a University representative, can contribute most advantageously to a broadening and strengthening of his background for continued work in news and public affairs. Courses may range across such varied fields as diplomatic history, economics, modern languages, Far Eastern affairs, political science, labor relations, public administration, American history. With the approval of the University, the Fellow may become a candidate for a graduate degree.

In addition to the study program, CBS Foundation Fellows will meet from time to time as a group to hear invited speakers on subjects related to the news and public affairs field and to discuss these subjects with them; and they will be invited from time to time to observe and discuss news and public affairs programs and techniques at CBS News offices and studios in New York.

The Fellowship Year

While Fellows will be expected to meet the attendance standards of the courses in which they enroll, no final examination or paper or report will be required. The year is intended to be one in which promising people can, through detachment from their routine work, find both formal and informal opportunities to build up their knowledge of particular subjects and, at the same time, increase their understanding of the potentialities of radio and television for news and public affairs programming.

The tenth series of Fellowships, for the academic year 1966-1967, will start in September 1966. Address requests for an application form or other correspondence to:

JULIUS F. BRAUNER
Executive Director, CBS Foundation Inc.
51 West 52 Street, New York, N. Y. 10019

Applications must be postmarked not later than March 1, 1966. The Selecting Committee will announce its selections early in April.

Requirements for Applicants

1. Qualification in one of the following categories: a. News and public affairs staff employee of (1) CBS News, (2) CBS Owned radio stations, (3) CBS Owned television stations, (4) U.S. stations affiliated with CBS Radio, but not owned by it, and (5) U.S. stations affiliated with the CBS Television Network, but not owned by it. b. Regular members of the staffs of non-commercial educational radio and television stations who are engaged for a substantial portion of their time in news and public affairs programs. c. Teachers of courses in the techniques of radio and television news and public affairs at colleges and universities.

An applicant must be fully employed in one of categories a, b and c, and must have sufficient full-time experience in the field to indicate ability and promise of greater development.

2. Completion of an official application form including: a. A statement by the applicant's employer promising the applicant his present job, or an equivalent job, at the end of the fellowship year. b. A statement covering the applicant's personal history; educational background; experience in news and public affairs; and the studies the applicant desires to pursue and their relation to work performed or contemplated.

The Selecting Committee (for 1966-1967)

Public Members
MARK ETHRIDGE, lecturer in Journalism, University of North Carolina; Trustee, Ford Foundation; retired Publisher, Courier Journal and Louisville Times; retired Editor and Vice President, Newsday; former President, National Association of Broadcasters; former Director, Associated Press; former Chairman, U.S. Advisory Commission on Information.

JOHN F. WHITE, President, National Educational Television; Member, Board of Directors, Station WNDT; Co-Chairman, Advisory Committee to U.S.-Japanese TV Information Exchange Center; Co-Chairman, Cultural and Intellectual Exchange Section of White House Conference on International Cooperation; Director, Foreign Policy Association; Former Vice President, Western Reserve University.

SOL TAISSHOFF, President, Broadcasting Publications, Inc.; Editor and Publisher, Broadcasting and Television Magazine; former President, Broadcast Pioneers; recipient, Distinguished Service in Journalism Award, University of Missouri, 1953; Journalist Fellow and former National President, Sigma Delta Chi.

Columbia University Members
FRED W. FRIENDLY, President of CBS News.
GORDON MANNING, Vice President and Director, CBS Television News.

The Selecting Committee reserves the right to revoke or terminate an appointment in cases where it deems such action advisable, or to award fewer than eight fellowships. The decisions of the Committee are final.

All expenses at Columbia University (including tuition and special charges) will be paid for each Fellow. In addition, each Fellow will receive a stipend for living and other expenses. These stipends are adjusted to individual family-size situations, and are therefore of varying amounts; they are intended, with the expenses paid to Columbia on behalf of each Fellow, to average approximately $8000 for each Fellow for the academic year.

Columbia University Members
LAWRENCE H. CHAMBERLAIN, Vice President.
RALPH S. HALFORD, Dean of Graduate Faculties.

CBS Foundation Members
FRED W. FRIENDLY, President of CBS News.
GORDON MANNING, Vice President and Director, CBS Television News.

The Selecting Committee reserves the right to revoke or terminate an appointment in cases where it deems such action advisable, or to award fewer than eight fellowships. The decisions of the Committee are final.

All expenses at Columbia University (including tuition and special charges) will be paid for each Fellow. In addition, each Fellow will receive a stipend for living and other expenses. These stipends are adjusted to individual family-size situations, and are therefore of varying amounts; they are intended, with the expenses paid to Columbia on behalf of each Fellow, to average approximately $8000 for each Fellow for the academic year.
Specials in January, February and March

ABC-TV
Jan. 7: 10-11 p.m. Hollywood Dead Star Ball (C), Clairiol.
Jan. 26: 9-10 p.m. The Jan Country (C), DuPont.
Jan. 28: 7:30-8 p.m. Swing Ding at T. J.'s (C), P&G.
Feb. 1: 8:30-9:30 p.m. Sammy and His Friends.
Feb. 4: 10-11 p.m. Garry Moore.
Feb. 20: 8-9 p.m. DuPont Special.
Feb. 27: Repeat of Feb. 15.
Mar. 1: 9-10 p.m. George Burns.
March 10: 9-10 p.m. Alice: Wonderland, Rexall, Coca-Cola.
March 21: 8-9 p.m. DuPont Special.
To be announced: Vietnam: Operation Sea War (C).
To be announced: Beethoven (C).

CBS-TV
Jan. 5: 7:30-8:30 p.m. Young People's Concert, Bell.
Jan. 6: 7-8 p.m. Wizard of Oz (C), P&G.

ABC-TV
Jan. 23: 4-5:30 p.m. The Age of Men, Part I.
Feb. 11: 7-8:30 p.m. National Geographic Special (C).
Feb. 18: 8-9:30 p.m. An Evening with Carol Channing (C).
Feb. 23: 7:30-8:30 p.m. Young People's Concert.
Feb. 27: 7-9 p.m. Cinderella (C-repeat).
March 30: 9-10 p.m. Barbara Streisand (C).

NBC-TV
Jan. 19: 9-10:30 p.m. Bob Hope Christmas Show, (C), Chrysler.
Jan. 20: 10-11 p.m. Roger Miller Special (C).
Jan. 21: 7-8 p.m. Peter Pan (C), Timex, American Gas Association.
Jan. 23: 7-8 p.m. Honesty and Ethics (C), Institute of Life Insurance, Xerox.
Jan. 24: 9-10 p.m. Perry Como's Kraft Music Hall (C), Kraft.
Feb. 5: 8-10 p.m. Hallmark Hall of Fame (C), "The Magnificent Yankee," Hallmark.
Feb. 6: 7:30-8:30 p.m. Danny Thomas Show (C), Timex, Consolidated Cigars.
Feb. 7: 9-10 p.m. Heintz Dolly Show (tentative title) (C), Xerox.
Feb. 16: 9-10 p.m. Chrysler Presents a Bob Hope Comedy Special (C), Chrysler.
Feb. 23: 9-10 p.m. Michelangelo, The Last Giant (Part II) (C), American Gas Association.
Feb. 28: 9-10 p.m. Perry Como's Kraft Music Hall (C), Kraft.
Feb. 28: 10-11 p.m. Stuart Little (children's special) (C), Green Giant.
March 12: 9-10 p.m. Danny Thomas Show (C), Timex, Consolidated Cigars.
March 18: 9-10 p.m. Chrysler Presents a Bob Hope Comedy Special (C), Chrysler.
March 23: 9-10 p.m. Julie Andrews Show (C), American Gas Association.
March 28: 8-9 p.m. Junior Miss Pajant (C), Scott Paper.
March 28: 8-9 p.m. Perry Como's Kraft Music Hall (C), Kraft.

FRIDAY EVENING
7:30-8 p.m.
ABC-TV 7:30-8 The Flintstones (C), part.
9:30-10 Honey West (C), part.
9:30-10 Home, Mattel; 10-11 Linus the Lionhearted, Nestle, Kellogg.
NBC-TV 10-10:30 Secret Squirrel (C), part.
10-11:30 Underdog (C), part.

11 a.m.-Noon
ABC-TV 11-11:30 The New Casper Cartoon Show (C), part.
NBC-TV 11-11:30 Tom & Jerry, Maltz, Quaker Oats; 11:30-12 Quick Draw McGraw, part.

Noon-1 p.m.
ABC-TV 12-12:30 Bugs Bunny Show (C), part.
12-12:30-1 Milton the Monster (C), part.

1-2 p.m.
ABC-TV 1-1:30 Hoppity Hooper (C), De-Luxe, Gen. Mills, part.
2-2:30 New Americom Bandstand, cont.
2:30-5 No network service.

2:5 p.m.
ABC-TV 2-2:30 Americom Bandstand, cont.
2:30-5 No network service.

5-7:30 p.m.
ABC-TV 5-6 Shell's Wonderful World of Golf (C), Shell: 5:30 T The Scherer-MacNeil Report (C), part.
7-9 p.m.
ABC-TV 7-9 Ozzie & Harriet (C), part.
9-9:30 Teenage Reed Show, part.
9-10:30 Lawrence Welk (C), part.

SATURDAY
8-10 a.m.
ABC-TV No network service.
CBS-TV 8:30-9 Captain Kangaroo, part.
9-9:30 The Jetsons (C), part.
10-10:30 Porky Pig (C), part.
10-11 a.m.
ABC-TV 10-10:30 Porky Pig (C), part.
10-11 The Beatles (C), A. C. Gilbert, Quaker Oats, Maltz Candy.
CBS-TV 10-10:30 Mighty Mouse, Amer.

18 (TV SHOWSHEETS)

Networks are listed alphabetically with the following information: time, program title in italics, followed by sponsors or type of sponsorship. Abbreviations: (C), color; (sust., sustaining); part., participating; alt., alternate sponsor; co-op, cooperative local sponsorships; cont., continued. All times Eastern. Showsheets are published at the beginning of each quarter.

BROADCASTING, January 3, 1966
Whose hues?

They're Collins', of course. Yours, too, when you relay color programming via Collins' new 5-watt, i-f heterodyne microwave system. Perfect color hues require low differential phase and gain. For the best color TV longhaul performance in the industry, specify Collins' new MW-109E microwave system.

The MW-109E is the most advanced microwave video system available today. In addition to excellent color performance provided by i-f heterodyne repeater techniques, a high-powered traveling wave tube provides superior propagation reliability and signal-to-noise ratio. Rack space and power consumption have been greatly reduced by all solid state circuitry (except TWT's) to ensure equipment reliability and low maintenance costs.

For technical information, call, write or wire Collins Radio Company, Microwave Marketing, Dallas, Texas, Area Code 214, AD 5-9511.
Our rich black soil is many yards deep!

FARGO sits at what used to be the bottom of an enormous, 100-mile-wide, prehistoric lake. Over the centuries, it silted many yards deep with top soil from what is now the eastern Dakotas and western Minnesota — plus the flesh and bones of billions of birds, fish and animals.

All this is just to explain why the Encyclopedia Britannica says the Red River Valley is one of the most fertile areas in the world. Still is, to this very day — and will be, to your grandchildren's. And this means rich farmers, rich merchants, rich Cadillac dealers!

All we want to say about ourselves is, that if anybody recommends any other radio or television stations to you out here, you ought to smell his breath! Ask PGW!

WDAY · WDAY-TV

The Know-How Stations in
FARGO, N. D.

PETERS, GRIFFIN, WOODWARD, INC., Exclusive National Representatives
DATEBOOK

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

Indicates first or revised listing.

JANUARY

Jan. 5—Further hearing by Federal Trade Commission on whether electronic consumer products (TV, radios, phonographs and tape recorders) should be labeled to identify imported components. FTC hearing room, Washington.

Jan. 6—Meeting of the Canadian Broadcast Executives Society. Guest speaker is Edward Sanders, WSBY-AM-FM-TV, Syracuse, N. Y. Park Plaza hotel, Toronto.

Jan. 10—Closing date for 1965 entries for George Foster Peabody Radio and Television awards. Radio and TV entries will be considered in the following categories: news, entertainment, education, youth or children's programs, promotion of international understanding and public service. They should be sent to Dean John E. Drewitt, Henry W. Grady School of Journalism, University of Georgia, Athens.

Jan. 10—Deadline for entries for Paul Sullivan Award presentation by the Midland-Ohio Broadcasters Association. Deadline is 7 p.m., Jan. 23rd.

Jan. 10—Deadline for entries for the Radio and Television Institute of Georgia Association of Broadcasters and Henry W. Grady School of Journalism. Speakers include Fred Friendly, president of CBS News; John Chancellor, director of Voice of America, and FCC Commissioner J. Wadsworth University of Georgia, Athens.

Jan. 15—Deadline for entries for the national Scottie Award presented by the Chicago Radio-Television Institute. Submit entries to: Edward Sanders, WSBY-AM-FM-TV, Syracuse, N. Y.

Jan. 15—Deadline for entries for 1966 Pictures of the Year Newsfilm Competition sponsored by the National Press Photographers Association and the University of Oklahoma. Entry blanks and rules are available from Edward Sanders, School of Journalism, University of Oklahoma, Norman.

Jan. 18-19—Radio-relay workshop presented by the Association of State and Territory Broadcasters Associations. Deadline is Jan. 21st.

Jan. 20—Deadline for entries for the 1967 Pulitizer Prizes. Deadline is 5 p.m., Jan. 24th.

Jan. 29—Deadline for entries for the annual Business Reports Competition. Submit entries to: Edward Sanders, WSBY-AM-FM-TV, Syracuse, N. Y.

Jan. 30—Deadline for entries for the annual Broadcasters Foundation of America Scholarship Awards. Submit entries to: Broadcasters Foundation of America, 20 E. 57th St., New York 22, N. Y.

Jan. 30—Deadline for entries for the annual Broadcasters Foundation of America Scholarship Awards. Submit entries to: Broadcasters Foundation of America, 20 E. 57th St., New York 22, N. Y.

Feb. 1—Deadline entry date for annual Sigma Delta Chi Awards for distinguished service in journalism. Submit entries to: Sigma Delta Chi, 36 East Wacker Drive, Suite 356, Chicago 60601.

Indicates first or revised listing.

In South Bend...

WHO'S ON FIRST WITH LOCAL COLOR?

WSBT-TV, that's who!

You'd expect that of the station that televised the first network color program in Indiana. Now... local film in color... local slides in color... and soon, local video tape in color. And there's no surcharge for carrying commercials in color. Get all the facts from Katz. Check, too, on the latest market information... South Bend's now in the top 100 markets!
NEW PAPER BOY

EDITOR: I would like permission to reproduce in TV Week the Sid Hix cartoon in the Dec. 6 issue.

TV Week is a syndicated television supplement, which I edit, that is circulated with 12 Southern California daily newspapers with a combined circulation of approximately 450,000.

In fact, TV Week, which often assumes critical stances, wouldn't mind having the original as a reminder that we too once delivered papers.—Ernie Krelling, La Canada, Calif.

(The original cartoon is on its way.)

SERVICE TO THE INDUSTRY

EDITOR: A note of thanks for the service your publication performs for the profession.—M. Dallas Burnett, assistant professor of communications, Brigham Young University, Provo, Utah.
EARLY IN 1966
MIAMI WILL ACQUIRE A
COMPLETELY NEW
COLOR MOTION PICTURE
FILM PROCESSING
CAPABILITY

Capital Film Laboratories is coming to Miami, Florida, early next year.

Capital will become part of an increasingly important motion picture film production center that is developing in Miami.

The new Capital Film facility will be designed to serve the Florida-Caribbean-South American area.

Now the motion picture entertainment industry—which will include the theatrical, commercial, and syndicated productions originating in the area—will have the professional services from one of the nation’s top quality laboratories.

“On the scene” capability for overnight 35mm color service, combined with Capital’s nationwide reputation for reliable, quality processing, gives Miami the professional “back up” needed to support its rapidly expanding motion picture industry.
Who helped Madison Avenue improve time buying estimates?

You guessed it. Blair Research.

(Just one more reason why Ted Bates' Sam B. Vitt* listens when Blair talks television.)
Which will be the hot new shows come next fall? The best time buys?

Lacking a crystal ball, advertising men have had to seek the answers by relying on such time-tested devices as past performances, advice, instinct, and maybe a little coin flipping. And at the local level, the situation was even wilder.

That is, until Blair Television turned its Research Department loose on the Nielsen and ARB ratings. We dug into mounds of network projections, local conditions, audience surveys and the like. (Maybe we'll tell you how we did it someday.) And we came up with our own system for estimating fall ratings on a local basis months ahead.

Has it paid off? You bet it has. Agencies now accept Blair estimates because they find them reliable and objective. They know they can bank on them. And advertising men can forget about flipping coins.

It's just one more example of Blair's service to agencies and stations. We call it Enlightened Marketing. It means creative choices. Thorough Research. And Blair Television experience.
Joseph Wood Krutch, in a recent Saturday Review article, raised the rather heretical question of why our government was so all-fired eager to put a man on the moon.

The answer President Kennedy once gave—"because it is there"—didn't satisfy Mr. Krutch, nor did a lot of other scientific, political and military arguments. Mr. Krutch, a common sense man with an uncommon concern about problems on this planet, wondered a little wistfully if there weren't other things on which we might more profitably spend our time, talent and money.

Color television is somewhat like going to the moon. There are probably a lot of things we all could more fruitfully spend our money on, but we're not going to have the chance. Because, like the moon, color television is there and whether we like it or not everybody, from advertiser to Mr. Average Viewer, is being dragged, pushed and otherwise haggled to the launching pad for the big blast off to the wonderful world beyond the rainbow.

Some advertisers, eyeing the cost of the color caper, are saying: "You go first, I'll wait awhile." But, at the rate color is happening, nobody is going to be able to remain a wallflower for long.

Something for Everyone • Unlike the moon trip, which is not only costly but kind of remote and cold and scary, the trip into the land of color TV is immediate and warm and friendly and packed full of goodies for everybody.

For the viewer, even when the reds are not quite red and the blues are not quite blue, color is a visual feast. A kind of Baghdad of the airways every night! He can't seem to get enough of it. Sets in use in color homes is 27% higher than in black-and-white homes.

For everyone else—the makers, and sellers, the advertisers—the dominant color in the big color game is green—the green of good folding money. And there's something in it for everybody.

• For the manufacturers, who can't make the things fast enough. (Four million sets are slated for manufacture in '66.)

• For the makers of key components of color sets, whose stocks have been among the market's top performers.

• For retailers. (Six weeks wait for delivery on most leading makes.)

• For programers who are making almost all new pilot films in color, even shows which logically might be in black and white. (You can't sell it if it isn't in color.)

• For commercial film producers whose dollar volume is up nearly 10% for an industry increase of about $71/2 million.

• And, for the advertiser, once he gets over the shock of the bigger bite color puts on him, there are all sorts of dividends and rewards. Not six months or a year from now, but today.

Color Is Watched • Color shows, for instance, get a whale of a lot higher ratings. NBC color programs, NBC claims, enjoy an 84% higher rating in color TV homes than in black-and-white homes. Because of the higher ratings, the cost efficiency of a color program is more favorable to an advertiser than a black-and-white program. For a roughly 20-rated show, for instance, the cost-per-thousand homes reached for a black-and-white program is $3.72, for color $3.49.

Another heart-warming fact for advertisers: People watching color pay more attention to the commercials. A Crosley study found that color commercials were 34% better remembered than black-and-white commercials, and 69% more persuasive in their ability to make the viewer want to buy the product.

What kind of a person is the average color viewer, this doughty pioneer whose viewing habits are skewing program and commercial ratings upward, out of all proportion to his numbers? Well, Brand Rating Index looked into the matter and it turns out he's kind of an affluent, middle-aged swinger. According to BRI's product usage profile, the average color TV set owner, compared to the average black-and-white set owner:

• Spends more money on food, a lot of it frozen or in aerosol cans.

• Probably uses an electric toothbrush. (He's what BRI calls "adventure-some.")

• Is a gadabout—flies a lot and is a hot prospect for expensive new cars.

• Drinks either Scotch or prepared cocktail mixes. Doesn't care for blended whiskey.

• Is neat, well-groomed, fortyish and overweight.

All in all, he sounds like a pretty decent Joe. A guy with enough of the long green to buy the extras he wants. Not too discontented with life or what he sees on his TV screen. I think we better appreciate him while we've got him. Because he's almost certain to change.

As the $299 color sets begin flooding the market and millions of the less affluent swell the ranks of color users, including the more alienated, the more critical (if life is giving you a hard time, you take it out on the TV programs and commercials!), we may not have it so easy. When all the programs in color, and all the sets are color sets, things are going to be just as tough and competitive as they are now. Which is tough and competitive enough. And we'll have the same problems as we do now: finding new, more effective ways to use television.

During these days of wine and roses with color we should laugh and dance and dream and have a good time. But we should never forget that we have to get up and go to work in the morning. Color TV could take our mind off the down-to-earth job at hand: how to talk more effectively with an audience that is becoming more sophisticated, better educated, more critical of all advertising.

Color may dazzle and divert for awhile, but it won't really cure a second-rate program or a weak advertising idea.
Soon, in the 22nd Market, one of the fastest growing areas in the nation...

TELEVISION CITY!

...You'll find it in Miami, Florida this summer, when WLBW-TV completes its fantastic $2,000,000 full-color studios and offices. Channel Ten will then be three ultra-modern stories of pre-cast stone and glass consisting of 36,000 square feet, alongside a streamlined 125 foot microwave tower visible for miles... Exciting? Exciting! TAKE TEN AND SEE!

WLBW-TV MIAMI FLORIDA

AFFILIATED WITH WCKY 50 KW CINCINNATI, OHIO
Look what we're getting as we begin our 20th year of telecasting. All new color equipment: new RCA 4-tube studio color cameras ... 4-tube RCA color film camera chain ... the very latest Ampex color tape machines. That's colorful icing on St. Louis' TV cake. This makes KSD-TV the only St. Louis station equipped to telecast network color, local live color, color film and color tape.

St. Louis Post-Dispatch Television represented nationally by BLAIR TELEVISION
Out of the egg with a bang

Color at last hits TV scene with stunning force; in rush to conversion of system and its audience $3 billion is already spent and more committed

"Somewhere over the rainbow bluebirds fly . . . ."

That's what Dorothy sang in the Wizard of Oz. But was she sure it was a bluebird? Might it not have been a blackbird or robin red-breast or crested oriole with yellow polka dots on a chartreuse thighband?

Riding them? Definitely. But in a sense it is as logical as the color television industry which is now in the second calendar year of its big boom, and is plowing onward with the unrelenting persistence of a charging rhinoceros.

The manufacturers, networks—and to a lesser degree—the stations, syndicators and producers are keeping their color secrets locked tightly within the confines of their bright red hearts that just look gray in monochrome television.

And pity Joe Public. Station WOP-TV is on the air ballyhooing its color schedule from the network, its wonderful feature films in color and its multihued local shows. So he runs to his neighborhood TV store, checkbook in hand, only to find that unless he is willing to take one of the few models that have been sitting on the showroom floor and were tinkered with by hundreds of know-it-all technicians who pass by, he will have to wait for a color set; maybe three months, maybe six months.

No one can put a completely accurate figure on what the color television boom has cost the industry or the public—or will cost them if equipment deliveries can ever be made near the promised date. But based on the industry sources are willing to admit, and accepting those figures as only partly true, the broadcast equipment color expenditure is about $160 million. About $80 million has been spent by the networks, $55 million by stations and $25 million by program and commercial production houses.

By the end of 1967, assuming the market settles down and manufacturers find themselves able to meet the demand, the industry's investment in color should total about $250-$275 million.

Public Investment * Add to this the $2.8 billion spent by the public on receivers and the overall figure spent on color—in one form or another—reaches a small national debt. In addition the color set boom is really just getting started and another four million sets are expected to be sold this year, meaning about $1.5 to $2 billion in retail sales.

The latest American Research Bureau figures on color set penetration show that about 9.3% of American households now have color receivers. This means there are some 5.2 million homes with color television sets. The figures are based in ARB's November 1965 national sweep of TV homes (see page 36).

Two weeks ago the Advertising Research Foundation announced that an August survey showed there were about 4 million color homes. (Broadcasting, Dec. 27). The ARB and ARF statistics indicate consumer sales of 1.2 million sets in the period from August to November.

Although the plaint is not heard as loudly from the stations or networks as from the production houses, one of the sorely missing ingredients in the 1966 color picture is the lack of color tone standards. Because of equipment one network's offerings may show strong red hues, another may be the hero of pastel aficionados. RCA and Ampex, the only two manufacturers of color TV tape recorders, have enough flexibility in their units to allow cross-playbacks, but they don't register colors exactly the same.

The Society of Motion Picture & Television Engineers is reported to be working on color standards, but one engineer-executive—couching his language in the semantic labyrinth of the day—said SMPTE "has not even reached tentative proposed standards" for the industry. A key to this problem is the manufacturers' reluctance to discuss their strong and weak points.

Past Is Prologue * With RCA pushing color sets so that its product would become synonymous with color, NBC for years was virtually alone in programming any significant portion of its schedule in color. But slowly the color set count
OUT OF THE EGG WITH A BANG  continued

increased. Then studies began turning up showing that people with color sets tended to watch a color show when it was opposite a black-and-white offering.

They indicated that color commercials gained acceptance and had stronger retention values. And they showed that on the local level stations that had taken the bull by his dirty-ivory horns were producing ratings for their color efforts—be it film, tape or live.

During this period the amount of color equipment on the market was limited. RCA and GE were major manufacturers of live color cameras and film chains; RCA and Ampex were making color tape recorders. A few firms were making color switchers, monitors and associated gear, but it was still small russet-brown potatoes compared to the monochrome market.

Then in the mid-60's, station men began taking a longer look at color gear as they found their decade-old monochrome equipment reaching the point where it was no longer depreciable. They knew that color had to come, so they began replacing some of their black-and-white gear with color. And slowly the jade-green waters began flowing toward the three or four-gun color camera, the four-vidicon color film chain, the new color video-tape recorders and the adapter units that gave monochrome recorders color capability.

Last spring NBC said 96% of its fall schedule would be in color. This, added to the surveys, the growing trend by stations, and the interest of set manufacturers in making more and more color sets, forced the other players in the game to ante up more red and blue chips or fold.

CBS Switch • John Schneider replaced Jim Aubrey as president of CBS-TV and suddenly the giant among the color hold-outs was in the color race. ABC had to follow suit and the war had begun in earnest.

Coupled with the CBS entry was the introduction of the new Norelco Plumbicon color camera at the National Association of Broadcasters convention last March. The Plumbicon offered softer color than its competitors and Norelco claimed less light was needed for its camera. If ever an insurance feature was needed, that camera provided it. Now there was competition; another company was going into full-scale production. The dam had broken.

Looking back nine months later, it appears the breaking of the dam was premature because the waters that rushed out were blocked a few feet down the river by a man-made obsta-

motion trailers with the pictures. During 1965 the situation is said to have measurably improved and the distributors have been going to their vaults to find anything they can in color.

Along with the programs come commercials and the color surge has swept up the commercial producers and laboratories. Within the last six months production has shown a gigantic increase and color commercial production for 1965 should total about $30 million of the $75 million spent in the field during the year.

Outlook for Daytime • What about tomorrow? As far as programming goes the still virtually untouched area on the network charts is daytime. Even NBC, with its prime-time plethora of color, hasn't converted all of its daytime schedule.

(The only substantial daytime color is and apparently will remain on Saturdays and Sunday mornings when filmed cartoons take over the networks.) It will probably be a few years before all the networks' daytime product—which to a large extent is live on tape—is converted to color. The reason: There just isn't enough equipment to go around.

With at least two new manufacturers making live color gear, the backlog should ease somewhat. But the FCC has been granting a lot of construction permits for UHF's lately and most of these will be started with some form of color. It is unlikely that except for those stations in the top 100 markets or so that a new U will have to purchase live color gear at the beginning. But in the larger markets, where the competition is stiff, and stations must look for an identity, color will be a more valuable asset. So no immediate break in the logjam is expected.

As for the men who sponsor the programs, and in turn pay for the new equipment, they will be moving further along the yellow brick road. A few agencies aren't completely sold on color yet and are shooting it only for self-protection. But even this minority admits it's only a matter of time before client desire will replace agency protection.

For Joe Public, 1966 will see him being offered more color sets in a greater variety of sizes, shapes and models than he could have even imagined 12 months earlier. Already GE has its 11-inch Porta-Color on the market; several manufacturers have 19-inch portables out, and although the firms will still be making the 21-inch round tube, the trend is toward 19, 21 and 23-inch rectangular models.

No matter how you slice the pink cake with its pretty strawberry icing, it is still a seller's market in color TV and it looks as if it will remain that way for several years.

SPECIAL REPORT: Color

Out of the egg with a bang Page 29

Set penetration about 5 million Page 36

Cameras: conversion bottleneck Page 40

Agencies endorse use of color Page 51

Now, news in full color Page 62

Networks expanding further Page 75

B&W commercials exception? Page 80

Color film backlog small Page 88

Local live color pays off Page 92

Color equipment now common Page 98

30 (SPECIAL REPORT: COLOR)
Perry Como relaxes between scenes on the set at NBC-TV's Brooklyn studios during the taping of his Thanksgiving color special presented Nov. 22, 9-10 p.m. The singer stars in seven specials this season. Production costs of 'Perry Como's Music Hall' average about $150,000.

The color revolution in spot TV

It's no less than that, and it's creating more problems than solutions, but agencies agree they can't sit it out

Color is advancing rapidly in national advertisers' spot television plans and will have moved ahead "sharply" by the fall of 1966. But a lot of questions remain to be answered.

This analysis of color in spot TV was provided last week in a report by The Katz Agency, New York station representative.

Though optimistic, the report, as culled by Katz researchers from salesmen's reports covering 60 major TV agencies, warned that agencies are not yet firm as to how to approach the spot buying process in color. Katz also stressed that the acceleration of spot color has created some basic questions as to whether stations' rates for color ought to be adjusted upward.

The Katz company said the speedup in spot color "emphasizes the importance of finding answers to such imperitive questions as:

"Should a station charge a premium for color, or do increased operating costs more appropriately justify an increase in base rates? Should a special formula be developed for color rates?"

The station rep also directed attention to specific problems:

Katz asked whether makegoods ought to be allowed by stations when color commercials are telecast in black-and-white by mistake, and whether stations should charge extra for the color portion of a piggyback when the other half is in black-and-white.

The Katz poll found that all 60
agencies by the fall of 1966 would be buying spot color schedules for at least one account, and in some cases for several accounts. As of a couple months ago, when the Katz survey was made, 54 of the 60 agencies already were placing spot schedules in color for at least one client.

Among the Katz findings:

Film or tape.—Most commercials produced in color are on film. Only nine agencies said they were using color tape, and most taped color commercials were for network transmission because, it was noted, few stations have facilities for originating color tape.

Color block.—Among agencies not using color the most frequently cited reason was that set penetration was still too low to justify color production costs, estimated as 20-40% higher than they are for black-and-white commercials.

Decision basis.—Advertisers, through their agencies, base their decisions on spot color use primarily on the penetration of color on the national level. A big exception: Advertisers seek out individual markets to test color commercials. Thus stations in high-penetration areas stand to benefit if they are equipped to transmit in color. (Advertiser color testing, the report noted, is certain to increase.) As of now high or low penetration in an individual market will not cause the market to be added or dropped from a media plan, agencies said.

Position buying.—The buying attitudes in spot color differ, agencies giving the impression they “play it by ear.” But several general preferences were indicated:

Spots adjacent to color shows of course are desirable. Most agencies will accept positions for their color commercials next to black-and-white programs. A few agencies said they want only black-and-white adjacencies for their spot color commercials, in the belief their color message will thus obtain an added impact. At the same time, some agencies have requested that their black-and-white commercials be isolated from programs that are transmitted in color.

Research.—Of the top 20 agencies in billings, 11 reported they are now involved in—or have completed—major color TV research projects. Color research is expected to intensify in the next two years, the agencies reported to the Katz pollsters.

Data sources.—The agencies split into two camps with roughly the same number in each on a question as to what service they use mostly for color data. About half said American Research Bureau (ARB), the other half named the A.C. Nielsen Co. Other sources mentioned were NBC and trade magazines. In addition, reports to Katz indicated that major advertisers are researching color set penetration and color impact on viewing habits independently of the research by their agencies.

Cost per thousand.—About one out of four agencies covered said they were willing to accept a higher cost-per-thousand for color commercials than for black-and-white. The higher levels ranged from 5% up to 25%. But even here practices differ: Among the larger agencies who accept a higher C-P-M, the acceptable percentage varies from one account to another within each individual agency.

Several agencies in the Midwest or Far West use a formula to “justify” a higher C-P-M in buying spot color. The formula, it was reported, relies on market penetration figures, with a higher C-P-M accepted up to the percent of color TV homes in the market. As illustrated in the report: If color penetration is 13%, the agency advises a client that he must be willing to pay a 13% C-P-M premium for an adjacency to a color show.

Where positioned.—Katz found approximately 50% of spot color orders were within prime-time hours, the other half were divided fairly evenly between daytime and early-fringe periods. Few color purchases were being made in late-night periods—with the exception of commercials spotted in NBC's Tonight show hours. Agency buying patterns indicated also that NBC's daytime color splurge has drawn a "relatively large amount of spot color revenue to its affiliates," the Katz findings showed.

In conjunction with its field study, the rep firm also compiled available data on stations equipped for color tape and for color film.

Katz found the number of stations equipped to originate color film increased 100% from 124 in January 1965 to 248 in October 1965, and the number equipped to originate color tape went up 207% from 41 in January to 126 in October.

In both cases, the spurt in station capability came in the early fall: 174 stations could originate color film in August but that figure went up to 220 by September; 75 stations could originate color tape in September compared to the much higher figure of 126 in October.

Katz also totaled the brands reported to be using color spots in the 60-agency poll: 114 brands in October had color in spot commercials and another 65 indicated color would be added within six months of the survey, making a total of 170 brands expected to use some color by April of this year.
WCBS-TV is an old hand at providing good viewing for its audiences. For example, "Simple Gifts," a recent locally-produced exploration of enjoyable pursuits (antique buying, fox hunting) and pleasures (sailing, mountain climbing). "Simple Gifts" was the station's first full-hour prime-time special in color, and the critics' raves left no doubt that Channel 2's touch was as deft and sure as ever.

The New York Herald Tribune headlined its rave, "Poetry through Eyes of Camera," singling out the "fluidly imaginative camera" and praised the overall program as "an attractive color photo album."

Newsday called it "a lovely color documentary." And Variety summed up "Simple Gifts" as "magnificent...all the more so because it is the work of a station rather than a network."

New Yorkers know a good thing when they see it. Season after season, they find just what they are looking for on CBS Television Stations National Sales.

WCBSTV
now on the air with the AMPEX HI-BAND VR-2000
The world now sees the difference. A sharper picture. Truer color. In just one year, Ampex hi-band has become the favored VTR for color and monochrome shows throughout the world—the new world standard for teleproduction recording excellence and flexibility. □ Only the Ampex VR-2000 has hi-band so clean you can measure its performance as a K factor of not 5%, not 2%, but 1% or less. This means master videotapes so snappy you can duplicate to third generation color, seventh generation black and white without a bit of concern. Your playbacks show sharper detail; cleaner black-to-white edge; superb gray scale; sparkling hues. □ With the unique Ampex Editec* programmer, the VR-2000 will bring your studio dramatic new production capability with freedom to record and edit—frame by frame if you like—and go brilliantly on the air. In color. Or black and white. It's worth looking at—if you want the best picture in your part of the world. □ For a demonstration of exciting things you can do in color or black and white with VR-2000 hi-band, write: Ampex Corporation, 401 Broadway, Redwood City, California.
TV color penetration soars

ARB nationwide sweep shows more than five million homes now have color receivers; Los Angeles has largest total with New York, Philadelphia and Chicago next.

As of November 1965, 5,205,000 homes owned color television receivers according to the American Research Bureau. These were 9.5% of all television homes in the nation.

The momentum of color interest is such that the increase in number of color sets is increasing rapidly, limited more by the ability of television receiver manufacturers to supply sets than by interest in their purchase.

In the market by market penetration based on ARB's November sweep of all markets San Diego showed the largest percentage with 18%. ARB estimated San Diego had 153,700 color homes. By December, San Diego had the greatest density of color television homes with 585,300 and a penetration percentage of 17.

New York City was next in total with 560,300 color homes but the percentage of TV homes was only 9. Philadelphia had 293,300 color TV homes and 11% and Chicago 249,800 color TV homes and 10%.

Other High Penetration • Some smaller cities had high percentages of color penetration. Santa Barbara, Calif., with 85,500 color TV homes had 16% penetration. Muncie, Ind., with 23,000 color homes and Columbus, Ohio, with 110,100, both had 15% penetration. Markets with 14% color penetration were Chico-Reading, Calif., with 53,500 color sets; Lubbock, Tex., with 23,200 and Zanesville, Ohio, with 13,800.

Markets with 13% color penetration included Cincinnati with 126,200 color homes; Dayton, Ohio, 127,800; Fresno, Calif., 46,100; Harrisburg, Pa., 145,900; Sacramento-Stockton, Calif., 141,500 and Salinas-Monterey-Santa Cruz, Calif., 180,800.

ARB's nationwide sweep explored basic viewing by telephone calls to the families selected. Color television homes estimates were based on the total market survey area. The area was designed to include approximately 98% of all estimated viewing to the stations which basically serve the television market.

In addition to estimated totals, the percentage which each represents of total television homes within each defined area is shown in the following alphabetical market listings.

### COLOR TV HOMES IN SURVEY AREA

<table>
<thead>
<tr>
<th>MARKET</th>
<th>HOMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARB's Nationwide Survey Area</td>
<td>5,205,000</td>
</tr>
</tbody>
</table>

**COLOR TV HOMES IN SURVEY AREA**

<table>
<thead>
<tr>
<th>MARKET</th>
<th>HOMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York City</td>
<td>560,300</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>559,300</td>
</tr>
<tr>
<td>Philadelphia</td>
<td>293,300</td>
</tr>
<tr>
<td>Chicago</td>
<td>249,800</td>
</tr>
</tbody>
</table>

**COLOR TV HOMES IN SURVEY AREA**

<table>
<thead>
<tr>
<th>MARKET</th>
<th>HOMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cincinnati</td>
<td>126,200</td>
</tr>
<tr>
<td>Cleveland</td>
<td>112,600</td>
</tr>
<tr>
<td>Detroit</td>
<td>111,200</td>
</tr>
<tr>
<td>Chicago</td>
<td>109,000</td>
</tr>
</tbody>
</table>

**COLOR TV HOMES IN SURVEY AREA**

<table>
<thead>
<tr>
<th>MARKET</th>
<th>HOMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Santa Barbara, Calif.</td>
<td>85,500</td>
</tr>
<tr>
<td>Muncie, Ind.</td>
<td>23,000</td>
</tr>
<tr>
<td>Columbus, Ohio</td>
<td>110,100</td>
</tr>
<tr>
<td>Chico-Reading, Calif.</td>
<td>53,500</td>
</tr>
</tbody>
</table>

**COLOR TV HOMES IN SURVEY AREA**

<table>
<thead>
<tr>
<th>MARKET</th>
<th>HOMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dayton, Ohio</td>
<td>127,800</td>
</tr>
<tr>
<td>Des Moines, Iowa</td>
<td>75,500</td>
</tr>
<tr>
<td>Detroit</td>
<td>174,100</td>
</tr>
<tr>
<td>Dickinson, N.D.</td>
<td>80,000</td>
</tr>
</tbody>
</table>

**COLOR TV HOMES IN SURVEY AREA**

<table>
<thead>
<tr>
<th>MARKET</th>
<th>HOMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evansville, Indiana</td>
<td>17,000</td>
</tr>
<tr>
<td>Pargo, N.D.</td>
<td>7,700</td>
</tr>
<tr>
<td>Florence, Ala.</td>
<td>1,000</td>
</tr>
<tr>
<td>Florence, S.C.</td>
<td>1,900</td>
</tr>
<tr>
<td>Ft. Dodge, Iowa</td>
<td>2,300</td>
</tr>
<tr>
<td>Ft. Myers, Fla.</td>
<td>2,400</td>
</tr>
<tr>
<td>Fort Smith, Ark.</td>
<td>3,300</td>
</tr>
<tr>
<td>Fort Wayne, Ind.</td>
<td>3,100</td>
</tr>
<tr>
<td>Fresno, Calif.</td>
<td>46,100</td>
</tr>
<tr>
<td>Glendale, Mont.</td>
<td>200</td>
</tr>
<tr>
<td>Grand Junction-Montrose, Colo.</td>
<td>1,500</td>
</tr>
<tr>
<td>Grand Rapids-Kalamazoo, Mich.</td>
<td>64,600</td>
</tr>
<tr>
<td>Great Falls, Mont.</td>
<td>17,600</td>
</tr>
<tr>
<td>Green Bay, Wis.</td>
<td>22,900</td>
</tr>
<tr>
<td>Greenville-Winston-Salem-High Point, N. C.</td>
<td>41,300</td>
</tr>
<tr>
<td>Greenville-Spartanburg-Spartanburg, S. C.-Ashville, N. C.</td>
<td>60,700</td>
</tr>
<tr>
<td>Greenville-Washington-New Bern, N. C.</td>
<td>22,800</td>
</tr>
<tr>
<td>Greenwood, Miss.</td>
<td>4,700</td>
</tr>
<tr>
<td>Hannibal-Quincy, Ill.</td>
<td>15,100</td>
</tr>
<tr>
<td>Harrisburg, Pa.</td>
<td>145,900</td>
</tr>
<tr>
<td>Harrisburg-Lancaster-Lebanon-York, Pa.</td>
<td>145,900</td>
</tr>
</tbody>
</table>

**COLOR TV HOMES IN SURVEY AREA**

<table>
<thead>
<tr>
<th>MARKET</th>
<th>HOMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Harrisonburg, Va.</td>
<td>11,500</td>
</tr>
<tr>
<td>Hartford-New Haven, Conn.</td>
<td>13,100</td>
</tr>
<tr>
<td>Hattiesburg-Laurel, Miss.</td>
<td>7,000</td>
</tr>
<tr>
<td>Hawaii</td>
<td>7,200</td>
</tr>
<tr>
<td>Hays, Kan.</td>
<td>31,100</td>
</tr>
<tr>
<td>Helena, Mont.</td>
<td>500</td>
</tr>
<tr>
<td>Houston</td>
<td>52,100</td>
</tr>
<tr>
<td>Huntsville, Ala.</td>
<td>7,100</td>
</tr>
<tr>
<td>Idaho Falls-Pocatello, Idaho</td>
<td>17,900</td>
</tr>
<tr>
<td>Jackson, Miss.</td>
<td>20,200</td>
</tr>
<tr>
<td>Jackson, Tenn.</td>
<td>4,200</td>
</tr>
<tr>
<td>Jacksonville, Fla.</td>
<td>33,200</td>
</tr>
<tr>
<td>Johnstown-Altoona, Pa.</td>
<td>107,200</td>
</tr>
<tr>
<td>Kansas City, Mo.</td>
<td>39,100</td>
</tr>
<tr>
<td>Kansas Falls, Ore.</td>
<td>5,000</td>
</tr>
<tr>
<td>Knoxville, Tenn.</td>
<td>33,000</td>
</tr>
<tr>
<td>Lafayette, Ind.</td>
<td>12,500</td>
</tr>
<tr>
<td>Lafayette, La.</td>
<td>13,800</td>
</tr>
<tr>
<td>Lake Charles, La.</td>
<td>37,000</td>
</tr>
<tr>
<td>Lansing, Mich.</td>
<td>112,600</td>
</tr>
<tr>
<td>Laredo, Tex.</td>
<td>17,000</td>
</tr>
<tr>
<td>Less than 1%</td>
<td>11,800</td>
</tr>
<tr>
<td>Las Vegas</td>
<td>5,000</td>
</tr>
<tr>
<td>Lexington, Ky.</td>
<td>10,500</td>
</tr>
<tr>
<td>Lima, Ohio</td>
<td>6,700</td>
</tr>
<tr>
<td>Lincoln-Hastings-Kearney, Neb.</td>
<td>19,600</td>
</tr>
<tr>
<td>Little Rock, Ark.</td>
<td>23,300</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>555,300</td>
</tr>
<tr>
<td>Louisville, Ky.</td>
<td>37,000</td>
</tr>
<tr>
<td>Lower Rio Grande Valley</td>
<td>1,700</td>
</tr>
<tr>
<td>Lubbock, Tex.</td>
<td>23,200</td>
</tr>
<tr>
<td>Lufkin, Tex.</td>
<td>2,700</td>
</tr>
<tr>
<td>Macon, Ga.</td>
<td>5,000</td>
</tr>
<tr>
<td>Madison, Wis.</td>
<td>55,200</td>
</tr>
<tr>
<td>Manchester, N. H.</td>
<td>117,500</td>
</tr>
<tr>
<td>Manhato, Minn.</td>
<td>19,600</td>
</tr>
<tr>
<td>Marquette, Mich.</td>
<td>3,700</td>
</tr>
<tr>
<td>Bedford, Ore.</td>
<td>6,700</td>
</tr>
<tr>
<td>Memphis</td>
<td>23,900</td>
</tr>
<tr>
<td>Meridian, Miss.</td>
<td>6,300</td>
</tr>
<tr>
<td>Milwaukee</td>
<td>55,400</td>
</tr>
<tr>
<td>Minneapolis-St. Paul</td>
<td>38,400</td>
</tr>
<tr>
<td>Minot, N. D.</td>
<td>1,200</td>
</tr>
<tr>
<td>Missoula, Mont.</td>
<td>6,000</td>
</tr>
<tr>
<td>Mitchell, S. D.</td>
<td>17,700</td>
</tr>
<tr>
<td>Mobile, Ala.-Pensacola, Fla.</td>
<td>25,200</td>
</tr>
</tbody>
</table>

**SPECIAL REPORT: COLOR**

36  BROADCASTING, January 3, 1966
WLAC-TV is first to commit to a new era of TOTAL-COLOR TELECASTING in Nashville!

We are announcing our TOTAL-COLOR facility in the sincere hope that this plan will become an infectious thing... that the remainder of the Nashville Television Industry will now move in a concentrated effort to bring total local color to our public.

WLAC-TV is the Nashville station that has pioneered so many of the truly effective innovations in television engineering and programming. Now, as we see new doors opening to us and new ideas coming together... we are filled with an anticipation and an excitement for which we know you, our audience, most heartily approves! If it's a question of first... there can be no question!
This is a picture of San Diego getting smarter.

The same picture is happening in Grand Rapids, Indianapolis, Denver and Bakersfield. Because all of the Time-Life Broadcast stations are dedicated to a simple belief that people want to get smarter. So we pile it on.

**The News Comes First.** At our stations, news is the most important local product. But these local presentations have the advantage of a worldwide point of view. Last year, our news directors toured Western Europe. This year, separate camera teams from each station cover the Asian countries and, with the aid of Time/Life News Service, send these film reports to all five broadcast cities for inclusion in the nightly news. In addition, stations receive daily film and radio reports from our Washington Broadcast News Bureau, the first established by a group broadcaster.

In an effort to better all local broadcast news, not just ours, we've co-sponsored a national TV Newsfilm Standards Conference with RTNDA, arranged five follow-up regional meetings, and published two books on TV news.

**Educational Programming.** Education on our stations is regularly scheduled, not haphazard. Fourteen colleges and universities around Grand Rapids contribute a faculty for WOOD-TV's "Ten O'Clock Scholar." Teachers in San Diego learn about innovations in teaching science on KOGO-TV. Home-study guides on the New Math are demonstrated and distributed through WFBM-TV Indianapolis. KLZ-TV tells Denver about urban agriculture each week. And in Bakersfield, KERO-TV recreates a classroom in its studio, lets adults in on their youngsters' lessons.

**The Knowledge Industry.** Our efforts are a small part of a fast-growing phenomenon—the knowledge industry. In just a few years, this business of circulating intangibles and information will amount to one-third of the U.S. gross national product.

It's a huge amount. And a huge responsibility.
Cameras: bottleneck in color conversion

NEW FOUR-TUBE MODEL PRODUCTION FAR BEHIND STATION ORDERS

If an artist were to paint a color portrait of the typical television broadcaster today, there’s one hue he’d use extensively—its livid.

Broadcasters who decided last year that color was here at last and ordered the newest and most complete color equipment, are finding that no matter what pressure they bring on manufacturers they can’t get color cameras today without a long wait.

So desperate are broadcasters for cameras that one sued a supplier because he claims, it failed to honor its priority to him.

This delivery backlog for color cameras gives some broadcasters nightmares although they are thankful this doesn’t apply for all color gear. They are getting film chains, TV-tape recorders, lighting units and film processors.

RCA, the leading firm in color gear and the company that spent a fortune over the past decade in promoting color television, up to the latter part of last year has been selling and delivering its outmoded three-channel color camera and only recently has begun delivering its four-tube cameras. Its heavily promoted Selenecon tube is still in the test stage.

The broadcaster who wants live color TV cameras right away is going to wait. And if he wants the up-to-date, new, most advanced cameras he’s going to have to wait a whole lot longer.

This is a fact of life in the live color-camera field. Manufacturers of the advanced models of live-color cameras, touted so strongly last March in Washington at the convention of the National Association of Broadcasters, have been swamped with orders and with pressures to make instant delivery.

Convention Orders • Take Norlecro’s Plumbicon camera—shown to enthusiastic broadcasters at the NAB convention. First there was a flurry of orders, with an implied promise of quick delivery (may be six months at most). North American Philips Co.’s plant at Mount Vernon, N. Y., was geared up for increased production. And then the pressures began to be laid on Visual Electronics Corp., the sales organization representing Norlecro.

Before you could say “N. V. Philips Gloeilampenfabriken” Visual was faced with an allocations problem. A network ordered a reported 20 Plumbicon cameras, and seemed to scramble Visual’s priority list for the time being at least.

One early customer, WMAL-TV Washington, was so incidence it instituted a breach of contract suit against Visual for failing to honor its priority (BROADCASTING, Nov. 15, 1965). In December, Visual filed a motion to either dismiss the suit or move it to a New York court.

Visual and Norlecro aren’t alone in the delivery thicket. RCA which showed its Selenecon tube also at the March NAB meeting, hasn’t even commenced production. There’s one, lone Selenicon camera out at an undisclosed station—and that’s on test.

What seems obvious now, nine months after the NAB convention that wove a larger broadcasters’ hunger for color, is that the advanced color cameras on display were prototypes, not production models. And this means that there’s almost a year between showing and delivery.

The lag in deliveries has given rise to uncounted rumors. They run the gamut from engineering problems to despair.

Reports are heard that no color cameras are being delivered by the Blank Co. The name can be that of any camera supplier. The rumor usually comes from one of its competitors.

Then there are stories that the new tubes are not coming up to expectations—one is that the red chrominance turns out to be orange.

Needless to say neither of these examples—there are others more alarming than these—is true. Or at least they don’t seem to square with the known facts. They are denied by the manufacturers named, who will only admit that to the overwhelming orders, they say, the delivery thicket, RCA which

One company, RCA, says that it has orders on its books as of Jan. 1 for 400 color cameras and other color equipment, valued at $30 million. Both RCA and GE claim that in 1965, the two companies split $22 million in orders for film chains.

Ampex said as last year came to a
FULL-COLOR

FIRST full-color stations in Kentucky and Alabama. The ONLY stations in these markets fully equipped to deliver the extra impact of color . . . color slides, color tape, color film and live color cameras.

COLOR-FULL MARKETS

LEXINGTON

One of the South's fastest growing markets . . . big, new industry continues to come to the Blue Grass section of Kentucky bringing about these impressive gains in the WLEX-TV area:

<table>
<thead>
<tr>
<th>Category</th>
<th>1960</th>
<th>1965</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>1,146,700</td>
<td>923,650</td>
<td>Up 11%*</td>
</tr>
<tr>
<td>Spendable Income</td>
<td>$2,076,646,000</td>
<td>$1,278,601,000</td>
<td>Up 44%*</td>
</tr>
<tr>
<td>Retail Sales</td>
<td>$1,193,006,000</td>
<td>$794,695,000</td>
<td>Up 38%*</td>
</tr>
<tr>
<td>Food Sales</td>
<td>$328,029,000</td>
<td>$217,505,000</td>
<td>Up 53%*</td>
</tr>
<tr>
<td>Drug Sales</td>
<td>$45,424,000</td>
<td>$26,713,000</td>
<td>Up 33%*</td>
</tr>
<tr>
<td>Automotive Sales</td>
<td>$206,566,000</td>
<td>$165,319,000</td>
<td>Up 40%*</td>
</tr>
<tr>
<td>Gross Farm Income</td>
<td>$467,867,000</td>
<td>$213,291,000</td>
<td>Up 37%*</td>
</tr>
</tbody>
</table>

MONTGOMERY

In addition to normal market growth WCOV-TV added MORE TOWER and MORE POWER (Jan. 1965) to almost triple the coverage area and make possible these commanding increases:

<table>
<thead>
<tr>
<th>Category</th>
<th>1960</th>
<th>1965</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>1,146,700</td>
<td>923,650</td>
<td>Up 11%*</td>
</tr>
<tr>
<td>Spendable Income</td>
<td>$2,076,646,000</td>
<td>$1,278,601,000</td>
<td>Up 44%*</td>
</tr>
<tr>
<td>Retail Sales</td>
<td>$1,193,006,000</td>
<td>$794,695,000</td>
<td>Up 38%*</td>
</tr>
<tr>
<td>Food Sales</td>
<td>$328,029,000</td>
<td>$217,505,000</td>
<td>Up 53%*</td>
</tr>
<tr>
<td>Drug Sales</td>
<td>$45,424,000</td>
<td>$26,713,000</td>
<td>Up 33%*</td>
</tr>
<tr>
<td>Automotive Sales</td>
<td>$206,566,000</td>
<td>$165,319,000</td>
<td>Up 40%*</td>
</tr>
<tr>
<td>Gross Farm Income</td>
<td>$467,867,000</td>
<td>$213,291,000</td>
<td>Up 37%*</td>
</tr>
</tbody>
</table>

*Increase from 1960 to 1965 (SRDS)
CAMERAS: BOTTLENECK IN COLOR CONVERSION continued

close it had on its books unfilled orders for its VR-2000 recorder-reproducer amounting to $8.5 million.

Color Needs - What are the requirements for color broadcasting? The historic route has been for a station to first adapt itself for network color. This hasn’t been a problem. All it requires is the addition of equipment at the transmitter to broadcast the color burst that activates the color receiver properly. There has been no problem on that piece of apparatus. Many stations instituted that feature over the past three years.

The next step generally is for a station to gear itself for color film and slides. This, too, has been underway in great part over the past three years, with no major problems. Both RCA and General Electric, as well as other manufacturers, have been making and delivering film chains. And, as the film cameras were upgraded to the four-channel level (three color channels or tubes and one monochrome channel), both these manufacturers have met the demands of their customers.

RCA reports that last year it delivered about 200 four-tube color film chains to TV stations and networks. It placed a value of $11 million on them. GE says that in 1965 it delivered 125 of its four-channel color film chains and at the beginning of the year had orders for 50 more, with production increased from five to eight a week. These 175 cameras, GE says, amount to over $11 million in orders, including accessories.

But it’s the bottleneck in live-color cameras that has caused anxiety among telecasters.

RCA says that it began shipping its four-tube live-color camera (Model TK-42) without the Selenicon tubes, late last year. It declines, however, to publicize the exact number. The camera, containing three vidicon tubes for the chrominance channels and one 4.5-inch image orthicon tube for the monochrome channel, sells for $76,500. This price includes the tubes, mounting equipment, monitors, consoles and 50 feet of cable.

Again refusing to be more specific, RCA says that during last year, to help satisfy unprecedented demand for color cameras, it shipped “a quantity” of its original three-channel color cameras (Model TK-41). Each such camera costs $60,500.

The Selenicon tubes, RCA says, will become available by the middle of this year. Customers with TK-42s will be able to purchase the Selenicon tubes then, RCA states, and the company will, at its own expense, install them and make such minor adjustments as are necessary. The Selenicon tube is the regular 1-inch orthicon using a special selenium alloy to heighten sensitivity.

RCA last summer announced that it had begun to expand its color-camera production facilities.

No Comment - Neither Visual Electronics nor North American Philips will comment on what is happening to the Plumbicon camera.

This is the lead-oxide tube that caused such great interest at the NAB convention last year, because of its claimed enhancement of color values, reduction in lag and its retention of color values in changing light levels.

The only thing that a North official would say is that Plumbicon cameras were, in mid-December, beginning to be delivered to customers in order of the priority of their orders. This same official acknowledged that Philips’s Mount Vernon, N. Y., plant has increased its schedule of production in order to keep up with orders. Beyond this he refused to go. Similar silence emanated from Visual Electronics executives.

The shortage (tight-delivery situation in the parlance of salesmen) un-
doubtedly will bring in other manufacturers. One already is prepared to move up to the table, admittedly “to pick up the overflow” orders that the major manufacturers are not able to fill within a reasonable time. This is Sarkes Tarzian Inc., Bloomington, Ind., a sizable but second-echelon TV equipment manufacturer which believes it can reach $5 million in sales by June.

Tarzian is planning on showing a four-tube live-color camera at the NAB convention this year. It will be suitable, a company official says, for either the Plumbicon or vidicon tubes. Tarzian will also have similar equipment available for film chains.

Tarzian will promise to deliver its cameras within 60 to 90 days from the date of the order. In fact, a company executive explained, it already has received orders.

Another firm making delivery promises is Marconi Co. Ltd. Only three weeks ago it announced that at the March NAB convention this year it will show a four-channel Plumbicon, fully transistorized live color camera (BROADCASTING, Dec. 20, 1965). Deliveries of this Marconi Mark VII, to be sold through the Ampex Corp., Redwood City, Calif., will begin in the middle of this year “or later,” the English company said.

Reportedly other camera makers will be attempting to provide hungry broadcasters with live-color cameras in short order. There have been reports that Electric & Music Industries Ltd. (EMI), another English firm, and Thompson-Houston Co., a French concern, also intend to move into the U. S. market in color cameras.

Recorders Available - Tape recorders for broadcasters moving into color, or already in the polychrome transmitting era, are available and in good supply. Actually, for color the tape recorder-reproducer is essentially the same as the one for regular black and white but upgraded to produce the highest quality reproduction.

Ampex reports that because of heavy orders it has increased fourfold the production facilities for its high band VR-2000 model. As of Jan. 1, Ampex reports that 31 TV stations in the United States are using the VR-2000. And outside the U. S., 23 organizations are using the 2000.

As of mid-December, Ampex said, the value of outstanding, unfilled orders for VR-2000’s amounted to approximately $8.5 million.

RCA reports that more than 300 of its quadruplex TV tape machines, all inherently capable of handling color, were shipped to broadcasters in 1965. The three RCA models—ranging from the deluxe $59,500 job and the $34,900 model (both recorder/player machines), and the $22,500 unit (a player only)—require only an addition of automatic time corrections for color capabilities. This cost ranges from $9,950 in the deluxe model, to $17,850 in the other two models. The reason for the difference is that the deluxe model already has one ATC; the others would require two ATCs, one for monochrome and one for color.

RCA declined to indicate the total value of the 300 machines it has delivered, but if all were at the lowest price, this would amount to $6,750,000. Obviously this is not the case, so a more realistic figure probably is $9 million.

Scoops and Spots - There are two other areas in color broadcasting that are important: lighting and film processing.

In the lighting field, a flurry of activity is reported by the four leading companies that hasn’t been noted since the early days of television. The big change over today is the revamping of studios to the use of quartz-iodine lighting. Quartz lighting is a necessity for live-color broadcasting. It improves color rendition and stability and at the same time permits the increased lighting color requires without increasing the wattage to the same degree.

One official of one lighting company
Will color sales pass 4 million?

1966 promises to beat last year's total of 2.6 million color receivers

A consensus of TV manufacturers points to a 4 million unit year for color TV receivers, with some optimistic makers predicting as much as 4.25 million sets in 1966.

This is on top of 1965's record breaking 2.6 million color sets which exceeded almost all estimates in the earlier part of the year.

The color set market, like its station equipment counterpart (see page 40), has been in short supply. As 1965 swung into its pre-Christmas sales season, retailers' shelves became more bare, although right up to the end of the year there were color sets available —unfortunately not the ones many customers had in mind.

According to some industry spokesmen this shortage may continue well into 1966. They base their bearishness on several factors but principally on a possible shortage of copper and tube manufacturing capacity, although this is bound to be overcome as plants are expanded and new manufacturers enter into production. Nine companies are now or will be shortly making color tubes—RCA, Sylvania, Rauland (Zenith), National Video, Motorola, Admiral, Philco, General Electric, and Westinghouse.

Other Problems • As the year ended, a strike at a copper wire mill struck dismay into the hearts of manufacturers. The plant was Phelps-Dodge's at Fort Wayne, Ind., and one of its immediate effects was the shutting down of color yoke output at Advance Ross Electronics, one of only three manufacturers of color yokes.

But before Christmas labor and management ended the strike with just a dimunition in the supply of copper, not a full-fledged shortage.

Although the TV set manufacturing segment was in low spirit as the year ended, the natural optimism of the makers and their sales executives couldn't be downed. The "natural" swing toward color TV cannot be stopped, they say, pointing to the 1,240,447 color receivers made in 1964 and the 2,535,510 made through the first week in December of 1965.

The only problem manufacturers acknowledged is the question of color set tube sizes. Various new tubes were already being made and marketed, while others were on the way.

Fixing the date of the color break-out

Historians will undoubtedly cite 1965 as the year color television really arrived. But what triggered the shotgun explosion that ripped through the industry?

The answer can probably be traced back to a three-network-sponsored study of the effects of color on viewing in 4,600 color homes matched against 4,600 black-and-white homes. The survey was conducted by the American Research Bureau in November 1964.

As interpreted by NBC early in the year (BROADCASTING, March 1, 1965), the survey showed that NBC in the 1965-66 season would probably have a 1.4 rating advantage in terms of average audience because of its color programing. This was based on the assumption that color homes would reach a total of 5 million by the end of the year, and that ABC and CBS would continue to do most of their programing in black and white while NBC would be scheduling virtually nothing but color shows.

When NBC released the data, ABC and CBS charged that it hadn't been checked and that some of the figures were inaccurate.

ARB called the inaccuracies minor.

The events of the next few months spell out the rest of the story.

Within a week after the ARB survey had been publicized, John Schneider replaced James T. Aubrey as president of CBS-TV. And the following week Mr. Schneider, describing the action as "my own," said CBS's Red Skelton and Danny Kaye shows would telecast in color for 1965-66.

At a CBS-TV affiliates meeting in Los Angeles in May, the network announced that seven more shows—six of them holdover successes—would be colorcast the next season. This raised the CBS prime-time color figure to 28% of the schedule.

Among the reasons cited for increasing the color was the ARB study which showed color set sales increasing and color having an effect on audience size. "We have been waiting for just this combination of factors to come into play before embarking on a substantial schedule of color programing," Mr. Schneider said.

With the CBS announcement to its affiliates, the race for color conversion was on. By the time the 1965-66 season arrived in September, NBC came in with 96% of its evening schedule in color, CBS had beefed up to 50%, and ABC had attained a 40%-color ratio.

said that his 1965 business ascribed to color amounted to $125,000, and that he ended the year with back orders totaling $350,000. For this year, he estimates that his business would be at the $500,000 to $750,000 level, virtually entirely due to color demands.

Another executive in this field begged off revealing his own company's dollar volume, but estimated that the entire lighting industry color business amounted to $1.5 million in 1965, up from $1 million in 1964, and that this year the industry should reach $2 million.

A corollary of the activity in the lighting field is the need for increased air conditioning to carry the greater heat from the boost in lighting. Just how much this means cannot be estimated, but a rough guess is that air conditioning requirements may be increased by 50%. Part of the reason is that the heat imposed by quartz lights is not at the same ratio as the jump in illumination.

In the film-processing field, both Houston Fearless and Filmline have and are delivering processors capable of handling color film.

Houston Fearless had five color machines out at the end of last year, one each at NBC and CBS, and three at stations. The machines operate at 60 feet per minute, are fully insulated and include all accessories. A new Houston Fearless processor, which includes magazine loading and stainless steel tanks, was introduced at the end of December and deliveries are promised beginning April 15. Prices for Houston Fearless machines start at $23,500.

Late in the year, also, Filmline announced a new Ektrachrome processor using an overdrive film transport. Price was reported to be $16,500.

Both of the machines handle 16mm film.

44 (SPECIAL REPORT: COLOR)
The following decades...
For the last decade, NBC alone has pioneered and perfected color broadcasting.

Now, for advertisers and viewers alike, NBC—offering the only fully-equipped, first-quality network television color service—has come to be the very symbol of color television throughout the land.

The Full-Color Network
Agencies urge clients to join parade

ABOUT 70% OF NEW COMMERCIALS ARE BEING MADE IN COLOR

Color commercials exploded on the television scene early last summer, and their black-and-white counterparts haven't recovered from the shock.

At least 70% of current commercial production for national and big regional advertisers is in color and authoritative estimates from advertising agencies are that this figure will rise to 90% by mid-summer 1966.

The color programing boom at the three television networks apparently was the trigger that set off the tint-commercial explosion. One year ago, color-commercial production ranged from 10% to 25% at most agencies canvassed by Broadcasting. The networks' accent on color this past fall literally pushed agencies and their clients into multichrome activity.

Agency officials acknowledged that the color commercial may be "ahead of its time" in terms of the quantitative impact it can make. They are aware that few than 10% of U.S. homes have color receivers, but they are equally cognizant that an investment in color now can be fruitful.

They cited such considerations as experience in dealing with color which stories as proof of color TV's sales power. The comparatively low-set circulation figures are a deterrent to a well-documented evaluation of color effectiveness.

The switch to color commercials was not a move that some agencies took without some misgiving. Fortunately, the cost of color vis-à-vis black and white was not a prohibitive one. The increase ranged from a low of 10% to a high of perhaps 40% which most agencies viewed as modest compared to their overall investment and their need to remain informed on color.

Still, the rush into color, some agency executives stressed, caught laboratories short. They said labs generally were not equipped with sufficiently trained personnel, adequately-established facilities and enough time to handle competently the swelling volume of color commercials. The overall quality of some commercials, agency executives said, was less than desirable.

But agencies realize they are in a pioneering stage. They are aware of their own deficiencies. More and more, they hope to make a meaningful contribution by creating commercials that will make maximum use of color rather than tinting a spot designed for black and white.

Above and beyond any reason cited for the color commercial break through is one that seems particularly significant: The clients want color.

Following are some typical reports from a cross-section of advertising agencies. They are listed in alphabetical order and, unless otherwise specified are in the New York area.

**Transition Period** - While some major advertisers have plunged quickly and heavily into color, others are making the transition more gradually. Take Alberto-Culver Co., for example.

George Polk, Alberto-Culver's advertising vice president, explains that while the advertiser tries to take advantage of as much color exposure as he can get, there still are many situations where the expense of a color spot is unnecessary now. Daytime programs on the networks are still largely black and white where Alberto-Culver is heavily involved, he notes, and so is a lot of local spot. Anyway, he says, some product categories simply don't get that much of a boost from color.

Color doesn't give any particular extra benefit to Rinse Away shampoo, for example, Mr. Polk feels.

Alberto-Culver made its first color spot for VO5 hair spray two years ago. Its recent five-products-in-one commercial was made in color by BBDO. Spots for Calm and New Dawn now also are in color. Color prints are sent out for spot schedules in most major markets where stations offer color, usually made available at no extra cost.

**Ayer Reaction** - Enthusiasm is high will be valuable as set circulation expands; reaching the more affluent and better-educated household which predominates in color-set ownership, and participating in an industry effort to promote color which they held almost unanimously in high regard. They pointed to the growing body of evidence that a color commercial can be considerably more effective than one in black and white.

Agency officials conceded that it is largely premature to point to success

**Transition Period** - While some major

**Ayer Reaction** - Enthusiasm is high
AGENCIES URGE CLIENTS TO JOIN PARADE  continued

ing utensils, owes part of its public acceptance and sales success to color TV commercials, according to Ayer, the product's agency. The Teflon finish, introduced in 1963, is currently used on cookware manufactured by 51 companies.

In 1964 the Teflon finish was produced in colors for the first time, at which juncture all television commercials were also switched to color. With the advent of color-TV advertising, sales multiplied five times in 1964 and doubled again last year, an Ayer spokesman said.

The Teflon's current advertising schedule includes heavy participations in 30 daytime and prime time programs on all three TV networks.

Colorful Autos  Gerald Tolle, creative director of N. W. Ayer & Son, Los Angeles, noted that the Southern California Plymouth Dealers have been making all their spots in color on the premise that "cars are shown in the best way on color TV."

Mr. Tolle reported that some of the commercials had been tested at Audience Studies Inc. and the norm (the standard reaction scale set up at the ASI lab) is higher for color than for black and white. There "seems to be a built-in advantage to a color commercial just because it's in color," according to Mr. Tolle.

Huge Jump  Ted Bates & Co., which had been one of the smaller producers of color commercials until three or four months ago, has seen its color output increase from about 5% to 65-70% of its total commercial effort since that time.

Richard A. R. Pinkham, senior vice president and director of media and programming, calls the color impact "enormous." Some of the swing to color has been an emotional reaction, he said, noting that "some people don't seem to know what it's all about yet."

"We're very high on color," Mr. Pinkham said. "It's going to make a great advertising medium even better." A Bates production official cited some of the problems: "The industry wasn't ready for it, the processing labs don't have enough men trained for the job, there's a lack of color designers and the technical pitfalls are numerous."

The cost differential between black-and-white and color commercials has dropped to about 10% barring the use of special optical effects, which can raise the cost of a color commercial 30% to 40% over that of a comparable black-and-white effort, he said.

Low-Cost Commercials  BBDO's Chicago office has found success in making low-cost color commercials for the Dodge dealers association there. The trick is to take the national color commercial footage produced by Dodge through BBDO in Detroit and add local color animation for dealer identification.

BBDO's Chicago office also is doing increasing color work for Alberto-Culver. Some of these color spots first are printed in black and white to meet some air deadlines, with color prints coming later for other air use where color can be obtained.

Herninio Traviesas, vice president in charge of BBDO's Hollywood office, said that about 75% of the commercials produced for this office is in color. The jump into color began about a year ago when BBDO clients realized that color was imminent and wanted to be prepared for its emergence, Mr. Traviesas observed.

American Tobacco Co. has been using color spots for a long time and is now "putting everything in color" and insisting they be telecast, whenever possible, on color programs, he added.

Armstrong Cork cancelled the Danny Kaye Show, Mr. Traviesas said, when CBS-TV refused to put that show into color, and now is using color commercials on the various time programs it sponsors.

Burnett Moves  Color will be the dominant factor this year in the production of television commercials by Leo Burnett Co., Chicago, for a range of major clients. Even though only one viewer in 10 is aware of the switch to color, one result has been to get clients, at least, used to thinking in terms of color, especially in terms of the higher costs.

But clients are still getting their money's worth even if color set circulation is still relatively small, Burnett feels, because they are buying invaluable "franchises" in color experience and getting attention in secondary non-broadcast such as the trade.

This time last year Burnett was producing only 4% of its spots in color but by May the share had jumped to 12% and by the final quarter it had passed the 50% mark. Burnett expects that by the end of this year it will be making at least four out of every five commercials in color. The Chicago-based agency made more than 1,200 TV spots in 1965 or about five every working day.

Burnett's domestic billing in 1965 was $176 million and three-fourths of this amount went into the broadcast media, principally TV. Most of its color commercials are on film but the agency also turns out a growing number on video tape and claims it was "first" with color tape spots for network exposure.

Burnett a few weeks ago turned out a rush spot in color for United Air Lines in just 10 working days with the special help of the studio, VPI of Illinois Inc.

Other typical clients going tint at

EDWARD GRAY  Interpublic
DON TREVOR  Doyle Dane Bernbach
ELLIOT SAUNDERS  Geyer, Morey, Ballard

BROADCASTING, January 3, 1966
in prime time, that is . . . otherwise our viewers will have to put up with local live color, color tape, color slides, color film — plus the terrific schedule of color shows from NBC. We've been leading in color for 12 years! But we do have that one black and white show. Sorry about that!
AGENCIES URGE CLIENTS TO JOIN PARADE continued

Burnett include Kellogg, Procter & Gamble, Schlitz, Philip Morris, Allstate Insurance, Campbell Soup, Green Giant Co., Nestle, Pillsbury and Swift.

Clients React • Compton Advertising's Chicago office went virtually all color this past fall after the networks' color schedules hit the air. "NBC made its move and the clients reacted," one Compton official said, observing that there is among advertisers "an almost social pressure" to belong to the color club.

The agency doesn't consider the extra cost of color to be too significant considering the fact that the result "is so much more exciting." Principal clients now in color include American Dairy Association, Toastmaster and Hotpoint. Compton's Chicago office now is doing all of its color filming in Chicago although laboratory work, especially optical, is done on the West Coast.

Compton representatives also noted the extra benefits the sponsor gets from a color spot apart from use on the air. As an example, screen color always helps generate enthusiasm at a sales meeting, it was noted.

At C&W • Interest in color began to increase among advertisers at Cunningham & Walsh early last summer, and since that time has grown to a point where over 50% of the agency's current commercials are being produced in color.

According to Robert Palmer, C&W's vice president and director of TV programming, the interest came when advertisers realized that, given a heavy commercial schedule with a maximum of commercial replays, color commercials could "pay for themselves" in terms of number of impressions among current owners of color sets. He felt that advertiser enthusiasm for color and white, but the commercials were being made for use with color, he indicated.

For that reason, DDB in three years has graduated its color commercial output from 10% to a present 48.7% level. Most of its color production during 1965 fell into the second six months, with over 200 color commercials completed. DDB is about to produce 25 out of 52 commercials for color, while another five to ten were set to start at the end of December.

Some DDB clients who use color include Burlington Industries, Chemstrand, Clairol, Colombia Coffee, H. J. Heinz, Polaroid and to some extent Volkswagen. Mr. Trevor indicated that DDB's new account, Ocean Spray Cranberries would soon begin color commercials.

Jack McQueen, broadcast vice president of Foote, Cone & Belding, Los Angeles, said that most FC&B clients are using network color shows and most of the commercials are presented in color too.

"By the second quarter of 1966," he remarked, "a black-and-white commercial will be rare. Even for spot campaigns, most commercials now are being made in color."

The Influentials • He pointed out that although color sets still comprise only a fraction of the total audience, "the Influentials" have them and this is a significant group. He noted that a 16mm color print gives better reproduction on the home TV set than a black-and-white 16mm print.

At Geyer, Morey, Ballard the agency's major account, The Mennen Co., Morristown, N. J., is now using color commercials exclusively and it has no plans to go back to black and white, according to GMB senior producer Elliot Saunders.

Mr. Saunders feels that color will have a significant effect on future produc-
"Hey Marge, look at this.
The weatherman has red hair!"

For first-time viewers of color TV, the first reaction is surprise and discovery—followed by a new entertainment delight. It happens every time, and it's happening in more homes than ever before.

Soon, there will be more than 5,000,000 color sets in use, and in the very best places: the homes of the higher-income, better-educated families concentrated in the NBC Owned Television Stations' markets.

And wherever there's color, you'll find our colors up front; in fact, way ahead in the number of color hours and the "know-how" of color quality. As a matter of record, WMAQ-TV in Chicago was the first all-color station.

In New York, Washington, Cleveland and Los Angeles, too, color is king.

In the complicated world of colorcasting, there's no substitute for experience and no equal to the experience of the NBC Owned Television Stations. They're old hands at this new art, which probably explains why an NBC prime-time color show attracts a substantially higher proportion of color-set homes than homes with only black-and-white receivers.

As a viewer, you can understand the added attraction. As an advertiser, you can take advantage of it. Now. In...The Year of the Peacock.

Stay up front with the NBC owned stations

WNBC-TV NEW YORK  WRC-TV WASHINGTON  WKYC-TV CLEVELAND  WMAQ-TV CHICAGO  KNBC LOS ANGELES

REPRESENTED BY NBC SPOT SALES
AGENCIES URGE CLIENTS TO JOIN PARADE continued

out the whole Interpublic complex now comes to 75% to 80% of its total TV commercial output. He sees a constant acceleration of advertiser interest and involvement in color. Interpublic agencies, he said, have been recommending color to clients for more than a year.

Stephens Dietz, executive vice president, communications services, Kenyon & Eckhardt, pointed out that the advent of color television is affecting show selection because there is demonstrated evidence of a rating advantage in homes having color sets. It is affecting the agency's planning time because of a bottleneck in color-film processing that lengthens the time it takes to get a TV commercial on the air.

"Color TV also is affecting our budget because production costs are as high as 30% greater than black and white," Mr. Dietz stated.

It is difficult, if not impossible, to ascribe a success story to color TV because color can be received today in such a small percentage of total homes, he emphasized.

He reported that from 60% to 70% of K&E client commercials currently are being produced in color.

Memorable Commercials * Ketchum, MacLeod & Grove Inc. in 1965 completed six color TV commercials, with several more still in the works, according to Ben Colarossi, TV-radio creative director.

This year, he said, color production will bounce up to about 90% of the firm's TV business. KM&G’s interest in color, he indicated, derives from its benefits: “more memorable” to the viewer and a “competitive advantage” in the ratings game.

Summing up the shortage factors in color production, Mr. Colarossi pointed both to the raw stock and time shortages, each adding to an overall addition of at least two to three weeks to the black-and-white production schedule. He also mentioned a relative “unpredictability” in processing color prints, and prescribed a rule-of-thumb limit from shooting-to-air date of 12 to 15 weeks.

Finally, he cited the intricacy of color exposure, developing and printing; and stated that its development shouldn't be overdone to produce “a riot of color” with the eventual “vividness” detracting from the commercial product.

Output Up 65% * Within two years, Richard K. Manoff has increased its output of color commercials by 65%: from a 90% schedule of black-and-white production to a 75% color output. During the last six months, the agency commissioned nine color commercials. Current production plans call for 25 more color commercials in the first quarter of 1966.

Richard A. Trea, media director, said these statistics prove the increasing popularity of color, which clients as well as the agency regard as "well worth" producing. The reason: color's enhancement of product appeal, especially food-and-drink products or cosmetics.

The Manoff agency, he said, bills for Lehn & Fink Products Corp.'s Lysol and Lysol spray, Stri-Dex medicated pads and Tussy cosmetics, along with a new account, Howard Johnson Co., Wollaston, Mass., all are expected to jump into color commercials. An old-timer in color commercial use, Welch Grape Juice, two years ago represented the 10% of Manoff's color production. Its current schedule of seven or eight Welch commercials is in color. Tussy cosmetics recently was presented with a gold medal film award for its color "Frug" commercial for deodorants at an International Film Festival.

Welch Grape Juice, which will celebrate its tenth anniversary with the Manoff agency in March, launched its color commercial career in 1964. Since then Welch's billing of $1 million has "doubled and tripled," according to Mr. Trea.

"Color offers an easy "identification of package," Mr. Trea noted.

100% Conversion * Norman, Craig & Kummel's network TV billing, although stabilized during the last two years at $2.8 million, in Chicago, has experienced an "immense increase" in color commercial production—especially in the last six months, according to William Moseley, senior vice president and director of commercial broadcast production.

Commensurate with the color growth, nearly 100% of NC&K clients have been converted to color, he said, which is due in part to color itself, but more to increasing availability of color programs and the rising number of color sets. Mr. Moseley stressed the "tremendous asset" of color to the advertiser, and reasoned that running a black-and-white commercial in a color setting would only prove to be a "negative factor."

Another Chicago agency that has made the change to virtually all color during the past six months is North Advertising. The principal color account is Tonic Co. But color spots also are being turned out for Bruce Floor Wax and Princess Dial soap. North usually produces in Hollywood but some of its commercial work also is done in New York.

Worth the Cost * "Advertisers think color TV is worth the increase in commercial cost—especially the way color sets are selling now." That is the way..."
It doesn’t cost you a cent extra to present your television advertising in full color on WFGA-TV. Because we’re a COLOR station. We’ve been airing everything possible in color for nearly 9 years. Of course we’ll welcome your black and white commercials if that’s all you have, but remember color costs no more. Ask your Peters, Griffin, Woodward "Colonel" for details about how you can captivate Jacksonville in color.
AGENCIES URGE CLIENTS TO JOIN PARADE continued

John Hoagland, vice president and broadcast director of Ogilvy, Benson & Mather, summed up the current color scene. He estimated that color, on the average, adds 20% to commercial costs.

Mr. Hoagland noted that Ogilvy had been one of the agencies most enthusiastic for color in years past, and had begun producing heavily in color in the fall of 1964. He estimated that 90% of Ogilvy's commercials are now in color, with the "biggest upsurge" taking place this fall, when CBS-TV and ABC-TV plunged heavily into color programing for the first time.

Color is "in" at Pappert, Koenig, Lois, and it's gaining more customers every year, according to Mal Ochs, associate media director. He estimates that 80% of that agency's TV clients are using color spots this year—an increase of approximately 60% over 1964.

Color clients include Xerox, whose "Alice's Adventures Under Ground" spot, which was filmed in the British Museum, has been shown on several Xerox-sponsored TV programs; Quaker's "Here Tom" commercial for its Puss 'n' Boots cat food; National Airlines' "National Country" and the Dutch Masters commercials. Mr. Ochs also noted that the newly acquired Coty account will use a color commercial, just completed, for its 1966 campaign for Coty Creme Lipstick.

Change at Parkson • At this time last year, Parkson Advertising produced no color commercials. This year virtually all of the agency's commercial production will be in color.

According to Don Blauhut, vice president and director of TV and radio for the agency, J. B. Williams & Co., Parkson's major client, has ordered tint for all current and future commercials. Williams jumped on the color bandwagon in August, reasoning that the networks' increase in color programing this fall spelled the end of black-and-white commercials as a selling tool.

Mr. Blauhut believes that color adds from 20% to 25% to the cost of a commercial "plus a heavy cost in agency time" devoted to preparation.

Post-Keyes-Gardner, Chicago, last spring had but 10% of its TV commercial output in color. Today the share is better than 90%.

American Cyanamid's household products division is one client still strong in black and white because "aerosol sprays just don't lend themselves that well to color," one PKG official said.

Florists' Telegraph Delivery was the agency's first big color plunge, PKG said. Other clients deep in color there include Brown & Williamson, Sentry Foods, Burgermeister beer and Old Milwaukee beer. A big new account at PKG, Santa Fe Railroad, will shoot in color for future commercials too.

SSC&B • The emphasis on color-TV commercials at Sullivan, Stauffer, Colwell & Bayles is "growing steadily," according to agency senior vice president and director of radio-TV, Harry Ommerle.

Mr. Ommerle said that about 40% to 50% of SSC&B's current commercial TV crop is in color and that "by this time next year the amount may be up to 90%. To many advertisers color is becoming the only way to compete in TV."

He said he had found that the current advertiser attitude toward color differs considerably from that which prevailed only a year ago. "Then many advertisers showed an interest in color, but figured 'let someone else pioneer,'" he said.

Tatham-Laird & Kudner, Chicago, turned out only a couple of color commercials in all of 1964 but now is running 50% color and by this time next year will be virtually 100% color.

Spots are running heavily in color now for General Mills and Abbott laboratories while commercials for Procter & Gamble still include a lot of black and white, chiefly because of the daytime exposure situation.

A spokesman for J. Walter Thompson Co. in Los Angeles said that Kodak naturally was one of the first clients to go color and that Kraft has been using color for a long time. He added that the California Ford Dealers are "getting into color" with sponsorship of The Happy Wanderer, a travel show.

Edward H. Weiss & Co., Chicago, doesn't expect to get really heavily involved in color until later this year. Its big TV spender, Mogen David Wines, however, is all in color now, Sweetheart soap is another product that has made the transition to tint at Weiss. One representative explained that many products handled by the agency don't demand instant color and the changeover will be made gradually.

West, Weir & Bartel several years ago began using color commercials for one client, but until the recent upswing in color programing has not ventured into wide use of color messages, according to John J. Meskil, vice president and media director. Now 40% of WW&B clients have taken to color; these represent one-half of the agency's total TV billing of $6.6 million.

He suggested that "there is no question about it, now is the time for an agency to get its clients into color television." And if they don't take advantage, "they have missed an opportunity for their clients."
NOW-TAPE-FILM & SLIDE
NATURAL COLOR*

*No extra charge for color.

wmal-tv
The Evening Star Broadcasting Company, Washington, D.C.

Nat'l Reps. Harrington, Righter & Parsons
OF LANDS AND SEAS host, Academy Award winner Colonel John D. Craig
Attention: Decision Makers

Our new color series, "Of Lands and Seas" is a different programming concept which can give you maximum adult viewership within your most competitive early evening time period. The color-filmed adventures and true-to-life experiences of renowned explorers provide the ingredients. Utilizing the production facilities of WGN's Videotape Center, Olas Corporation has produced 260 hours of color programming on video tape featuring Col. John D. Craig as host. I can assure you that the quality of content and color is the finest of new programming on the market today.

We are pleased to present this excitingly new and different series to you as a decision maker at a time when all too often, decisions are made on reruns for the lack of new first-run product. Our production schedule of exclusive material will insure a continuous supply of new product for years to come.

Join with the decision makers of stations WLW-T in Cincinnati, WLW-I in Indianapolis, WGR-TV in Buffalo, KHJ-TV in Los Angeles, WPTA-TV in Fort Wayne, WFAA-TV in Dallas, KHQ-TV in Spokane and KIRO-TV in Seattle and secure the valuable franchise of the new programming concept, "Of Lands and Seas", for your station now.

Robert S. Buchanan
President
Olas Corporation

OLAS CORPORATION • 2800 EUCLID AVENUE • CLEVELAND, OHIO 44115 • PHONE: 216-241-6660
In the past four months a Milford, Conn., company called Filmline has received 40 orders for an $18,500 piece of equipment called an FE-50. That's the designation for a color film processor that can have a news clip developed in 40 minutes. The orders were placed by TV stations and networks; 15 have been delivered, 25 are still on order.

At Eastman Kodak's New York distribution point, television network and station orders for color film stock are up 25% in the last six months and Kodak officials see this as just the beginning of a spiraling demand in the broadcasting industry for color stock.

Houston Fearless has five color film processors in the field, two of them at network operations. A new unit with magazine loading has been introduced with delivery promised by April 15.

What does it all mean? Just this: The color which has been poured over entertainment schedules—on the networks and locally—is now pouring through news schedules. These orders for the tools to handle the color news job are just the first symptoms of what most feel is a contagious color fever that will ultimately overtake all network and local news operations.

NBC-TV, clearly the leader among networks in the amount of color it transmits in hard news programs, probably won't be without competition in that area for long. NBC-TV's nightly Huntley-Brinkley show crossed the line Nov. 15, now presents over 80% of its news in color.

But CBS-TV's counterpart Walter Cronkite program will soon give color chase. CBS News officials think the Cronkite show may be ready for color late this month or maybe in February, although they say there's no rush.

Cautious Approach ▶ Fred Friendly, CBS News president, says that "we're not going to let the color tail wag the news dog." He's full of caution about a blind rush to get news into color. "Of course we're interested in moving ahead in color," he acknowledges, "but color isn't going to revolutionize the news business. The news is a bit color-blind."

Mr. Friendly thinks it's possible to make news decisions on the basis of the availability of color news footage. He also isn't sure that all news ought to be in color, even granted the eventuality that color film will become as versatile a performer in shooting, processing and transmitting as black-and-white is now.

Asked what holds up a faster move into color by CBS News, Mr. Friendly says, "the problem is colorization of the whole CBS system. We've only been going at it seriously for the last year or so."

He's not the only one concerned about color editing getting out of hand. Robert J. Shafer, manager of NBC News' West Coast operations, says: "When color comes in, there's a temptation to look for colorful events to cover, rather than for newsworthy happenings, and we've got to resist it or we're going to find ourselves losing viewers to competitors who stick to their primary job of serving up the day's news."

He goes on to ask "if our audience responds to the color rather than the news does that mean that, consciously or not, we are slanting our news coverage when we do it in color?"

Mr. Shafer also warns that "about 95% of the audience is still looking at TV in black-and-white and that's a fact we dare not disregard."

Overseas Tint ▶ International news in color is apparently no more of a problem for the networks than domestic color footage. In fact, both NBC and CBS note that in some cases it may be easier. NBC News President William R. McAndrew notes the natural delay in delivery of film from international news points makes time a less critical factor. The same observation is made

How WFLA-TV makes money on the side

Now eight weeks old, WFLA-TV Tampa's $100,000 Treise color-film processor is handling about 1,000 feet of Anscocrome film a day for the three news programs on the station. The unit, which is housed in a new 4,000-square-foot photo lab, is set up as a commercial processing laboratory in addition to its primary purpose—handling WFLA-TV news and documentary films. Starting this month WFLA-TV will be used by Anso- co as one of the film company's four major 35mm slide processing plants.

The Treise unit, a custom-built processor, combines Anscocrome and Ektachrome capabilities and can handle Ektachrome in large loads. When the station put the processor in operation in November it hired six new laboratory technicians, needed for the added control processes involved in color work.

Above, Scott Shively, lab technician, examines piece from processor. Treise units are common installations in commercial processing plants; they are rare in TV stations.
We pioneered television on the Niagara Frontier back in 1948. Since that time the more than 680,000 Western New York households — representing a spendable income of over 5 Billion Dollars — have looked to Channel 4 for the newest and most advanced television technology as well as program entertainment and public service.

We have never disappointed. In 1954 WBEN-TV was color-casting locally-produced shows. Today — the color films in our afternoon 4-Thirty Show and late night 11:20 Show are telecast as originally filmed — in color. Six other local film programs are telecast in color and we have the finest new equipment to carry your color filmed commercials and slides for the added impact of color.

This is the only such service offered advertisers by a Buffalo television station. All of which makes us the most colorful channel in town.

**WBEN-TV CH. 4**

Represented nationally by

**HARRINGTON, RIGHTER & PARSONS, INC.**

New York • Chicago • Boston • St. Louis
Atlanta • Los Angeles • San Francisco
WHAT'S NEW IN NEWS? A REPORT IN FULL COLOR continued

by Mr. Friendly, who notes that eventually satellite transmission of color news clips may make the domestic-vs.-international question immaterial.

NBC-TV hasn't limited its color news to the Huntley-Brinkley show. Shortly after H-B went to color the half-hour Saturday evening Scherer-MacNeil Report followed. With the network's Sunday Frank McGee Report also in color; NBC has all of its regularly scheduled news switched over, and 80% of the specials scheduled by NBC News in the new season will be colorcast.

NBC Network President Don Durgin says that regular news programming, now 84% in color, will be much closer to 100% in the 1966-67 season.

Mr. Durgin, at an ANA workshop on color (Broadcasting, Dec. 20), called attention to a 24 rating received by NBC News' coverage of the Gemini V space shot in color-equipped homes and suggested that "color seems to have the ability to turn an 'actuality' program into an entertainment program," indicating "some exciting ramifications for future programming."

Elmer Lower, ABC News president, says his operation wants to get geared up for color as soon as possible but that there is a more immediate problem, the establishment of wider recognition for network's evening news personality, Peter Jennings. For the present Mr. Lower says the lack of color isn't a serious handicap in ABC News' competition with the other networks.

ABC News has gone ahead with color in its space coverage both in back-up studio work and at Cape Kennedy and regards this as valuable experience for an eventual shift to comprehensive color reporting.

ABC plans to do some news filming in color in 1966 but Mr. Lower says he doesn't expect to have news studios in New York or Washington equipped for color origination until the following year. However, the network expects to have a color film processor installed at New York headquarters this year.

About two-thirds of the next 30 news specials contemplated by ABC News will be color presentations.

Tooling Up • All the network news departments have concluded that their own processing plants for color film are essentials; NBC and Brinkley show already moved ahead in this area, with NBC in the lead.

By the end of the year NBC offices in New York and Washington will each have two color processing units in operation and single units will have been installed in Chicago, Cleveland and Burbank, Calif. A processing unit in Rockefeller Center quarters is already in operation.

Up to this point the standard network procedure has been to farm out color work to independent processing labs but the added delay and extra cost involved have led to establishment of their own color laboratories.

NBC News' outlay for these processors—about $150,000 minus installation expenses—is infinitesimal when compared to the cost of other color equipment required for the network news operation.

A piece of high-priority color film can now be processed within 40 minutes of its arrival at the processing unit, which operates at 50 feet per minute. The unit has 14 tanks, and a complete threading of its rollers requires 1,400 feet of leader.

NBC News figures it now saves 20 to 30 minutes in delivery time between outside processing lab and the editing room. A piece of international film, picked up by airport courier at 3 p.m., can now make it through processing and to the film chain by 6:15, in time for the 6:30 news program.

Dealing with outside film shops means meeting union demands and, possibly, $50 extra payment to keep a film lab open on a Saturday and $1,000 on a Sunday.

Labor Problems • New York area film labs have been negotiating a contract with local 702 of International Alliance of Theatrical and Stage Employees. The union is reported to feel that two men are needed to run a color-film processing unit, while network officials think that one man would be sufficient.

CBS, however, which already hires union men from independent shops for operation of portable black-and-white processing equipment, plans to hire the same union personnel to operate its own equipment, when installed, and expects to go along with whatever contract the New York labs agree to.

Two technical breakthroughs considered essential to the new burst in color news operations were the development of a magnetic striping technique for a satisfactory audio signal on the color film and the development by Eastman Kodak of the ME 4 laboratory process which permits faster development of higher-speed films. It's reported that Eastman has two new faster color films ready for the television market.

But Kodak is not alone in the television-news-film market. Its main competition is said to come from Anso and duPont.

Stations and networks cite a shortage of color-film supply as one problem deterring a changeover to comprehensive use of color in news. But film-company officials say this comment is exaggerated. At Kodak headquarters in Rochester, N. Y., Roland Conner, manager of information analysis for the company's motion picture and education markets division, denies there is a problem in keeping up with orders from the television industry.

Ken Mason, manager of Kodak's New York distribution office (the company also has outlets in Chicago and Hollywood), says that broadcasters can't always get as much as they order, but that they never go without: "I don't think anybody ever lost a color story through inability to get film. What usually happens is they want a month's supply all at once and we may not be able to fill such orders immediately."

There's also competition in the business of manufacturing film processors. Filmline isn't alone. Others sharing the field include Treise Engineering, San

Break for redhead

The addition of color to TV commercials has affected changes in the business of talent and models according to Jack Russell, head of his own talent management firm and president of the Chicago Talent Managers Association. This is especially true for the girls, he notes, and has given redheads a break once exclusively enjoyed by blondes.

The girl with neutral or dull hair today has less chance to get a casting call for color, Mr. Russell says, while the men often may get a break if their hair happens to have more interest because of some gray. One trend he sees is the growing use of female manikins who smile and bounce their way through the 60 seconds purely as window dressing, never having anything to say but perhaps a giggle or a sigh.

But the men can't get by in color on looks alone—they still have to be able to talk, Mr. Russell observes, adding that there still is a need for quality girl talk despite the silents. Color also has helped give talent new jingle for their jeans, he says, as extra work has developed to re-do the older standard black-and-white commercials in tint.

64 (Special Report: Color)
In October 1960, Seven Arts released Volume 1. Today, we're up to Volume 10. But that doesn't mean that Volume 1 is old hat.

No sir. Not even to those stations which have taken 3, 4 or perhaps more runs with such titles as "A Star Is Born" and "Dial M For Murder."

Today, these same stations now are taking their first runs in color.

We've always contended that Seven Arts' "Films of the 50's and 60's" provide the highest commercial return possible for your feature film investment dollar.

Now we paint the picture for you in color.

Of the 554 "Films of the 50's and 60's" now in release, Seven Arts presents over 50% (283) for prime time colorcasting.

With the Color TV Bandwagon rolling so fast, an open Volume in your market is a great buy right now.
WHAT'S NEW IN NEWS? A REPORT IN FULL COLOR

Fernando, Calif.; Houston Fearless Corp., Los Angeles, and Hills Manufacturing, Chalfont, Pa.

Filmline President Edward B. Krause reported that he's now delivering processors at the rate of one a week, and regarded his first 40 orders as "only the first impact" of the color news revolution.

Mr. Krause said the move by stations to set up their own processing facilities has not cut back the business of independent film labs, which are going ahead with their own new installations. A number of large laboratories, he noted, are putting in new color-film equipment with the color-TV business specifically in mind. Among them he mentioned Movielab, TVR Inc. and A-1 Laboratories, all in New York; Film Service Labs in Boston, and Capitol Film Labs in Washington.

Station Level - From WFLA-TV Tampa, Fla., right across the country to KNBC(TV) Los Angeles, stations are building their own color labs. The installation at WFLA-TV, constructed at a cost of $200,000 (it includes a $100,000 Treise processing unit which can handle either Ektachrome or Anscochrome film), will also serve outside clients. WFLA-TV expects to solicit color-film processing business throughout Florida. The station makes three color-news-film runs daily; two for its evening news show, one for its late night newscast.

WFLA-TV filmed a recent story in Miami in color shortly after 2 p.m., had the film in Tampa at 3:06 p.m. in plenty of time for its 4 p.m. processing run and ready for its 6 p.m. newscast.

New York is as color-news conscious as any city. Last month WNBC-TV's "11th Hour" switched to color and early this year the same step is expected for the station's evening hour of local news (6-7 p.m.). WCBS-TV uses an outside lab for its color processing, and has color processing equipment budgeted. It currently presents about six minutes of local color news, two or three stories, daily.

WABC-TV also uses an outside color lab. It carries about 15 minutes of color clips weekly in early-evening and late-night local news, averaging about one story a day. The station expects to have a color-news studio available to it by the end of this month.

WOR-TV is presenting studio news in color and is color-filming local stories that lend themselves to such presentation.

WNBT-TV is getting some color film into its regular news but does not now have color-film processing equipment in mind.

WPX(TV) plans to have a color-news studio in operation early this year—it hangs on delivery of a color camera. The station counts on UPI Newsfilm for its live footage and is understood to be one of those asking UPI to move into color-film service.

Chicago - WMAQ-TV, the NBC-owned operation in Chicago, expects to be the first station in the market to install its own color-processing equipment. It's target time is early 1966. The station has been colorcasting the live portion of its news shows since 1956. WMAQ-TV says its new-color-service installation will put color newsreel on a parity with black-and-white films as to processing speed.

CBS-owned WBKB-TV has been using some color film in routine news for the last half-year and the amount is increasing. The station says it's seeking to learn more about color from daily news operation.

ABC-owned WBKB-TV began filming news clips in color last fall and since then has steadily increased its color reportage and says it will continue to do so as "new equipment comes in and color film becomes more available." The station says a color-film shortage forces it to be selective about the stories it covers in color.

WGN-TV, which is advancing its output of newsfilm in color, says three points are taken into consideration in its gradual growth in this area: the saturation of color sets, the higher costs involved and the relative flexibility of color film vis a vis black-and-white.

Los Angeles - KNBC(TV) is being outfitted for color processing capability in tandem with NBC News's West Coast operation. NBC News estimates the costing $50,000 to $60,000 to prepare its color-film lab, four or five times the cost of comparable equipment for black-and-white operation.

KNX(TV), which now uses an outside lab, also plans to install its own color-processing unit. KTTV(TV), which uses an outside lab, is reported to be putting pressure on UPI to cover national stories in color. KTLA(TV) is doing practically all of its news in color. KABC-TV's color news has used little color coverage to date but has done a number of news specials in color.

Elsewhere - WMAL-TV Washington, in an $850,000 conversion to color operation, spent some $35,000 to install its Filmline equipment (BROADCASTING, Sept. 6, 1965) and now does all its own local-color-film processing while continuing to let outside firms handle color film to be used in documentaries.

KSTP-TV St. Paul, Minn., a pioneering color station, has its own color processing lab.

How soon might all TV news be in color?

Maybe never, according to some who feel that black and white may be suited to the mood of some newscasts.

Virtually all of it and very soon, say others who see no stopping the technical evolution that has already transformed color-film techniques and no sating the color appetite of the television audience whose color-set ownership is galloping ahead in a geometric progression.

The cost is unquestionably greater but does not appear to be a deterrent to an eventual changeover. For the film itself expenses are doubled before capital outlays for additional equipment are considered.

John Maynard, Eastman Kodak's supervisor, sales and engineering services, motion picture and education markets division, Midwest, says processed 16mm color film will cost approximately two and one-third times a like amount of processed black-and-white film.

What about other sources of news film such as the news services? UPI Newsfilm, which says it has a wait-and-see attitude on introducing color into its newsfilm service, thinks technical considerations don't warrant full color service at this time. But it says it continues to build up its color-film library. There are reports of pressure from some stations for color from UPI.

CBS Newsfilm, with close to 25 clients among the country's television stations, most of them independents, has no immediate plans to offer color film regularly although it has done some work in color. One-third of its half-hour year-end news review is in color.

One thing is clear. No one is against color news in principle and it's coming on in a rush. Bob Gamble, president of the Radio Television News Directors Association, put it this way: "The only question is how long it will take to tool up."

BROADCASTING, January 3, 1966
New "big tube" color film system
New "black tube" color TV studio camera
Three TV tape machines to meet all color needs
Revolutionary new color control equipment
New transmitters, designed for color TV

THE MOST TRUSTED NAME IN TELEVISION
"Big tube" color film system for impressive "big picture" color reproduction.
New "black tube" live color camera for sparkling color TV pictures.
Quadruplex mobile color tape recorder, for studio or field recording.
Color tape player, a new tool for viewing or broadcasting color tapes.
Compact color TV tape recorder — for recording and playing color tapes.
evolutionary new control equipment designed for improved color TV production.
**Color on the networks: well on way to 100%**

NBC, which started it all, still has a big lead, but ABC and CBS are investing millions to catch up

The television networks are following up the color explosion of 1965 with plans to accommodate a second color burst in the fall of 1966.

Accommodation means more funds, facilities and programing allocated to color. Color investments of the networks, estimated unofficially at $75-$80 million, will increase sharply this year.

As of this time, the networks have approximately 65 color cameras they can utilize—aside from those of their affiliates—in production centers in New York and in Los Angeles. Another dozen or more color cameras are operational in mobile color units. All of the networks have ordered additional cameras that will become operational during the year.

The networks admit there are color broadcast equipment shortages, though CBS noted that the tightness in equipment supply for that network does not include cameras. Aside from the CBS qualification, the shortages generally cover cameras, film chains, tape machines and monitors. All the networks are ordering color mobile units to add to studio gear.

The medium's magic wand will be waved over prime-time schedules next fall, increasing by a considerable number the 48½ hours that the networks now program in color in choice night periods each week.

Color now covers nearly 70% of the 7:30-11 p.m. hours programmed by the networks each week. The 48½ hours represent a gain of five hours since the start of this season less than four months ago, a jump accomplished in midseason changes, new color shows selected to represent black-and-white program casualties.

Two-thirds Tint • NBC is now showing 28 out of 29 shows in color, CBS 17 out of 34 and ABC 16 out of 35, for a total of 61 out of 98.

A viewer looking for periods in color on all networks now could find nine such half-hours out of 49 in the nighttime schedule. The nine occur on Sunday (7:30-8, 8:30-9 and 8:30-9), Wednesday (8:30-9 and 9:30-10) and Thursday (8:30-9, 10:30-10 and 10:30-11).

Color's incidence is history at NBC. That network telecast a total of 68 hours in color during the entire year of 1954, the first year after present color standards were approved by the FCC. At midpoint in the 1965-66 season, NBC is colorcasting at a seasonal rate of more than 3,000 hours, is still adding some color now and plans to add more much in the fall of 1966. Virtually all of NBC's programing, day or night, will be in color next season.

CBS telecast none of its programs in color on a regular basis before the current season. Now approximately 51% of its weekly nighttime schedule is in color. ABC, which colorized only a few shows before this season, is now at the 49% level in prime time. Network pilot shows for the next season are being filmed in color and no significant planning for new programs in black-and-white has yet been reported.

The color explosion has fed on momentum. That accumulative push is

---

**Color homes viewing of top 20 regularly scheduled network programs**

<table>
<thead>
<tr>
<th>Network</th>
<th>Homes Reached Rank</th>
<th>Homes Owning Color TV Rank</th>
<th>Program</th>
<th>Total Homes Reached (000)</th>
<th>Homes Owning Color TV (000)</th>
<th>% of Total Homes</th>
<th>Rating Estimate</th>
<th>Color TV Homes Rating Estimate</th>
<th>Color TV Rating Minutes Over-all Rating</th>
<th>Shows Not Telecast in Color</th>
</tr>
</thead>
<tbody>
<tr>
<td>NBC</td>
<td>1</td>
<td>1</td>
<td>Bonanza</td>
<td>16,063</td>
<td>2,423</td>
<td>13</td>
<td>36</td>
<td>48</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>CBS</td>
<td>2</td>
<td>9</td>
<td>Gomer Pyle</td>
<td>17,194</td>
<td>1,820</td>
<td>11</td>
<td>32</td>
<td>36</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>CBS</td>
<td>3</td>
<td>11</td>
<td>Beverly Hillbillies</td>
<td>16,679</td>
<td>1,728</td>
<td>10</td>
<td>31</td>
<td>34</td>
<td>3</td>
<td>X</td>
</tr>
<tr>
<td>ABC</td>
<td>4</td>
<td>14</td>
<td>Bewitched</td>
<td>16,063</td>
<td>1,629</td>
<td>10</td>
<td>30</td>
<td>32</td>
<td>2</td>
<td>X</td>
</tr>
<tr>
<td>NBC</td>
<td>5</td>
<td>3</td>
<td>Man from U.N.C.L.E.</td>
<td>15,690</td>
<td>2,028</td>
<td>13</td>
<td>29</td>
<td>40</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>CBS</td>
<td>6</td>
<td>12</td>
<td>Lucy</td>
<td>15,081</td>
<td>1,673</td>
<td>11</td>
<td>28</td>
<td>33</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>CBS</td>
<td>7</td>
<td>12</td>
<td>Red Skelton</td>
<td>14,796</td>
<td>1,716</td>
<td>12</td>
<td>27</td>
<td>34</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>CBS</td>
<td>8</td>
<td>*</td>
<td>Dick Van Dyke</td>
<td>14,770</td>
<td>1,290</td>
<td>9</td>
<td>27</td>
<td>25</td>
<td>2</td>
<td>X</td>
</tr>
<tr>
<td>CBS</td>
<td>9</td>
<td>*</td>
<td>Andy Griffith</td>
<td>14,751</td>
<td>1,365</td>
<td>9</td>
<td>27</td>
<td>27</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>ABC</td>
<td>10</td>
<td>10</td>
<td>Lawrence Welk</td>
<td>14,734</td>
<td>1,739</td>
<td>12</td>
<td>28</td>
<td>34</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>CBS</td>
<td>11</td>
<td>*</td>
<td>Ed Sullivan</td>
<td>14,338</td>
<td>1,300</td>
<td>9</td>
<td>27</td>
<td>26</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>NBC</td>
<td>12</td>
<td>6</td>
<td>Virginian</td>
<td>13,936</td>
<td>1,870</td>
<td>14</td>
<td>26</td>
<td>37</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>CBS</td>
<td>13</td>
<td>*</td>
<td>My Three Sons</td>
<td>13,932</td>
<td>1,355</td>
<td>10</td>
<td>26</td>
<td>26</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>NBC</td>
<td>14</td>
<td>5</td>
<td>Disney's World</td>
<td>13,802</td>
<td>1,994</td>
<td>15</td>
<td>26</td>
<td>39</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>ABC</td>
<td>15</td>
<td>*</td>
<td>Fugitive</td>
<td>13,146</td>
<td>833</td>
<td>7</td>
<td>25</td>
<td>18</td>
<td>7</td>
<td>X</td>
</tr>
<tr>
<td>ABC</td>
<td>16</td>
<td>*</td>
<td>Peyton Place II</td>
<td>13,003</td>
<td>1,293</td>
<td>10</td>
<td>24</td>
<td>23</td>
<td>1</td>
<td>X</td>
</tr>
<tr>
<td>CBS</td>
<td>17</td>
<td>16</td>
<td>Green Acres</td>
<td>12,875</td>
<td>1,570</td>
<td>12</td>
<td>24</td>
<td>31</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>NBC</td>
<td>18</td>
<td>7</td>
<td>Daniel Boone</td>
<td>12,799</td>
<td>1,855</td>
<td>15</td>
<td>24</td>
<td>36</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>NBC</td>
<td>19</td>
<td>4</td>
<td>Flipper</td>
<td>12,534</td>
<td>2,015</td>
<td>16</td>
<td>23</td>
<td>39</td>
<td>16</td>
<td></td>
</tr>
<tr>
<td>ABC</td>
<td>20</td>
<td>20</td>
<td>Peyton Place I</td>
<td>12,469</td>
<td>1,102</td>
<td>9</td>
<td>23</td>
<td>22</td>
<td>1</td>
<td>X</td>
</tr>
</tbody>
</table>

Averages: 27.1 32.1 5

*Indicates rank below top 20 programs among color TV homes. Source: October 1965 Network Television Target Audience Report, ARB. Excludes specials and movies.

Out of the top 20 programs—excluding specials and movies—in ARB's October sweep, 13 rank among the top 20 in homes that have color TV sets. Of the seven that are not among the color-home top 20, four are not carried in color. Three of these show a lower rating in color homes vs. all homes. One monochrome show, 'Bewitched,' shows an increase in rating comparing color vs. all homes, and one color program, 'Ed Sullivan,' shows a decrease. Four of the B&W shows dropping from the top 20 in color homes were CBS, three ABC.
being activated further by the policy of
the three networks of replacing tired
programs with color. Except on NBC, the
network daytime hours have yet to
take on tint to any appreciable extent.
But the replacement factor and next fall’s
gear-up will change that. Sports
events and news are coming into color
focus at all three networks, and though
there’s a color gap between news-sports
events and entertainment fare, the net-
works are intent on closing it up fast.
Adding to the momentum: virtually all
entertainment specials—and to an in-
creasing extent news documentaries—
are being done in color.

Summaries of each network’s color
status follow:

ABC

ABC, with some $15 million to $16
million already in color facilities, is
expected to move rapidly to expand
its capability in 1966. By next fall the
color investment in facilities can be ex-
pected to be more than $20 million.

The network has been moving stead-
ily toward color in its regular nighttime
schedule. Starting this fall ABC’s night-
time fare will be mostly in color (all
pilots for the season are now being
shot in color).

In a typical week on the ABC-TV
prime-time schedule at the start of the
current season, color covered nine hours
of a total 24½ hours programmed in the
7:30-11 p.m. periods (including motion
pictures shown Sunday nights). At mid-
season, the number of color hours has
moved up to 12, or nearly half of
ABC-TV’s nighttime schedule, a gain of
three hours since the start of the season.

Though ABC’s color investment in fa-
cilities is substantial, the network has
been reported to be facing a $75 mil-
lion capital investment to equip the TV
network and owned TV stations
for color capabilities, a retooling that the
pending merger with International Tele-
phone & Telegraph Corp. could hasten

ABC would appear to have a con-
siderable way to go in color, and at
year-end the network’s executives were
deliberating just how fast they should
move, from the viewpoint of both fa-
cilities and programing.

In the daytime hours, for example,
ABC has yet to program color, except
for several cartoon series on Saturday
and Sunday. In news, color is in the
planning stage at best (see page 62).
Sports programing on ABC promises
some color, particularly in the ma-
ajor games shown next fall in the net-
work’s newly acquired National Colle-
geiate Athletic Association football
schedule.

The tooling up at ABC has been con-
tinuing. Though reticent to pinpoint
what additional color facilities ABC will
have ready by the start of the 1966-
67 season, authorities note that “it is
likely more facilities will be opened for
color by the fall.”

10 Cameras • ABC now has 10 color
cameras (RCA TK-41’s), a color mo-
 bile unit and additional units on order,
and one studio originating color on the
West Coast. Its spokesmen acknow-
ledged there are shortages in color
equipment but declined to amplify.

In programing, ABC’s authorities in-
dicate that decisions are on the way
with such statements as “we are ex-
ploring commitments.”

As in the case of every network,
ABC will have the color look in all of
its filmed entertainment specials. This
is in accord with the swing of all
new network film production into color.

ABC’s revamp at mid-season—“a
new ABC-TV season” in January 1966,
as ABC-TV network President Thomas
W. Moore characterized it, has meant
a color gain for viewers. Four new
shows (one, Batman, is in two parts each
week) are beginning this month, all
in color. The other programs are Code:
Blue Light, a half-hour series starring
Robert Goulet; the half-hour The
Double Life of Henry Phyley with Red
Buttons, and The Baron, an hour show.

The weekend cartoons are all in the
daylight. They include Porky Pig and
Magilla Gorilla, which started Jan. 1;
The Beatles (cartoon version), Casper,
Bugs Bunny, Milton the Monster and
Happily Hooper Mill on Saturdays, and
Beany & Cecil and Peter Potamus,
both began Jan. 2, and Bullwinkle and
Topper Toys’ Cartoon Fun, all on Sun-
days.

CBS

CBS is said to have put $12 million
to $14 million directly into color fa-
cilities, levels seemingly low apparently
as a result of planning for the CBS
Broadcast Center operation in New
York. That facility cost some $15 mil-
lion to $20 million and is considered
one of the world’s most sophisticated
facilities for radio and TV origination
—and with full color capability.

CBS’s decision to transmit some net-
work color on a regular basis last fall
was made only a few months before,
early in March 1965 at the time John
A. Schneider was elected president of
the CBS-TV network. Broadcast Cen-
ter had been functional since Novem-
ber 1964. Studios there and at CBS in-
stallations on the West Coast were de-
signed for color.

The leap ahead to color in the night-
time schedule came about quickly.
Several “live” shows originating on the
West Coast were taped for color first
—the Red Skelton and Danny Kaye
vehicles—along with the motion pic-
tures to be shown Thursday night.
Filmed series were next, and as studios
were adapted, The Ed Sullivan Show
and the short-lived Steve Lawrence

<table>
<thead>
<tr>
<th>Network</th>
<th>Program</th>
<th>Color TV Homes (000)</th>
<th>Color TV Rating</th>
<th>Color TV Homes Rating Estimate</th>
<th>Network</th>
<th>Program</th>
<th>Color TV Homes (000)</th>
<th>Color TV Rating</th>
<th>Color TV Homes Rating Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>NBC</td>
<td>Bonanza</td>
<td>2,423</td>
<td>35</td>
<td>61</td>
<td>CBS</td>
<td>Lucy</td>
<td>1,673</td>
<td>28</td>
<td>33</td>
</tr>
<tr>
<td>NBC</td>
<td>Andy Williams</td>
<td>2,095</td>
<td>23</td>
<td>40</td>
<td>ABC</td>
<td>Bewitched</td>
<td>1,587</td>
<td>30</td>
<td>32</td>
</tr>
<tr>
<td>NBC</td>
<td>Man from U.N.C.L.E.</td>
<td>2,028</td>
<td>29</td>
<td>40</td>
<td>NBC</td>
<td>I Spy</td>
<td>1,567</td>
<td>22</td>
<td>31</td>
</tr>
<tr>
<td>NBC</td>
<td>Flipper</td>
<td>2,015</td>
<td>23</td>
<td>39</td>
<td>CBS</td>
<td>Green Acres</td>
<td>1,570</td>
<td>24</td>
<td>31</td>
</tr>
<tr>
<td>NBC</td>
<td>Disney’s World</td>
<td>1,994</td>
<td>26</td>
<td>39</td>
<td>NBC</td>
<td>My Mother the Car</td>
<td>1,550</td>
<td>18</td>
<td>30</td>
</tr>
<tr>
<td>NBC</td>
<td>Virginian</td>
<td>1,870</td>
<td>26</td>
<td>37</td>
<td>ABC</td>
<td>Hollywood Palace</td>
<td>1,555</td>
<td>21</td>
<td>31</td>
</tr>
<tr>
<td>NBC</td>
<td>Daniel Boone</td>
<td>1,855</td>
<td>24</td>
<td>36</td>
<td>NBC</td>
<td>Dean Martin</td>
<td>1,547</td>
<td>21</td>
<td>30</td>
</tr>
<tr>
<td>NBC</td>
<td>Don’t Eat the Daisies</td>
<td>1,825</td>
<td>21</td>
<td>36</td>
<td>NBC</td>
<td>Run for Your Life</td>
<td>1,539</td>
<td>19</td>
<td>31</td>
</tr>
<tr>
<td>CBS</td>
<td>Gomer Pyle</td>
<td>1,820</td>
<td>32</td>
<td>36</td>
<td>CBS</td>
<td>Post Office</td>
<td>1,728</td>
<td>31</td>
<td>34</td>
</tr>
<tr>
<td>CBS</td>
<td>Lawrence Welk</td>
<td>1,793</td>
<td>28</td>
<td>34</td>
<td>CBS</td>
<td>*Not telecast in color</td>
<td>Source: American Research Bureau. Excludes specials and movies.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

In the top 20 list of programs, all
shows have a higher rating in color homes
compared to their all-homes rating. 'Bewitched' is the only monochrome
program in this list. It ranks 14 in
color homes, four in all TV homes.

SPECIAL REPORT: COLOR

TOP 20 REGULARLY SCHEDULED SHOWS BY HOMES OWNING COLOR TV

BROADCASTING, January 3, 1966
Two Discriminating Newcomers

The two Canadian TV Networks have now joined the user ranks of G.E.'s PE-24 Color Film System. This acceptance, in addition to two of the major domestic TV networks plus many other discriminating TV stations, speaks for itself. In other words, what better proof that this system is tops on the air? To those who may still be undecided, let us review with you those outstanding features that have made this product a leader in color film broadcasting. For your live color requirements in '66, watch General Electric.... Enough said.
STILL FURTHER EXPANSION IN COLOR continued

Show from New York.

At the outset of this season, the typical week at CBS-TV had color in 11 1/2 hours out of a total 24 1/2 hours programmed in the 7:30-11 p.m. periods. This total assumes the motion picture on Thursday night to be in color, and most of the movies are, but does not include entertainment specials, most of which are in color. At mid-season, the hours of color per week increased to 12 1/2 (51% of the nighttime schedule), a gain of one hour as Dak- tars replaced the black-and-white Raw- hide. In the daytime hours, CBS-TV runs one program (the Art Linkletter show) in color.

CBS engineers say flatly that "the network is able to gear up to accommodate any increase in color programming." It's speculated that the network may consider additional color on its schedule before the end of this season, particularly in news and public affairs.

 Authorities find it difficult to piece out how much of the Broadcast Center's cost is attributable to color. They say theirs must be an "educated guess" at best, that a fifth or possible a third of the facility's cost could be charged to color. It's reasonable to assume, however, that the network's color investment will mount as additional cameras and other gear are delivered and existing facilities converted.

Built for Color - In referring to Broadcast Center, CBS engineers note that "our plant is there, built in." The network has used three studios at the same time in the center, with the facilities capable, according to the experts, of being run on a continuing basis if necessary. Two main studios there used for color are numbers 41 and 46, with still a third studio available for color origination.

The center is engineered for color, which takes some three times as much control equipment as black-and-white origination; taking in the gamut of color control gear (switching, synchronization, power, lighting, air conditioning ducts, components, etc.).

CBS, in noting that the center in New York gives it all the basic, practical needs for color, is finding its problem now in equipment supply as contrasted to plant facilities. The network had hedged its plans, not wishing to purchase the bulk of its color gear until it was ready to go ahead with actual color networking. CBS's thinking has been that it would prefer to spread costs by ordering and using equipment as needed, and, at the same time safeguard against a preoperational obsolescence caused by improvements in technology.

On the West Coast, CBS has two color studios, and in the late spring or early summer will have equipped a studio in Washington for color (this facility is most likely will be used for news programming).

The network uses both the North American Philips Co. (Norelco) Plumbicon camera (PC 60) and the RCA TK-41. It has an estimated 18 color cameras now operating, 12 of them PC 60's, divided six in the West and six in the East.

Quick Delivery - Though CBS engineers admitted to color equipment supply shortage, it is not in cameras. Authorities note that they have on order 50 more Plumbicons from North American Philips "timed for delivery to the date needed." CBS claims that it's one of the few Norelco color camera customers that has received Plumbicon delivery with no difficulty and has been using the cameras regularly (from the outset on Ed Sullivan and Red Skelton). It has had no delivery problem, it was stated, because CBS had placed its orders for Plumbicons two years in advance. CBS also is now giving careful study to the new transistorized, four Plumbicon-tube Marconi Mark VII which Ampex will show later this year (BROADCASTING, Dec. 20, 1965).

CBS authorities said that the network in this month of January will have more color cameras on tap than are needed to accommodate anticipated color programming during the month—and, it is hoped, the network will continue to stay ahead in this manner for some time. Color equipment at CBS is being "taken on" according to schedule and made operational in accordance with the rate of the network's insertion of additional color in the programing schedules.

At present, the network is replacing and/or adding to its entire film and tape equipment. It was stated that color tape equipment in particular is in short supply and that delivery has not been as rapid as the network would like.

In sports, CBS is stepping up color this year. Even as 1965 drew to a close, football on the network had come on in color (Thanksgiving Day National Football League contest) and the NFL Playoff on the Christmas weekend (Dec. 26). This month CBS will colorcast the NFL championship game and that league's Pro Bowl. Several sports spectaculars (film and tape) have been shown in color, some horse-racing (Triple Crown) and golf. For the most part, CBS has relied on affiliated-station color equipment and in some instances on rented facilities for its sports remotes, but has mobile color units on order.

NBC, the color pioneer among the networks, has opened the throttle wide this year.

Later this winter, NBC will begin a new expansion of facilities available for color origination in New York. By fall, NBC's full nighttime schedule will be virtually 100% in color.

The plans include color-equipping two additional studios at its RCA Building headquarters in New York, a third giant color mobile unit for remotes, more cameras and more transmission in color.

NBC reported last week that it has invested close to $50 million in color facilities to date.

NBC-TV started the current season with 95.8% of its regular nighttime schedule in color; this percentage is based on programing that includes the network's late-night taped Tonight show and represents 34 1/2 hours of 36 broadcast. In the previous season—in 1964-65—about 70% of NBC's nighttime schedule was in color. Next season the network expects to be 100% in color in its regular nighttime program fare.

On Sept. 13, 1965, NBC began this season with color in 23 hours weekly out of a total 24 1/2 hours programmed in the 7:30-11 p.m. periods. At midseason, NBC's color total has gained one hour to 24 hours in all, leaving only one half-hour series—I Dream of Jeanie—still in black and white, and that program also will be in color if continued on the schedule next season.

NBC had estimated that it would colorcast more than 3,000 hours of color in the current season. At mid-season NBC is colorcasting 100% of every night of the week except for Saturday night (when Jeanie is shown) and occasional feature pictures or news shows.

Don Durgin, president of the NBC-TV network, says: "Color programing exploded in the 1965-66 season. Network color hours jumped from 2,300 to 5,400 hours currently [three-network total], most of the increases taking place in prime time. From all the networks comes the indication that a second explosion will take place in the 1966-67 season.

"Effective Jan. 7, NBC's nighttime color will go from 96% to 99%. In the new season [1966-67] we would expect our specials and sports programing to go from 98% to 100%. Our daytime entertainment programs, which is now approximately 75%, Monday through Friday, and 88% on Saturday, will go closer to 100% and our regular news programing, which is now 84%, will go much closer to 100%.

NBC has 47 color cameras in its networking operations in New York and

BROADCASTING, January 3, 1966
COLORFUL

YOU BET! COMPLETE COLOR FACILITIES IN BOTH MARKETS! AND, THE ONLY STATIONS IN EITHER MARKET TO OFFER COMPLETE COLOR SERVICE — SLIDES, FILM, LIVE, VTR — EVEN REMOTE. IT'S ALL THERE, COMPLETE COLOR SERVICE BACKED WITH A STAFF HIGHLY EXPERIENCED IN COLOR TECHNIQUE.

KSL-TV ○ KIRO-TV

CBS FOR MOUNTAIN AMERICA
SALT LAKE CITY, UTAH

CBS FOR THE GREAT NORTHWEST
SEATTLE, WASHINGTON

Other Bonneville International Stations: KID-TV AM-FM, IDAHO FALLS, IDAHO; KBOI-TV AM-FM, BOISE, IDAHO; WRUL RADIO, NEW YORK.

Represented Nationally By Peters, Griffin, Woodward, Inc.
in Burbank, Calif. By the next fall 13 will have been added (eight in New York and five in a new mobile unit) for a total of 60 color cameras. Another four color cameras in its Washington facility (Studio "B") are available to feed David Brinkley's news reports, segments of the Today show as well as other news and public affairs programming. Two additional color cameras are earmarked for Washington this year for a total of six.

NBC in its New York and Burbank operations has 10 color studios, and will add two in New York for a total of 12. Work will begin in two weeks to colorize Studio 8-G, and by about Feb. 15 a start will be made to color-equip Studio 3-A, both at 30 Rockefeller Plaza, New York. Each of the studios will utilize four color cameras.

The New York facilities: Two studios in Brooklyn, and at Rockefeller Center the huge "Peacock" studio (8-H), studio 6-A, 6-B and 3-K. Colortowers, the first TV studio built for color "from the ground up," at a cost of $7 million, was opened in Burbank, Calif., in 1957. NBC can originate in color from four studios there.

The first large color facility in New York was NBC's Brooklyn studio, formerly a Warner Brothers sound stage, renovated and equipped at a cost of $3.5 million and opened in the fall of 1954. When Studio 6-A was opened in the RCA Building in the early fall of 1962, NBC already had its two Brooklyn studios; 6-B and 3-K in the RCA Building, plus color facilities at the Colonial Theater in Manhattan (no longer used by NBC).

Former Studio 8-H, now called "Peacock Studio," was completed for color origination in June 1963. It is three stories high and 10,000 square feet in area. (NBC Color City in Burbank has 12,600 square feet and an inside height of 42 feet).

Peacock is NBC's pride by virtue of capability, can accommodate virtually any type of color show, has 700 kw of controlled lighting, special air conditioning that pours 20,000 cubic feet of air every minute to add to the regular cooling system, control installations that can handle 13 different program origination sites, 21 TV monitors and capacity to handle 48 different microphones, all individually controlled.

Color camera distribution at NBC follows this general pattern: four to each studio (with the exception of 6-A and 3-K studios, which share the same four), five to each color mobile unit. NBC now has two five-camera color mobile units in operation (its second was completed last September) and is building a third. When it announced the second unit, NBC placed the cost of construction by RCA at some $1.5 million.

This studio on wheels for remote color origination is used primarily for sports events, though it is equipped sufficiently to colorcast variety shows of network caliber. In addition to cameras, the unit has two color-tape recorders, color and black-and-white monitors, chroma key facilities and a switching system accommodating 17 different inputs from cameras and remote lines. NBC said it will have five mobile units by next August, leasing two units from Sports Network Inc.

During 1965, NBC colorcast 40 regular season football games, 25 American League and 15 collegiate games, representing more than half the total games in the NBC TV schedules.

B&W commercials will soon be the exception

Producers say the corner is turned—agencies and advertisers now want color all the way

It happened first in a busy community in Southern California. A dam broke.

Some people had been saying for years that it would. Thing is not enough people agreed. So the pressure mounted year after year until more and more skeptics became believers. And then this past summer, when all the diverse circumstances suddenly seemed right, the dam broke. It broke not only in busy Hollywood, but in New York and Chicago and Washington and Miami. Everywhere television is, the walls of resistance tumbled and color came rushing in.

Television's film makers were just starting to work on the coming season's product when the word came through: There was going to be a virtually full-color prime schedule in 1966-67. Color television had gained the momentum it needed. The chicken-and-egg dilemma of no programs, no viewers, no commercials had been resolved. The pace of color-TV-set sales accelerated. That's all advertisers needed to hear. They were not going to be guilty of letting the viewer down, taking him away from programming's lush hue and pitching to him in low-keyed black-and-white.

Coca-Cola Co., Atlanta, was a typical example. In early summer the soft drink-maker announced that the divide had been reached and in the future color-TV commercials will be its standard and black and white the exception. For Coke and most advertisers it was a complete reversal of what used to be.

Explains Charles F. Adams, executive vice president of MacManus, John & Adams: "Up until the past two or three months color seemed to be a frivolous luxury, but now the corner has been turned and it's color all the way."

Dominant Medium • Once on its way color, in the remarkably brief period of six months, has swept into dominance. Today the film and tape houses of the nation's three major production centers—New York, Chicago, Hollywood—are shooting the majority of their TV product in color.

"The color pressure," observes film processor Neal Keehn, "has already boosted color for TV commercials, from about 20% average six months ago to somewhere between a 50% to 80% average today."

What's more by 1967 color will be involved in about 95% of all commercials produced for television. It has erupted into an estimated $30 million a year business, most of it generated since summer. That's 40% of the total $75 million advertisers and their agencies have spent on the production of all commercials in 1965.

Color statistics in the commercial production field have executed an almost perfect flip-flop. A year ago an average of about 20% of all commercials were produced in color. As of this month the 20% figure still is being used but now for black-and-white production, not color.

Proof is in the specifics. To cite a few:
- In the last three months, Gerald Schnitzer Productions, Hollywood, has produced only one or two commercials in black and white. Of the six jobs the commercial producer had in the works as of mid-December, five were to be shot in color.
- At EUE/Screen Gems, Dick Kerns, vice president in charge, reports that of the firm's last 50 packages, only 16 were produced in black and white. "It used to be," he says, "that only one out of 10 packages was in color."
- At the animation house of Hanna-Barbera Productions, color is virtually shutting-out black and white. "Almost everything we're doing and everything
The most colorful move in Southern California is NEWS!

THE GEORGE PUTNAM NEWS

is now on KTLA5...in color!

George Putnam's recent move to KTLA gives Southern California's most respected newscaster the backing of the finest newsgathering facilities and staff available to any independent television station...the industry's largest fleet of color equipment, including the only news Helicopter in the nation.

Represented by Golden West Broadcasters GWB:

KMPH Los Angeles · KBFO San Francisco · KEX Portland · KVI Seattle-Tacoma

The George Putnam News is seen at 4:30 PM and 10:30 PM, Monday thru Friday...exclusively on KTLA, Los Angeles. Hugh Brundage, Hal Fishman and Dick Enberg are featured with Mr. Putnam.
B&W COMMERCIALS WILL SOON BE EXCEPTION 
continued

we're bidding for is in color," comments live-action director Walter S. Burr.

"Even if color doesn't suit an advertiser's particular marketing needs at the moment, the agency feels that the accounts must gain skill in this area."

Color's arrival in full regalia took almost everyone unawares. At the commercial production houses it was no less unexpected than elsewhere, but the adjustment was perhaps easier.

VPI of California, three years old this March, always has been heavy in color because of its automotive accounts. Thus when color spread its hue, VPI was able to take it in stride.

"Our equipment," says company President Peck Prior, "is the same for color as it is for black and white."

Adds commercial-maker Gerald Schnitzer: "We need approximately 25% more light for interiors in color production and time in lighting also is a factor. Where we need an hour to set up for black and white, we need maybe an extra half-hour for color. But outside of these things, the adjustment is practically the same."

Apparently, though, it's after the shooting has been completed that problems ensue. "None of the labs believed what they were told. They were caught flatfooted," claims one Hollywood producer. "The result of this," he continues, "is that in August, September and October, we were back to 1950 in our ability to get film processed and back from the labs." He tells of three different network shows which opened the current season showing in black and white despite having their original negatives shot in color. "They couldn't get their stuff processed in time so they had to go the other way," he explains.

Equipment Needed • The modifications forced on the labs were considerable. "There's no way of getting around it," explains Mr. Prior. "You can't speed up the development of film. You just have to get more equipment."

The labs found that besides requiring more developers and printers, they needed more skilled people.

Some labs are in the process of spending upwards of $1 million to equalize this manpower and equipment differential. The investments, apparently, have started to pay off. For despite facing a still serious skilled-labor shortage, the labs generally now are operating on more realistic schedules. Agencies have helped tremendously by sticking to original decisions, asking for specifics, not duplicating things and avoiding revisions.

At Technicolor Corp., which two months ago opened a 60,000 square-foot film-processing facility in Universal City, Calif., designed specifically for television, plant manager Earl D. Knettles explains that it takes the same length of time to print color as it does black and white, but that the development and processing procedures are longer. "Our busiest time is 5 p.m. That's when it becomes as frantic as hell," he says. "The daily negatives start coming through. Color ones may be out by 1 the next afternoon. Black-and-white will be finished by 8 or 9 a.m."

At De Luxe Laboratories, Hollywood, where more than 75% of commercials now handled are in color as compared to some 20% a year ago: "realistic start-to-screen delivery schedules" have been set up for first trial prints. They call for a wait of four full work days for 35mm color as compared to about 20 clock hours wait for 35mm black-and-white first trial. De Luxe, of course, can and does do better with rush jobs.

Says the film processor's director of sales, Neal Keehn: "Color was never before processed in this quantity so there are men working with it for the first time. They are just now acquiring the proper experience. When they have it, we'll all operate more efficiently and this alone could bring the costs down."

How They Differ • Are there real and significant cost differences between black-and-white and color commercials?

"The only real differences," according to Mr. Prior, "exist with the stock. It costs 16 cents a foot to shoot and develop black and white," he says, "but costs 50 cents a foot in color. Carrying over to the finishing end of the commercial," he adds, "we get to the optical negative. It will cost $500 for black and white and $1,000 for color. Overall, it adds up to a 22% differential between the two. So if a black-and-white commercial is going to cost $7,500 to produce, add 22% to the total to find out how much it would cost in color."

Lin Ephraim, executive production coordinator of the Gerald Schnitzer organization, stresses that the cost of a color commercial depends on the basic production. He explains that if the commercial is inexpensive, color's share of the total cost will be considerably more than the usual estimates of 20-25%.

"Color costs are fixed," he reminds. "It doesn't make a difference whether the commercial being shot is cheap or lavish. It's still going to cost the same for color stock, or about twice the cost of black and white."

Being a fixed cost, color production, according to commercial-makers, does
North Carolina’s largest metropolitan market is served best by WSJS TELEVISION Winston-Salem Greensboro High Point

Peters, Griffin, Woodward, Inc.
B&W COMMERCIALS WILL SOON BE EXCEPTION continued

not add to their profitability. In terms of profit dollars, they say, their business stays constant, despite the increase in color brings to total revenues. Most also believe that the cost differential between color and black and white will always be in effect. "We'll never wipe it out," says one in what amounts to a consensus opinion.

The extra cost involved in producing commercials has kept some advertisers from joining the big push into color, but not many.

They're Coming Around • "Some advertisers," remarks Hanna-Barbera's Mr. Burr, "say the hell with it, there are not enough sets in use to make it worthwhile. But even they are coming around."

"To me," adds another production executive, "the use of black-and-white commercials in color programming is a dramatic contrast which creates an emotional subconscious downgrading of the product."

"Still," he adds, "the black-and-white commercial will exist but only with small regional buyers not involved with the network purchase of shows. Sponsors who just use national spot will be the last of the national boys to go color. But they will if only because of the competition. For the local guy, it all over the country. It has even caught up with the local advertisers. An example is The East Ohio Gas Co., a subsidiary of The Consolidated Natural Gas Co. of Cleveland. It's in only five markets but still has ordered its commercials made in color.

Yet, with all the action, color techniques are mostly primitive. "We must learn to use restraint with color," observes Gerald Schnitzer.

"Utilization of the color is the answer," echoes Peck Prior. "All products can use color. We can accomplish the same things we do with black and white in color without any direct light by proper technique and photography. I think clients' sophistication will grow enough to where they know how to use color properly. Right now they all want their products to look shiny and beautiful."

Gary Freund, vice president and supervising film editor of Gerald Schnitzer Productions, sees more natural light being used in color production, with the gradual diminishing of the glossy look and the coming into vogue of softer tones including black and white to enhance the color. He also feels that color will shift the heaviest tide of commercial business to Hollywood.

Faster Film • "More color, means more outdoor shooting, means more business turns to the West Coast," he explains. "The climate and the variety of locations available dictate this."

On the technical side, commercial producers predict the development of faster and faster color stock. Most now are using Eastman Kodak product, especially the company's super high speed Ektachrome, which one producer describes as being "as good as still photography's Tri-X in that it gives maximum speed and is good for interiors and for available-light shooting."

Also coming in for high grades, particularly among producers who work with tape, is Ampex Corp.'s high-band VR-2000 Teleproduction Videotape Recorder and its Editec system of electronic editing. Both are said to be pace-setters for future standards in color-tape production.

Mostly what's ahead for the production of color commercials for television are subtle changes, experimental efforts to do unusual things. To cite one example which already has occurred, some members of the Gerald Schnitzer company were driving to work in the early morning recently when they saw a striking structure that was under construction in West Los Angeles. It was the skeleton of a towering apartment building, gleaming in the sunlight. They thought it would be the perfect commercial background for a client, the Black & Decker Manufacturing Co., Towson, Md., maker of power tools. They came back later in the day and filmed the building in black-and-white. Then, not satisfied with the results, they experimented with color, adding a little, changing a little, until they achieved what they wanted. In the processing laboratory, using optical techniques, they superimposed a bright, red sun behind the building. The effect was dramatic enough to in-

depends on his budget because cost differences are real." Reports Richard M. Rosenbloom, manager of video-tape operations at MGM-TV: "Even where advertisers are still using black and white, they will at least inquire about color. They might be in some regional markets not equipped to playback color or it might be a question of money. Still, by the middle of the new year I believe virtually all commercials will be in color."

Indeed, the trend is much in evidence

BOB BERGMANN
Filmex

ELI FELDMAN
Focus Presentations

PETER MOONEY
Audio Prods.

Faster Film • "More color, means more outdoor shooting, means more business turns to the West Coast," he explains. "The climate and the variety of locations available dictate this."

On the technical side, commercial producers predict the development of faster and faster color stock. Most now are using Eastman Kodak product, especially the company's super high speed Ektachrome, which one producer describes as being "as good as still photography's Tri-X in that it gives maximum speed and is good for interiors and for available-light shooting."

Also coming in for high grades, particularly among producers who work with tape, is Ampex Corp.'s high-band VR-2000 Teleproduction Videotape Recorder and its Editec system of electronic editing. Both are said to be pace-setters for future standards in color-tape production.

Mostly what's ahead for the production of color commercials for television are subtle changes, experimental efforts to do unusual things. To cite one example which already has occurred, some members of the Gerald Schnitzer company were driving to work in the early morning recently when they saw a striking structure that was under construction in West Los Angeles. It was the skeleton of a towering apartment building, gleaming in the sunlight. They thought it would be the perfect commercial background for a client, the Black & Decker Manufacturing Co., Towson, Md., maker of power tools. They came back later in the day and filmed the building in black-and-white. Then, not satisfied with the results, they experimented with color, adding a little, changing a little, until they achieved what they wanted. In the processing laboratory, using optical techniques, they superimposed a bright, red sun behind the building. The effect was dramatic enough to in-

depends on his budget because cost differences are real."

Reports Richard M. Rosenbloom, manager of video-tape operations at MGM-TV: "Even where advertisers are still using black and white, they will at least inquire about color. They might be in some regional markets not equipped to playback color or it might be a question of money. Still, by the middle of the new year I believe virtually all commercials will be in color."

Indeed, the trend is much in evidence
An Allenized VTR provides

High Band Color, Simple Troublefree Operation, Top Performance and Economy with the new LONG LIFE Allen High-Band Head

Available as a complete machine to add to your facilities. Available as system components to re-equip your existing VTR by Allen's factory rebuilding exchange — for the best in High Band Color Operation.

- High Band Color — at modest cost; ALL BAND operation at the turn of a switch
- Automatic RF Processor — superior color with "hands-off" operation
- Simpler Equipment — far fewer controls and adjustments
- Best Performance — routinely meets or exceeds all performance specifications of the latest, most expensive "deluxe" VTR equipment
- Stable "Sync-lock" Servo — positive lock both frame and line comparable to best sync generator "gen-lock" — with instantaneous lock-up after tape guide pulls in
- Stable Signal System — incorporates all U.S. deviation standards including both Low Band (SMPTE) and High Band operation
- Allen Factory-Rebuilt VR1000 Transport—self-contained flat tape console for tape handling convenience
- Plug-in Modules interchangeable with no readjustment

VISUAL ELECTRONICS CORPORATION
356 west 40th street • new york, n. y. 10018 • (212) 736-5840

LOOK TO VISUAL FOR NEW CONCEPTS IN BROADCAST EQUIPMENT

BROADCASTING, January 3, 1966
level or better this year.

VPI of Illinois Inc. is now producing at least 85% of its commercials in color, with the agency swing to tint hitting hard last summer. At that time the studio's color output jumped to the 60% mark. "Virtually all commercials we produce will be in color by the end of this year," Fred Olsen, president, predicts.

During the last quarter commercial production at Sarra-Chicago Inc. has been running 90% color. The swing to color was noticed as early as last January.

Fred Niles, head of his own Chicago production studio, reports that it's very rare today to get an order for a monochrome commercial. Virtually all of the Niles work during the last quarter was in color, compared to about 20% for the same period a year ago.

Color video-tape spots are being produced at 24-hour-a-day, full-capacity schedule at Won Inc.'s Mid-America Videotape Productions, which claims to be the biggest such studio in the world. Some 90% of Mid-America's commercial business now calls for color.

The West Coast • The video-tape division of MGM-TV, Hollywood, reports that last year at this time about 25% of what it was doing involved color. This year—with the big push coming in the fall—75% of its tape commercials are in color.

At Hanna-Barbera Productions Inc., Hollywood, about 90% of all commercial production business is in color. Last year at this time color accounted for no more than 50% of total business.

Dick Kerns, vice president in charge, says that this year about 60% of EUE/Screen Gems' volume is in color. That's about 40% more than color's share in 1964. The move started in June with automotive business. The basic portion of it, however, came in the fall and subsequently. He estimates that color-production business at EUE will be up to 80% or more by 1967.

Gerald Schnitzer Productions estimates that a half-year ago color production accounted for about 70% of the firm's work. Now color's percentage of business has jumped to almost 95% of the total.

From January 1964 to December of that year, VPI of California did about 50% of its production in color. From January of 1965 to the end of 1965 it's estimated that about 70% of all work will have been color-oriented. Starting in September of the 1966-67 season, when all evening network programs should be in color, VPI feels that probably just about all commercials also will be tinted and that by the start of 1967 only 5% of its output will concern black-and-white productions.

Charles Riley, vice president, operations, Logos Teleproduction Center, in the Washington suburb of Arlington, Va., calls his color commercial business "fantastic," better than it has ever been, "at least 100% above last year." The company's tape-production facilities were sold out from August through Thanksgiving and orders already received indicate business will get extremely active again after the first of the year.

South in the East • In the New York area the switch to color commercials was much the same. Approximately 80% of Audio Productions' commercial schedule is in tint, according to Peter Mooney, president. This contrasts with about 40% a year ago. He estimated the cost differential between color and black and white is 15%, attributed to film costs, optical and labor.

One trend developing out of color, he said, is a movement toward a "more airy" type of commercial with the accent on design, graphics and animation.

Tom Dunphy, executive vice president, WCD Inc., New York, reported that color-commercial production currently is running at about 80%, as against 20% at this time last year. He estimated average cost increase for color at about 25%, varying from 15% to 50% depending on the commercial. He noted that at present, because of "overloaded" conditions at laboratories, production companies have had to assume some post-production functions, adding to their overhead.

William Sussman, vice president and executive producer at MPO Videotronics, New York, views the trend that more and more creative personnel at agencies are attempting to "give meaning to the use of color," instead of merely "colorizing" black-and-white commercials. He envisioned increased experimentation in color to arrive at approaches that can provide "emotional impact." Color production at MPO is "growing all the time," and about 55% of its commercial schedule now is in tint, as compared with 20% a year ago. Mr. Sussman said he hoped there would be closer cooperation between the agency, the producer and the laboratory in the months ahead as a means of achieving improved production.

A New Dimension • Alfred Mendelsohn, vice president and sales director of Eliott, Unger & Eliott, believes color in itself, adds a new dimension to commercials, but suggests that agencies should be making a more intelligent use of it. He indicated that from the conceptual stage, creative people should be concerned with the new values color can bring to a commercial. More than 60% of EUEK's commercial output now is in color as compared to 20% a year ago. He believes that in a relatively short time, TV will be an all-color medium, particularly as far as commercials are concerned.

George Tompkins, president of Video Pictures Inc. (VPI), New York, reported that 65% of the company's commercial production is in color, as compared with 30% a year ago. He noted that ideas for these color commercials are not rooted in color but he believes that commercials created with color as a main thrust will emerge in the not too distant future. Costs of color commercials are running from 20% to 40% higher than for black and white, depending on such factors as amount of film used and optical effects required. To expedite processing phases of color production, VPI has brought its own optical equipment and has established its own color-control department to achieve an efficient flow from editing and optical departments to and from the laboratory.

In the months ahead, color in commercials will be used to provide "meaning" and "stimulate emotion," according to Sam Magdoff, president of Elektra Productions, New York. Elektra's color production has about doubled in the last year from 25% to 50% and the proportion is growing all the time, Mr. Magdoff said. He is confident that the commercial industry will become more and more adept in using color skillfully to achieve the objectives of clients.

A growing trend toward conceiving commercials with color in mind was cited by Eli Feldman, president of Focus Presentations, New York. Six or seven months ago, when color burst on the TV scene, there was a definite void in "conceptual color commercials," but in the past month, agencies are striving to make maximum use of color's values, he added. Mr. Feldman believes there will be an accent on animation because fidelity of color is easier to control in animation. Approximately 75% of the company's production is in color, he added. Focus began operations eight months ago when color was beginning to take hold.

Filmex Inc., which operates production houses in both New York and Los Angeles, is currently turning out 90% of its total production in color, according to Bob Bergmann, Filmex president. Mr. Bergmann estimated that color had added $1.5 million to the company's gross billings this year, but cited a continuing difficulty in getting quality color prints from labs.

"It's gotten so they don't even respect

86 (SPECIAL REPORT: COLOR)
Only the sunshine covers South Florida better than WTVJ.

Color only small part of total film backlog

New packages of features may be released soon; more color can be supplied if demand warrants

The supply of color programming for syndication is still only a fraction of the black-and-white volume but promises to increase substantially as suppliers concentrate on new color output.

The best estimates available last week placed the color program supply at about 1% of all programming that is available for syndication, but in relation to the active syndication market color's share was put at 10% to 15%.

Authorities estimated that the color supply this past fall included approximately 1,500 half-hour segments, 320 one-hour episodes, more than 5,000 cartoon segments and about 2,300 feature films. The feature-films figure could rise materially this winter and spring as major and independent distributors release new packages.

Network Shows * Current properties in color that will be ending their cycles on the networks this winter or next fall also are candidates for syndication, and could breathe new life into the dwindling off-network field.

Color programming currently available, aside from the features, runs primarily to cartoon series, travel-action programs, documentaries and action-adventure series produced several years ago in anticipation of the color fever.

In the developmental stages at various producer-distributors are color programs of the musical-variety type, cartoons, games and panel shows, daytime presentations and documentaries and specials.

Several producers indicated they will venture into production of action-adventure series, but a majority felt that this is an area tinged with uncertainty at this time because of the economics involved.

Cost Factor * Stations have not given strong signs that they will pay enough to justify high-budget syndication shows in either black-and-white or color, according to several syndication officials.

The year 1966 thus shapes up as a period of observation and evaluation by program syndicators. They believe that color programs produced in previous years will find acceptance not only for their color values but also because of their reasonable prices. Meanwhile, they are and will be tailoring their new production schedules to the desires of stations—and to their willingness to pay.

A summary of current availabilities and plans of leading distributors-producers follows:

ABC Films—Current: Harvey Comics Cartoons, 170 animated films, five to eight minutes in length, and 20 Grand, 20 dubbed foreign films, 14 in color.

New: Girl Talk, weekly hour-long taped interview program featuring Virginia Graham, will be taped in color in about four months, as soon as color facilities are available.

M & A Alexander—Current: 23 features in syndication. In 1966 there will be an additional 13. Also 100 color cartoons, one special 2-hour feature, five special holiday shows (Christmas & Easter), 10-20 color features will be

available by next year.

American International TV—Current: Sinbad Jr. five-minute animated films; nine feature film packages, of which 180 features are in color; Alakazam the Great all-cartoon feature film. Cambria Films—Current: The Rainjet Story, 29-minute color film.

Cardinal Productions—Current: Quest for Adventure 20 half-hours; Faces and Places 26 half-hours; Adventure Calls, 26 half-hours; Natures Window, 105 five minutes; Around The World With Don and Julie, 105 five minutes.

New: Available after Feb. 26 half-hours Hawaii Calls.

CBS Films—Current: America!, 65 half-hours; The Astronaut Show, 104 cartoons; Deputy Dawg, 312 cartoons.

New: (in production): The Faces of Man, 80 half-hours.

Dick Clark Productions—Current: Shebang, 260 1-hour color programs.

Desilu Sales—Current: Greatest Show on Earth, 30 one-hour programs; Journey of a Lifetime, 19 half-hours; Face of Russia. one-hour special; 30 feature films in color.

New: Beginning distribution of Rodeo U.S.A., 26 half-hours of championship rodeo.

Embassy Pictures TV—Current: Do—Do—The Kid from Outer Space, 78 animated five-minute films; Sons of Hercules feature films, 13 in color; Adventure 26 features, 26 in color; Kickoff Catalogue of features, 18 in color; Top Time features, 29 in color.

Four Star International—P.D.Q., daily half-hour game show; Something Special, series of 10 one-hour musical specials; 22 feature films in color.

Goldwyn—Current: Nine color movies.

Independent Television Corp.—Current: Stingray, 39 half-hours; Mr. Piper, 39 half-hours; Forest Rangers, 78 half-hours; Best of the Post, 26 half-hours; Golf Tips of the Day, 195 five-minute segments; World on a Knife Edge, one-hour documentary; eight feature films

Van Praag Productions, which has facilities in both New York and Hollywood. He felt that much of the pinch now felt by advertisers could be alleviated if advertisers would allow agencies more time on color.

Mr. Van Praag contended that color facilities in New York were, with a few exceptions, inferior to those in Hollywood because "New York people have not been trained to work with color." He also felt that color production has shifted away from New York and will continue to do so because of the more experienced color technicians, more easily expanded labs, lower taxes, and more cooperative unions elsewhere.
Nielsen and ARB say we have the audience... but that's not enough for us—we're first in color too—color slides, color tape, color film, all at no extra charge. Buy WJAR-TV and you've sold three states.
COLOR SMALL PART OF FILM BACKLOG continued

in color.

King Features Syndicate TV—Current: Popeye, 220 five-and-a-half minute cartoons; Beetle Bailey, 50 five-and-a-half minute cartoons; Barney Google & Snuffy Smith, 50 five-and-a-half minute cartoons, and Krazy Kat, 50 five-and-a-half minute cartoons.

MCA TV—Current: Lloyd Thaxton Show (daily one-hour musical variety show): Universal Post-50 Features, 60 of 102 in color; Paramount pre-1948 features, 34 in color.

Medallion Television Enterprises—Current: 15 feature films in color, plus: Kingdom of the Sea, 41 half-hours; Wonders of the World, 39 half-hours; High Road to Danger, 25 half-hours; Sew Easy, 26 quarter-hours; Bucky & Pepito and Medallion (cartoons), 98 five minutes or longer.

New: Surfing World, 39 half-hours.

MGM-TV—Current: Northwest Passage, 26 half-hour films; Christmas in the Holy Land, one-hour holiday special with Art Linkletter; MGM ONE, 30 feature films, 10 in color; MGM TWO, 30 feature films, 14 in color; MGM THREE, 30 feature films, nine in color; MGM FOUR, 40 feature films, 20 in color; MGM FIVE, 31 feature films, 14 in color, and MGM SIX, 90 feature films, 36 in color.

NBC Films—Current: Cinemagreat Features, 50 feature films, 18 in color; Spectraleur Features, 30 feature films in color; Laniutaie, 124 one-hour films, 60 in color; Famous Fantasies, three 90-minute features; Danger Is My Business, 39 half-hour films, and Caneo Theatre, 26 one-hour films.

New: NBC Films will release this year a new first-run syndication series, as yet not titled.

NTA—Current: 77 color films in syndication. In 1966 they hope to have three additional packages of six each (total 18) color features. They also offer approximately 300 cartoons in color and six short subjects.

Official Films Inc.—Current: Across the Seven Seas, 39 half-hours; Sir Lancelot, 14 half-hours; Songs for Christmas, eight holiday specials of varying lengths.

New: The Wonder World of Rada- troon, a new puppet-cartoon series being filmed in Japan; also in development are a half-hour action series; a half-hour travel series; one-a-minute series and a half-hour daytime strip series.

Seven Arts Television—Current: Man in Space, six one-hour specials; The Professionals, one-hour special; Out of the Inkwell, 100 five-minute cartoons; 283 post-1950 and post-1960 feature films.

Screen Entertainment Corp.—Current: Mr. Magoo, 120 five-minute cartoons; 130 Dick Tracy five-minute cartoons; 77 UPA five-minute cartoons; 26 Famous Adventures of Mr. Magoo half-hour cartoons; 49 feature films.

New: (In production): Time Zero, 26 half-hour science-fiction programs; Dick Tracy, 26 half-hour action adventure programs; International Police, 26 one-hour James Bond-type programs.

Screen Gems Inc.—Current: 52 five-minute cartoon episodes each of Wally Gator, Touche Turtle and Lippy the Lion, and 156 five-minute cartoon segments of Ruff 'n' Reddy, 129 feature films.

Trans-Lux Television—Current: It's a Wonderful World, 39 half-hours; Mighty Hercules, 130 five-and-a-half minute cartoon segments; Felix The Cat, 260 four-minute animated episodes; The Mighty Miter Titan, 100 three-and-a-half minute episodes; Hollywood Guest Shot, 26 half-hour programs; Junior Science, 39 quarter-hours.

New: In production is Classics Illustrated, a series of 195 five-and-a-half minute cartoon episodes, based on children's literature.

Triangle Program Sales—Current: Exercise with Gloria, 260 half-hour films; Tell Me, 80 half-hour films and cartoons; 39 half-hour films and 39 half-hour tapes; This Is America, 13 half-hour films; Colorful World of Music, 13 half-hour films; Podreco Piccoli Theater, 60 one-minute films; 1963 Auto Races, six half-hour films; 1964 Auto Races, 10 half-hour films; 1965 Auto Races, nine half-hour films; 1966 Auto Races, 10 14-minute films; Parachute Championships, four half-hour films; Nassau Boat Races, two half-hour films; The Wonder of Birds; 65 five-minute films; The Longest Tunnel, half-hour film, and Triangle First Eleven, feature films, four in color.

New: Step this Way, half-hour weekly taped series featuring Gretchen Wyler, to switch to color production next fall; Zoos of the World, 13 half-hour films scheduled for this spring; International Dog Show, half-hour film in syndication this month.


United Artists Television—Current: Everglades, 18 half-hours; Keyhole, 37 half-hours; Ripcord, 38 half-hours; Science Fiction Theater, 39 half-hours; Lee Marvin Show—The Lawbreaker, 32 half-hours; Favorite Story, 38 half-hours.

Twentieth Century-Fox TV—Current: The Big Bands, 26 half-hours.

Warner Bros.—Current: Warner Bros. 25, 25 feature films, 17 in color, and Warner Bros. Cartoons 64, 100 animated films, all about six minutes in length.

New: Warner has tentative plans to syndicate its current network series, The FBI, Hank and Mr. Roberts in color this fall.

Westinghouse Program Sales—Current: Paintings in the White House: A Closeup, half-hour taped program with

The freebies go to color too

As programs and commercials go color, so must public relations films if advertisers expect to continue to win free TV exposure for such fare.

Typical among these might be American Oil Co., Chicago, which buys heavy network and local spot schedules through D'Arcy advertising there for its regular commercial messages. Or it might be a community organization like the Boy Scouts.

American has just completed production on "She Purrs Like a Kitten," a four-and-one-half minute comedy intended for unpaid showing on TV in which women drivers "entertainingly show the importance of safer driving through better car care at service stations." It features Jack Benny's floor walker character, Frank Nelson, and is the second such film to be made in color by American and offered for TV use.

Produced by Parthenon Pictures, Hollywood, both films are available to TV through Modern Talking Pictures Inc. and Sterling Movies U.S.A. Inc. The initial color TV short, "Love That Car," has chalked up 164 TV showings so far, American said, reaching 5.5 million people.

Equally up to date is the community-service organization, Boy Scouts of America. The Scouts have their national finance drive coming up in March and they want their story to be as effective as possible too. J. Walter Thompson Co.'s Chicago office as the volunteer agency for the Scouts has just completed production of color spots for the fund drive at Lieb Productions there.

90 (SPECIAL REPORT: COLOR) BROADCASTING, January 3, 1966
Is it worth driving 475 miles to sell one amplifier?

Customer satisfaction is a prime asset. We know it's worth having our sales engineers drive hundreds of miles every day to service a CATV system's needs. The Ameco CATV Sales Engineer is an expert. His new Salesmobile II is equipped to test and align equipment, trouble shoot, sweep cable and supply emergency replacement equipment.

Whatever you require—a 75¢ connector or fifty ATMB-70 mainline amplifiers—at $469.50 each—you can bet Ameco Will Be There!

**AMECO says YES!**

Ameco 70 Series CATV amplifiers offer the latest in etched circuit, cable powered, all-band, solid-state capabilities. Low noise figure, high output gain, increased operational stability over wider temperature ranges, and fine cascadability contribute to the 70 Series excellence.

**ATM-70**

$338.50

BOBDAOCSTING, January 3, 1966
The lure of local, live color
FOR STATIONS THAT HAVE THE GEAR FOR IT, TINT PAYS OFF

Experimental live color programing on individual TV stations is as old as color itself. But since color origination requires a heavy investment in equipment only a relatively few stations, some 75 as of the present, are originating live color shows on a regular basis.

For the relatively few stations that bought their live color equipment before it became more scarce than a spare key to Port Knox, the move has generally proved profitable and has given the stations an enormous technical jump. Although for years color receiver saturation was negligible the stations have been able to experiment, test and work out the bugs that any new venture brings.

Some of these stations will also go down in the record books for their pioneering. WATV(NY) Charlotte, N. C., was one station that built its new studios back in 1955 around its then brand-new live color cameras. An area in the control room was left unoccupied and contained lettering that let every employee and visitor know that the space was reserved for a color tape recorder. At that time such a machine was more vision than reality. But in 1958, a unit was installed, and WATV became the first local TV station in the nation to have it.

In many instances the first local color was centered around news programs, variety shows or audience participation panels. Most of these shows have held their own over the years. From a Broadcasting cross-section survey of

'the record books for their pioneering. WATV(NY) Charlotte, N. C., was one station that built its new studios back in 1955 around its then brand-new live color cameras. An area in the control room was left unoccupied and contained lettering that let every employee and visitor know that the space was reserved for a color tape recorder. At that time such a machine was more vision than reality. But in 1958, a unit was installed, and WATV became the first local TV station in the nation to have it.

In many instances the first local color was centered around news programs, variety shows or audience participation panels. Most of these shows have held their own over the years. From a Broadcasting cross-section survey of

pioneer local-live color stations, the following were selected as typical examples of successful color programs at the local level.

In Baltimore • A major color effort at WBAL-TV Baltimore is Fol-de-Rol, a 5-5:30 p.m. show, Monday, Wednesday and Friday which features Cal Schumann's puppets and a live hostess, Rhea.

The series features songs, satire, skits, pantomime and serials with the viewing audience invited to take part by sending in questions for the "Forum," a roundtable discussion, or the "Advice Column," for tips on etiquette, grooming and other areas. It is a rare occasion when any question produces a straight answer.

Bozo a Success • WHTV-TV Boston has been airing local live color since the station went on the air Nov. 26, 1957. In 1959 it began carrying Bozo the Clown and today this program is a keystone of its color schedule. Bozo is now on 5-5:45 p.m., Monday through Friday, and since September 1965, a half-hour daily has been taped in color for syndication.

Bozo, as portrayed by Frank Avruch, is done live before a studio audience of about 150 children. The show is completely sold out, and the sponsors sometimes have to wait as long to get on the show as the six months it takes participants to get tickets.

Since it began the live portions of the program have been expanded until no more than two Bozo cartoons are integrated into the show, leaving most of the 45 minutes to live appearance of about a dozen other characters.

Production costs for Bozo run more than $3,000 a week and the production has become so elaborate that a complete unit is assigned exclusively to the show: a producer-director, assistant director, secretarial and script personnel, floor crew and other miscellaneous

The Morning Show' on WAVE-TV Louisville from 9-9:30 a.m. daily has proved that a live color show can be successful. Ryan Halloran and Julie Shaw are hosts for the program that went to color in 1962.
A million miles a day!

Your packages go wherever Greyhound goes when you ship by Greyhound Package Express

Greyhound goes over a million miles a day...everywhere in the U.S.A., including thousands of communities not served by any other form of public transportation. And your shipments go wherever Greyhound goes, aboard regular Greyhound buses, when you specify Greyhound Package Express. Ship anytime at your convenience—24 hours a day, 7 days a week, weekends and holidays, too. Schedules are fast and frequent. Your shipments get there faster, (often in a matter of hours) because they get moving sooner. Save time! Save money! Save trouble! Ship C.O.D., Collect, Prepaid, or open a Greyhound Package Express Charge Account. For information on service, rates and routes, call Greyhound, or write: Greyhound Package Express, Dept. 8-A, 140 S. Dearborn St., Chicago, Ill. 60603.

**It's there in hours and costs you less**

<table>
<thead>
<tr>
<th>For Example</th>
<th>Buses Daily</th>
<th>Running Time</th>
<th>20 lbs.</th>
<th>30 lbs.</th>
<th>40 lbs.*</th>
</tr>
</thead>
<tbody>
<tr>
<td>CLEVELAND—COLUMBUS</td>
<td>10</td>
<td>3 hrs. 5 mins.</td>
<td>$1.60</td>
<td>$1.80</td>
<td>$2.05</td>
</tr>
<tr>
<td>SEATTLE—PORTLAND</td>
<td>19</td>
<td>4 hrs. 5 mins.</td>
<td>1.70</td>
<td>2.00</td>
<td>2.25</td>
</tr>
<tr>
<td>RICHMOND—NORFOLK</td>
<td>21</td>
<td>3 hrs.</td>
<td>1.45</td>
<td>1.65</td>
<td>1.90</td>
</tr>
<tr>
<td>NEW YORK—PHILADELPHIA</td>
<td>32</td>
<td>2 hrs.</td>
<td>1.40</td>
<td>1.55</td>
<td>1.85</td>
</tr>
</tbody>
</table>

*Other low rates up to 100 lbs.

One of a series of messages depicting another growing service of The Greyhound Corporation.

**RûNADCASTING, January 3, 1968**
personnel.

In association with the United Nations Mr. Avruch and a production crew went to southeast Asia in 1961 and filmed a series of 10 Bozo color programs depicting the work of UNICEF with Asian children. UNICEF distributed the programs internationally and requested that a second tour be made. That one was to South America last summer and out of it will come three color films at a cost to the station of about $25,000. The UNICEF programs are being shown on WHDH-TV as sustainers.

**Celebrity Interviews** - In Chicago, WGN-TV has been very happy with the results of its monthly color-taped feature, *An Evening with...* The half-hour programs showcase various entertainers in a variety of settings. Archway Cookies, Schlitz Brewing and Bristol-Myers have been participating sponsors of the series.

The scenic designs are dependent on the performer, with the paramount factor being the use of live audience placed close to the performer and a rapport built between them.

For example, Julie London was put in a plush night club setting, Louis Prima in a Las Vegas lounge setting and Phyllis Diller's show used a theater-in-the-round approach.

The performers are at the studios two days—one for rehearsal, one for taping.

The series is also being syndicated, in either color or black and white, through WGN Inc.'s subsidiary, Mid-America Video Tape Productions.

**Long-Lived Program** - If the success of a program can be determined by sponsor longevity then Ruth Lyons's *50-50 Club* on WLWT(TV) Cincinnati has to be considered an outstanding achievement. The program started on WLW radio there in 1946, went to television in 1949 and went to color in August 1957—the first local color originating by the station and the first in the state. Now 30 years after it began the Monday-Friday 12-1:30 p.m. show can still be heard on radio as a simulcast of the TV program.

The variety-audience participation program has Mrs. Lyons as hostess, live music by an eight-piece band and three vocalists, three other regulars, celebrity guests and a live audience. The members of the audience pay $1.25 each for lunch preceding the program and tickets are sold out three years in advance.

The show, which is completely live—even the commercials—is also fed to Crosley's WLWC(TV) Columbus, WLWD(TV) Dayton, both Ohio, and WLWI(TV) Indianapolis.

A few of the longer-running sponsors of the 50-50 Club and the number of years they've been on the show include: Nu Maid margarine, 22 years; Serta mattresses, 15 years; Folgers coffee, 13 years; Kahn's meats, 12 years; Ball Brothers jars, 12 years; Kellogg's, 7 years; Tonic products, 7 years; Kroger's meat stores, 7 years; Frigidaire, 6 years, and Camay soap, 6 years.

The big feature of the club is the annual Christmas appeal for funds for hospitalized children. In 25 years of fund-raising, the program has brought in more than $4 million which is distributed among 90 hospitals in areas served by the four stations.

**Sold Out** - In Indianapolis Bernice Herman is the host of *Bernie Herman Presents*, which combines a live color commentator with feature film on WFBM-TV Monday-Saturday, 4-6:30 p.m. The program goes for $175 per spot and is nearly always sold out with a waiting list of sponsors.

In addition to the features, as many in color as are available, and Mr. Herman's live appearance in color, the series has also been running color film clips turned out by a WFBM-TV team on location.

In 1964, Mr. Herman's first year on the seven-year-old series, he, a producer and a cameraman went to Hollywood where they filmed a series of personality interviews. Last summer the
That's our Harold Ensley—World Champion Fisherman—now in his 13th year of telecasting (10 years in color) on KCMO-TV.

Harold Ensley’s "The Sportsman's Friend" is the oldest local color TV show in Kansas City. The show has been sponsored for 13 consecutive years by the Ford Dealers of Greater Kansas City...and is in its 7th consecutive year on a network of 8 stations in Missouri and Kansas. The network broadcast is sponsored by local Ford Dealers in the area.

FAR AWAY PLACES
Wherever Harold goes to fish or shoot—he takes his audience along—in color! Fishing in Alaska, Bermuda, Marco Island, Great Bear Lake. People like Henry Fonda, James MacArthur, Milburn "Doc" Stone, Bobby Richardson and Tony Kubek go along. Harold shows 'em where to catch those "big ones".

COLORFUL KCMO-TV
The only Kansas City station originating live, local color shows—like Harold Ensley's "The Sportsman’s Friend". As a matter of fact, all KCMO-TV News, Weather and Sports are telecast in color. TV-5's "Cousin Ken's Carnival" and "Farm Facts" brighten the color scene in K.C., too. Color—another reason why...

PEOPLE IN THE KNOW DEPEND ON KCMO TV 5

FOR COLORFUL AVAILABILITIES CALL 816-JE 1-6789
REPRESENTED NATIONALLY BY H-R, INC.

ONE OF THE MEREDITH BUNCH 125 EAST 31ST STREET KANSAS CITY, MISSOURI 64108

BROADCASTING, January 3, 1966
team went to England, France, Italy, Spain and the Netherlands for more interviews and shot 8,600 feet of color film. The interviews are being used on the program and will be seen during the winter. Plans are underway for another European trip this fall.

**Sports Program** - The pioneer local live color show in Kansas City, Mo., is in its 15th year and still going strong on KCMO-TV. Harold Ensley's *Sportsman's Friend* is also seen on tape in black and white on eight other stations in Kansas and Missouri. It will be taped in color when all the stations are equipped to handle it.

The program is fully sponsored on all stations by the Midwest Ford Dealers Advertising Association. It is seen 6:30-7 p.m. Tuesdays on KCMO-TV and at various times on the other stations.

Mr. Ensley has color film of his fishing and hunting trips, and this is integrated with the live color portions from the studio set which is designed to look like a den or hunting cabin.

**Color Sold It** - Lexington, Ky., claims the distinction of having the country's first all-color UHF station in WLEX-TV. Now in its 10th year, WLEX-TV's *Bluegrass Personalities* had "little sponsorship interest" until it went to color in November 1962. Now the "sponsorship has sharpened considerably and the program is consistently 75% sold out," the station says.

Marilyn Moonsnick, WLEX-TV women's editor, is hostess of the daily 9-9:30 a.m. program which features interviews and demonstrations. The time slot was picked after the program was tried at 1 p.m. and 6:15 p.m., neither period working out.

The production of *Bluegrass Personalities* involves an ambitious undertaking for a local operation. The settings are not static and each program is produced as an individual unit, being used as a showcase for color production techniques.

**Cited** - *Polka Parade*, a one-hour musical series, celebrated its 10th birthday on KTLA-TV (Los Angeles on Dec. 12, 1965. The color program, which is seen Sundays at 6 p.m., has been sponsored by the Cougherty Meat Packing Co., almost from the beginning.

On the birthday program, Polka Parade, its master of ceremonies-producer, Dick Sinclair, and its sponsor were given a citation from the Los Angeles county board of supervisors for "an outstanding and entertaining television program...for temperance and moral ethics...and for high standards and unusual quality.

KTLA carries 11 hours of live color weekly and all of it scheduled between 5 and 10:30 p.m.

**Aimed at Housewives** - In Louisville, Ky., live color is evident early in the morning when WAVE-TV presents *The Morning Show* from 9:9:30 a.m. The series began in 1961 and went to color in August 1962.

Aimed at a women's audience, the series has originated outdoors from the patio during warm weather. This year, WAVE-TV is constructing a new garden studio, which will be the outdoor setting for the program.

Ryan Halloran and Julie Shaw are hosts on the program that is basically an interview and demonstration show. Spring Festival and Christmas Shoppers Guide, each running three weeks, have been on the series and were designed as showcases for display of retailers' Easter and Christmas merchandise.

**Twice a Week** - What started as a one-hour show in Sunday fringe time—5:30 p.m.—in 1963 has become a prime-time twice-weekly series on WTMJ-TV Milwaukee. Now in its third year, *Murl Deusing Safari*, is carried Wednesday and Friday nights at 6:30 p.m.

Host for the program is Murl Deusing, a well-known travel and nature study photographer. Each show has a guest travel-adventure photographer who narrates one of his own color films.

The programs are video-taped and cost about $600 each including talent, rehearsal and production time. With 10 one-minute spots per show, the program has been sold out since its third week on the air. The sold-out sign was also up during the past two summers when Safari was showing reruns.

**Audience Participation** - In Minneapolis-St. Paul a live studio audience is an important part of KSTP-TV's Monday-Friday color series, *Dialing for Dollars*. Dick Austin is host of this show 3:30:4:30 p.m. show that attracts about 100 women a day to the station, each hoping she may be selected to win money.

An abbreviated form of *Dialing for Dollars* is carried from 12:15:12:30 p.m. daily with Jane Johnston as hostess. Women's features and guest interviews are also part of this program.

The format of the cash giveaway program is: Five calls worth $10 each are placed each day. The party being called must answer a jackpoint question and the number of names on the page of the phone book his number is on. Both answers are given on the air prior to the call. Four calls are made within the Twin Cities area, and one call is made out-of-town.

Another portion of the program is the Letter Game, in which members of the studio audience fill in missing letters in a word. This segment of the program has a waiting list of more than 200 people who want to audition for it. Celebrities in town also play the Letter Game with their winnings going to charity.

**Dialing for Dollars** is a participating program and sold out regularly, KSTP-TV says.

**Accent on News** - In New Orleans 12 noon is time for Midday on WDSU-TV, a 55-minute show of news, weather, features, fashions, interviews, discussions, conferences, assorted advice with a live studio audience of women at lunch.

The program, with Terry Flettrich as hostess-producer, was designed to appeal to the housewife. But, the station says, the response from men who watch has been enough to alter the format "from a stylized women's hour to a more general approach, with particular accent on news." The format features in-depth local news and weather plus segments on "People Are Talking About" and "Faces of New Orleans."

On the air for nearly 10 years, *Midday* costs WDSU-TV about $1,000 weekly for personality budget. The station terms it an ambitious undertaking that has produced "gratifying" sponsor interest, especially local sponsors.

**Hour a Day** - In Portland, Ore., KOW-TV has a complete set change each month for its daily 8-9 a.m. *TeleScope*. The sets reflect the season of the year or a holiday falling in that month. R. H. Peck and Konnie Worth are hosts on the program, which features live music by Ed Bryan and an exercise specialist, Joe Loprinzi. *TeleScope* is generally sold out and is made up of news, features that are often on color film, fashions, interviews and guest-celebrity talent.

From 7-7:30 p.m. on Wednesdays, KOW-TV carries the Outdoor Sportsman, a program that is sold out and has a waiting list of sponsors. Doug Lamear, sports editor, and Jim Conway, outdoor editor and host-producer of the program, are featured on the series. Color hunting and fishing films are used with live material from the studio. The program is syndicated in 15 markets.

**Color for Kiddies** - Last April, WGBB-TV (Schenectady, N. Y., converted *Breadtime Stories*, a 15-minute children's show, into color, marking the station's debut into the local live color arena. The program, seen 4:45 p.m. Monday-Friday, had been carried on the station since 1949 in black and white and has been continuously sponsored by Charles Friedhofer Baking Co., Troy, N. Y., through Goldman, Walter & Tillman Advertising Agency, Albany, N. Y.
More than 96% of WTMJ-TV programming between 5:30 p.m. and midnight is in glorious color...

(It's enough to make all other Milwaukee stations see RED.)

WTMJ-TV has more color programming than all other Milwaukee television stations combined. On the average, more than 150 color programs a week. We have to admit, though, we were pioneers in color. WTMJ-TV was first in Wisconsin to have color. One of the earliest in the nation. Thinking color? Then come to Milwaukee. Color-set saturation far exceeds the national average and the figure for most of the major color markets. Just remember, in Milwaukee, you get the most in color from Milwaukee's most colorful station — WTMJ-TV.

MILWAUKEE RESPONDS TO WTMJ-TV

CHANNEL U
THE MILWAUKEE JOURNAL STATION
NBC in Milwaukee

Represented by HARRINGTON, RIGHTER & PARSONS — New York • Chicago • San Francisco • Atlanta • Boston • St. Louis • Los Angeles

BROADCASTING, January 3, 1966
Jack Goldman, president of the agency, said the switch to color has definitely increased viewer interest because the client has been told this by his customers.

The series revolves about the adventures of Freedy Freihoefer, a cartoon rabbit, whose story is told and sketched on the air. Since the show has always been presented before a live audience of children, the set had always been in color. So the only change required in the switch was for Uncle Jim Fisk, host, to sketch Freedy in color instead of black and white.

As an extra color promotion, the announcer reminds parents of children who will be appearing on future programs "to be sure to dress your children in colorful clothes—not in black or white."

The production personnel at WRGB note that the switch to color has resulted in sets with simpler and cleaner lines since color gels on lights provide effects that had to be produced with elaborate sets in precolor days.

Of the 519 there were 505 (97.3\%) that could transmit network color; 320 (61.5\%) that could show slides; 76 (14.6\%) that could transmit live color; 327 (62.6\%) that could show color film, and 167 (32\%) with color videotape recorders.

In addition, there are 17 stations planning to go on the air early this year, each with some form of color. Ten will have network color; 12 will have slides; four will have live color; 12 will have film, and four will have tape.

The following table shows the type of colorcasts each station can carry. Asterisk denotes station planning to go on the air in early 1966. N indicates network, S, slides, L, live, F film, and T tape.

519 stations have some color capability; 97.3\% offer network color, 62.6\% film, 61.5\% slides, 14.6\% live.

### Color equipment now standard most places

The chart below shows the network (N) and slides (S) that are available to each station.

<table>
<thead>
<tr>
<th>ALABAMA</th>
<th>ARIZONA</th>
<th>ARKANSAS</th>
<th>CALIFORNIA</th>
<th>CONNECTICUT</th>
<th>DISTRICT OF COLUMBIA</th>
<th>FLORIDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>WAPI-TV Birmingham</td>
<td>KOLN-TV Phoenix</td>
<td>KTVE El Dorado</td>
<td>KBAK-TV Bakersfield</td>
<td>WNBC-TV Hartford-New Haven</td>
<td>WDC-AV-TV</td>
<td>WINK-Florida</td>
</tr>
<tr>
<td>WBBM-TV Chicago</td>
<td>KTEN-TV Post Smith</td>
<td>KELO-TV</td>
<td>KERO-Bakersfield</td>
<td>WWDC-TV Hartford</td>
<td>WMAL-TV</td>
<td>WTVI-Florida</td>
</tr>
<tr>
<td>WABC-TV New York</td>
<td>KTVK Phoenix</td>
<td>KJET-TV</td>
<td>KTVK</td>
<td>WRC-TV</td>
<td>WOR-TV</td>
<td>WTVZ-Florida</td>
</tr>
<tr>
<td>WCBS-TV New York</td>
<td>KTVX Phoenix- Mesa</td>
<td>KXVO Little Rock</td>
<td>KTVN</td>
<td>WRIC-TV</td>
<td>WTOP-TV</td>
<td>WTVS-Florida</td>
</tr>
<tr>
<td>WOR-TV</td>
<td>KTVV Tucson</td>
<td>KHOU</td>
<td>KXNO-TV</td>
<td>WFTV</td>
<td>WTTC</td>
<td>WTVX-Florida</td>
</tr>
<tr>
<td>WJW-TV</td>
<td>KVOA-Tucson</td>
<td>KLBV-TV</td>
<td>KXRA-El Centro</td>
<td>WFTV-2</td>
<td>WTVT</td>
<td>WTVX-Florida</td>
</tr>
<tr>
<td>WJZB-TV</td>
<td>KXYZ</td>
<td>KXLA</td>
<td>KXOL</td>
<td>WURL-TV</td>
<td>WTVX</td>
<td>WTVX-Florida</td>
</tr>
<tr>
<td>WJXK</td>
<td>KXLA</td>
<td>KXLA</td>
<td>KXAL</td>
<td>KZTV</td>
<td>WTVX</td>
<td>WTVX-Florida</td>
</tr>
</tbody>
</table>

and other sources showed that 519 of the 583 (88.75\%) stations on the air could show color, or would be able to within the first quarter of 1966, assuming on-time delivery of equipment.

**BROADCASTING, January 3, 1966**
Chicago's Old Water Tower, symbol of the majesty of a city; the grandness of the old amid the magnificence of the new, reflecting a part of Chicago's history and fascinating character; colorful, restless, continuously changing. Significant in the development of this character is WGN Television through dedicated service to the community; award winning documentaries, news, safety education, and the finest sports and entertainment for the family. A leader in the broadcast industry, WGN Television reflects the Chicago story day-by-day in color. It's no wonder we say with pride

WGN IS CHICAGO

the most respected call letters in broadcasting
Chain soars from 36 to over 100 stores on wings of color TV

Color is credited with being "the magic wheel to advertising success" which has carried Buddies, a Texas supermarket chain, from 36 stores in 1963 to well over 100 today.

"We had always used color ads in the Fort Worth Star-Telegram," said Arnold L. Stephens, president of Mercer & Stephens, the Buddies agency. "We were the leading advertiser in color lineage, but in 1963 we decided to experiment with color television. We went to WABP-TV Fort Worth-Dallas and launched our first color campaign."

"Strangely enough, it was an ordinary head of lettuce that started the ball rolling," Mr. Stephens continued. "J. C. Pace Jr., president of Buddies, had seen some vegetables we advertised in color and had been greatly impressed with the way they looked. If lettuce could be so impressive, he reasoned, more colorful produce in its natural state should be even more impressive. He gave us the go-ahead."

All Color • Since then all Buddies' TV advertising has been in color.

"We originally tried for general attraction of the mass audience," said advertising manager Grady Helm. "Then we found that the impact of our color commercials on WABP-TV was so great that people were talking about them, and we began to go more deeply into color control experimentation."

Working closely with the station, one of the pioneers in use of color tape, the agency and advertiser learned that the attraction was in the natural appearance of produce, meats and other products when seen in color.

"We learned, for instance," Mr. Helm said, "that sliced watermelon, when presented in its natural, succulent state, sold so fast that we had problems keeping it in stock. Following a one-week campaign in which we promoted watermelon, we sold 243,000 pounds, and that's a lot of watermelon for so short a period."

Another example of the impact of color came from Buddies' bakery which had been pushing a doll cake but sold only four or five in a week. Use of a one-minute color spot showing the variety of icings and the gaily dressed dolls on top of the cakes, pushed sales to 142 in a similar period.

As time went by presentation of the color commercials became more and more sophisticated. "Our ultimate goal was to equate into constants some of the variables that harass the supermarket field," said Mr. Stephens. "We were finally able to overcome the most frequent and frustrating variable of all—the quick-silver change of prices that every supermarket must deal with. We tried a new concept in retail advertising, the quickie-commercial, a three-second, color commercial that enables us to stay abreast of sudden price changes."

"Devised by Don D. Nelson of Mercer & Stevens creative staff," Mr. Stephens continued, "the commercial is uncuttable (since it takes eight seconds to get up out of a chair and turn off a TV set). It combines audio, video and color."

Only Essentials • It contains three basic elements—a single product, Buddies' sign, and the price. The price is left blank and a supply of acetates naming various prices is kept ready. The acetate with the correct price is then superimposed at the last minute.

The impact of color was clearly shown when a recent consumer panel held during a Fort Worth Advertising Club seminar was asked: "What advertiser do you think of when you think of color TV commercials?" All four panelists answered Buddies.

"This was a tremendous boost," said Mr. Stephens, "since we use only color commercials and we use only WABP-TV."

Before the advent of the quickie-commercial all of Buddies' spots were one-minutes and everyone involved still considers this the proper length. The chain's color TV budget has increased by 150% since 1963, according to Mr. Helm.
“All things excellent are as difficult as they are rare.”

Baruch Spinoza, 1632-1677, Dutch Philosopher

Awareness of this great truth has caused Griffin-Leake to dedicate its stations to steadfast efforts to produce EXCELLENCE.

GRIFFIN-LEAKE
TV, INC.
KATV-7, LITTLE ROCK
KTUL-TV-8, TULSA
KWTV-9, OKLAHOMA CITY
<table>
<thead>
<tr>
<th>State</th>
<th>City 1</th>
<th>City 2</th>
<th>City 3</th>
<th>City 4</th>
<th>City 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>NORTH CAROLINA</td>
<td>WBTV Charlotte</td>
<td>WCCB-TV Charlotte</td>
<td>WSCC-TV Charlotte</td>
<td>WTVD-Durham</td>
<td>WFMY-TV Greensboro</td>
</tr>
<tr>
<td>NORTH DAKOTA</td>
<td>KFYR-TV Bismarck</td>
<td>KXMB-TV Bismarck</td>
<td>KDFX- Dickinson</td>
<td>KJJB-TV Fargo-Valley City</td>
<td>WDAY-TV Fargo</td>
</tr>
<tr>
<td>OHIO</td>
<td>WAKR-TV Akron</td>
<td>WCPO-TV Cincinnati</td>
<td>WREX-Cincinnati</td>
<td>WLWT Cincinnati</td>
<td>WOIO-Cleveland</td>
</tr>
<tr>
<td>OKLAHOMA</td>
<td>KFOR-TV Oklahoma City</td>
<td>KWTV Oklahoma City</td>
<td>KFOR-TV Oklahoma City</td>
<td>KTVY-Tulsa</td>
<td>KTVK-Tulsa</td>
</tr>
<tr>
<td>PENNSYLVANIA</td>
<td>WPMT-Philadelphia</td>
<td>WCAU-Philadelphia</td>
<td>WJZ-TV Philadelphia</td>
<td>WHP-TV Harrisburg</td>
<td>WTVW-Philadelphia</td>
</tr>
<tr>
<td>RHODE ISLAND</td>
<td>WJAR- Providence</td>
<td>WPRI-TV Providence</td>
<td>WPRO-TV Providence</td>
<td>WNIJ-TV Providence</td>
<td>WJAR-Providence</td>
</tr>
<tr>
<td>SOUTH CAROLINA</td>
<td>WBSG-TV Charleston</td>
<td>WSCC-TV Charleston</td>
<td>WSOC-TV Charleston</td>
<td>WYFF-TV Greenville</td>
<td>WSOC-TV Charleston</td>
</tr>
<tr>
<td>SOUTH DAKOTA</td>
<td>KGAB- Aberdeen</td>
<td>KDOB-TV Rapid City</td>
<td>KSDS-TV Rapid City</td>
<td>KELO-TV Sioux Falls</td>
<td>KGWO-TV Sioux Falls</td>
</tr>
<tr>
<td>TENNESSEE</td>
<td>WDEF-TV Chattanooga</td>
<td>WBBX-TV Chattanooga</td>
<td>WTVC Chattanooga</td>
<td>WJHL-TV Johnson City</td>
<td>WAVE-TV Nashville</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KATX-TV Abilene</td>
<td>KBMT-TV Abilene</td>
<td>KTXC-TV Abilene</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
<tr>
<td>TEXAS</td>
<td>KETX-TV Beaumont</td>
<td>KTXC-TV Beaumont</td>
<td>KABB-TV Beaumont</td>
<td>KZTV Beaumont</td>
<td>KZTV Beaumont</td>
</tr>
</tbody>
</table>
Some plain talk from Kodak about tape:

The lowdown on low-noise tapes... and on low-speed tapes

Designing a "low noise" tape is a bit like trying to fit a six-foot man with a pair of pants tailored for a five footer. Cutting off his legs is a solution... but it lacks elegance. Tapewise, if all you do is use a low-noise tape, you end up with lowered output; i.e., mighty short legs. And if you push up the gain, where's the low noise you were hoping for?

The art of low noisemanship requires a bit more finesse. And it's not so hard to master if you take a listen to KODAK'S Type 34A Hi Output Professional Tape. Try this test: Listen to a "no signal" tape at high gain. Now turn down the gain until the hiss disappears. Wouldn't it be nice if you could listen to the tape that way? The solution, obviously, is to pick a tape you can put a lot on—and play it back at low gain... and low noise, naturally!

Enters the star. Compared to our own Type 31A Standard Play Tape, and to the low-noise product from a competitor we must keep mum about, the chart below reveals that KODAK Type 34A Hi Output Tape gives five or more additional decibels of undistorted output. At similar output levels, Type 34A is just as quiet as the next fellow's. It does this with no increase in print-through over general-purpose tapes. Pretty nice for silence lovers. The values expressed in the chart are in decibels at optimum bias settings using our Type 31A as the reference.

Some like it slow. In medieval times, a favorite subject of theological discussion was just how many angels could dance on the head of a pin. KODAK can provide no informed opinion on this question, but leaps into the fray when it comes to how much signal you can squeeze on a given length of tape. Since tape started, tape speeds have been dropping. First it was 15 ips, then 7½; the day of 3/4 ips is here for some. And the recorder manufacturers still haven't stopped. Who knows where it will end.

But there are some problems involved. At 15 ips a single cycle of signal at 1,000 cycles-per-second covers 15 thousandths of an inch longitudinally on the tape as it travels by. At 1½ ips (to go to extremes) it's down to less than 2 thousandths of an inch. As a result, as tape travel speeds decrease, tape "resolution," to borrow a photographic word, becomes more and more important. A second problem is that external magnetic flux on the tape available to thread the reproduce head also decreases in proportion. This means that you need a high-efficiency tape. Last but not least, the tape itself has to be thin for maximum footage on a given reel. People buy long-playing tapes because they play long.

Put all these problems together and our trusty KODAK 11P ½ Mil Double Play Tape sounds better and better. Look at the chart which compares it to a premium-priced famous name brand recently improved for low speed... and to a competitive general-purpose tape. KODAK 11P shows off as well as the first, and better than the second. Figures are in decibels using our 11P as the reference.

<table>
<thead>
<tr>
<th></th>
<th>Competitive double-play tape</th>
<th>Premium-priced competitive &quot;improved&quot; low-speed tape</th>
<th>KODAK 11P double-play tape</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optimum bias</td>
<td>+0.5</td>
<td>-0.5</td>
<td>0.0</td>
</tr>
<tr>
<td>Sensitivity at 37.5 mil wavelength</td>
<td>-0.5</td>
<td>-1.2</td>
<td>0.0</td>
</tr>
<tr>
<td>1 mil wavelength</td>
<td>-2.5</td>
<td>-0.2</td>
<td>0.0</td>
</tr>
<tr>
<td>1/2 mil wavelength</td>
<td>-2.6</td>
<td>-0.4</td>
<td>0.0</td>
</tr>
</tbody>
</table>

KODAK Sound Recording Tapes are available at most electronic, camera, and department stores. New, 24-page, comprehensive "Plain Talk" booklet covers all the important aspects of tape performance, and is free on request. Write: Department B, Eastman Kodak Company, Rochester, N. Y. 14650.
Color’s effect on commercials

ANA-sponsored study finds tint ads increase effectiveness 5% with present color circulation, monochrome spots on color shows lose nothing

How much does color add to the effectiveness of color commercials? How much effectiveness is lost, if any, when commercials are presented in black and white on color programs?

One of the first research studies directed at these increasingly persistent questions was made public last week, and it revealed:

- Color increases overall effectiveness by about 5% at today’s level of color set circulation.
- Effectiveness is neither reduced nor increased when black-and-white commercials are used in color shows.

The study was conducted for the Association of National Advertisers by the independent research firm of Gallup & Robinson, Princeton, N. J. The report, by L. E. Purvis, president of the research company, was published by the ANA last week under the title “Are Color TV Commercials Worth the Extra Cost?”

Indirectly the report implied that the answer to that question may be negative until more homes are color-equipped.

In a preliminary illustration of formulas employed in the study, the report arrived at a hypothetical figure of 5% to represent the increment from color. It then said that, compared to the extra costs involved in color production, “that kind of net gain” might not justify a switch to color “at this time.”

“However,” the report continued, “the hypothetical net gain of 5% could change considerably depending on viewer reactions, in those same limited number of color homes, to black-and-white commercials released in color programs.”

Actually, the “hypothetical” 5% net gain proved accurate in the studies, and viewer reactions to black-and-white commercials in color shows were not found to influence the figure significantly. Thus the report’s reservations about the justification for switching to color at this time, although based on “hypothetical” figures, seemed to be equally applicable to the actual findings.

In color homes alone, color commercials were found to be 55% more effective than in homes where they could be seen only in black and white. Color penetration was assumed to be 10% or one-tenth of all TV homes, which brought this advantage down to a “net premium” of 5.5% when amortized across all TV homes.

In other words, color gave the commercials 5.5% more effectiveness on an all-homes basis than they would have achieved if presented in black and white.

The same basic performance advantage would mean a “net premium” of 11% for color when color circulation reaches 20% of all homes, a 16.5% increase in net effectiveness at the 30% penetration level, a 27.5% effectiveness gain when half the homes are color-equipped.

Color’s general effectiveness, the report said, comes from causing a larger number of people to recall the commercial, not from being more persuasive or from causing people to remember more of its specific sales points.

The study also found evidence suggesting that commercials which use color functionally to convey sensory appeals add more than the 5.5%
Once upon a time, hundreds of broadcasters traveled long distances to Washington, D.C., and came upon an amazing sight. They could hardly believe their eyes, for they saw genuine color fidelity on a television receiver for the first time.

It was all produced by the electronic magic of a new Norelco Plumbicon Color Television Camera which faithfully reproduced everything it saw and wasn’t even afraid of shadows.

Today, many of these cameras are in use in network operations. Home viewers, broadcasters and advertisers alike are happily enjoying the results of this technical breakthrough.

With the magic of these new cameras, you too can *Color it Faithful!*

Norelco Plumbicon Cameras are manufactured in Mt. Vernon, N.Y.
average increment in effectiveness, and
that commercials which attempt sensory appeals in black and white suffer
a loss in effectiveness when presented on color shows.

Further research should be conducted to see whether those two conclusions are valid, the report asserted.

The study did not explore the reactions of color-set viewers when color commercials are presented in black-
and-white programs. This question is being pursued in another project "as
data on these relatively rare situations develop," the report said. It pointed out that "the opportunities to release a
color commercial in a black-and-white environment, particularly in prime time, are rapidly disappearing."

The research examined four color commercials and four black-and-white commercials presented on two color
shows that appeared opposite each other at 10-11 p.m. last Nov. 22.

The color commercials were in NBC-TV's Run For Your Life and were for Speidel watch bands, British Sterling
after-shave lotion, the Dodge Monaco car and Little Friskies cat food. The black-and-white commercials were in
CBS-TV's Steve Lawrence Show and

were for Eveready batteries, Isodettes
lozenges, Volkswagen cars and Play-
tex bras.

Interviews were then conducted with
matched samples of black-and-white
and color viewers in 14 cities. In all,
118 women who had watched the
Lawrence show in color and 281 who
had seen Run in color were matched
with equal numbers who had watched the respective shows in black-and-
white.

"Method Used • Ad effectiveness was
judged by the Proved Commercial
Registration (PCR) score. This is "the
percentage of women exposed to the
commercial who can prove commer-
cial recall the day following telecast
when provided with a brand-name cue,
and asked a series of open-end ques-
tions."

In color homes, the four color com-
mercials had an average PCR of 23.7
as opposed to 15.3 in homes where they could be seen only in black-and-
white. This represented a 55% premium
in color homes.

Performance in black-and-white
homes was used as the benchmark
and given an index value of 100, so
that the index value for color, with
its 55% higher average, became 155.
The 155 index value for color was
then multiplied by 10%, representing
estimated color set penetration at the
end of 1965, to get an "output index"
of 1,550 for color. The 100 index
value for black-and-white was multi-
plied by 90%, representing the per-
centage of noncolor TV homes, to get
an output index of 9,000 for black-and-
white.

These figures were then added to get
a total output index of 10,550, which
when divided by 100% of all homes
produced a "total quality index" figure
of 105.5 for all households—a net gain of
5.5% attributable to color.

The second pair of surveys examined
effectiveness of the four black-and-
white commercials on the Lawrence
show. In color homes their average
PCR was 13.1, as against 12.7 in black-
and-white homes—"not a statistically
significant difference," according to
the report.

These findings, it said "suggest that
there is no premium or penalty as-
associated with running black-and-white
commercials on a color show."

Since this phase of the study showed
no net gain or loss for black-and-white

BROADCAST ADVERTISING

Agency switches set record

Near $200 million in radio-TV billing moved;
product conflicts caused by agency mergers big
factor, B&B, Burnett, DDB make large gains

New highs in agency account shifts
were achieved in 1965 with an esti-
mated $198.5 million in TV-radio bill-
ing changing hands, representing ac-
counts with almost $263 million in
overall advertising expenditures.

The 1965 broadcast volume on the
move topped 1964's total of $132.6
million by more than $65 million. Total
billing of these accounts in 1965 over-
shadowed last year's figure of $200.6
million by more than $62 million.

The restless atmosphere characteriz-
ing agency-client relationships is best
illustrated by this statistic: The total
billing of key broadcast accounts that
changed hands in 1965 eclipsed the
previous record—$230 million, set in
1961—by more than $30 million.

The record pace in 1965 started early. During the first six months
$156.7 million in advertising business,
commercials in color homes, the study continued, the total gain that might be expected from switching these commercials to color would be 5.5%—the percentage by which color had been found to increase net effectiveness in the preceding study. (If black-and-white commercials had been found to suffer a 5% loss in color homes when presented in color shows, it was pointed out, the net gain from switching to color would then be 10.5%.)

The study noted that the usefulness of its specific findings in application to color commercials generally would depend on the degree to which the tested commercials were representative of all commercials. The report acknowledged that “they probably are not entirely representative” but said the researchers felt that they “got quite a mixture.”

Individually, three of the four color commercials fared substantially better in their PCR scores in color homes than in black-and-white homes, and the fourth, for Little Friskies cat food, held even. (Little Friskies had the highest PCR in black-and-white homes but failed to improve in color homes; even so, its PCR in color homes was exceeded only by British Sterling’s.)

The gains for the three others in color homes led the researchers to note that “the premium for color seems even more pronounced where it is used functionally—in Speidel to show the beauty of the bracelet and the lady’s skin it’s on, to say nothing of the clinch; in British Sterling there’s the beautiful girl on a white horse riding along the Thames, a jewel-like container and, again, romance; in the Dodge Monaco, a brilliant explosion and a colored car against the landscape.

“By contrast, the largely nonfunctional use of color in the Little Friskies cat food commercial did not produce a performance any higher in color than in black-and-white. To be sure, there was a white cat, a red ball and a red-head, but beyond that the viewer got frame after frame of package closeup.”

The black-and-white commercials individually scored a few points higher in color homes in three of the four cases, but the differences were not considered significant. The Playtex bra commercial, however, scored lower in color homes, raising the question whether “a commercial that misses the opportunity to use color functionally for sensory appeal” may not suffer a loss of effectiveness if presented in a color program.

The report suggested further research on that question and also on the implications, if any, in the fact that the other black-and-white commercials, which did as well or better in color homes, seemed to be “completely devoid of arguments and appeals which could benefit much from color treatment.”

**Both Hit Home** The tests found no significant differences between color and black-and-white commercials in terms of ability to communicate ideas or create a favorable buying attitude “among the people who are reached by each.”

But, the report concluded, “this evidence still means, of course, that a color ‘qualitative’ premium does exist since color commercials reach 55% more color viewers than black-and-white commercials reach their viewers. To put it another way—while the individuals don’t get any more ideas or persuasion out of a color commercial, there are more of them viewing color commercials than would be watching a black-and-white commercial on their sets.”

As 1965 drew to a close last week, Doyle Dane Bernbach resigned a $3.5 million portion of the Quaker Oats account (see page 115). A successor agency has not been named.

The biggest account move of the year involved Alberto-Culver, representing approximately $22 million in overall billing. Other king-sized account changes were those of American Motors Corp., $17.6 million; United Air Lines, $11.6 million; American Home Products, $11.1 million; Gillette and Mars Inc., $8 million each, and Pillsbury Products, $7.5 million.

The top 10 account switches represented $103.3 million in overall billing and $84.3 million in TV-radio expenditures (see box), as compared with $88.6 million and $69.85 million respectively.

### Top radio-TV account changes in 1965

<table>
<thead>
<tr>
<th>Advertiser</th>
<th>Radio-TV Billing (in millions)</th>
<th>Total $103.3 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Alberto-Culver</td>
<td>$21.8</td>
<td>$22.0</td>
</tr>
<tr>
<td>2. American Motors</td>
<td>11.4</td>
<td>17.6</td>
</tr>
<tr>
<td>3. American Home Products</td>
<td>9.4</td>
<td>11.1</td>
</tr>
<tr>
<td>4. Gillette</td>
<td>7.5</td>
<td>8.0</td>
</tr>
<tr>
<td>5. Ballantine</td>
<td>7.2</td>
<td>8.0</td>
</tr>
<tr>
<td>6. Mars Inc.</td>
<td>7.0</td>
<td>8.0</td>
</tr>
<tr>
<td>7. Quaker Oats</td>
<td>5.2</td>
<td>6.5</td>
</tr>
<tr>
<td>8. United Air Lines</td>
<td>5.0</td>
<td>11.6</td>
</tr>
<tr>
<td>9. Lehn &amp; Fink</td>
<td>4.9</td>
<td>5.5</td>
</tr>
<tr>
<td>9. Charles Pfizer</td>
<td>4.9</td>
<td>6.5</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>$84.3</strong></td>
<td><strong>$103.3</strong></td>
</tr>
</tbody>
</table>

*Source: Broadcasting*, January 3, 1966
New year begins with new agency

Ben Sackheim Inc., New York advertising agency, begins operations this week as Pampel & Associates. The change reflects the purchase of control last July by George Pampel, agency president; Lewis Nemerson, executive vice president, and Edward L. Breining, vice president and secretary-treasurer, all of whom had been with Sackheim for a number of years.

Mr. Pampel said the agency in the past had concentrated chiefly on soft goods and fashion accounts, but now plans to widen the range of clients. The agency billed $5.6 million in 1965, about $840,000 of this amount in network and spot TV, mostly for the Cresent fiber division of American Cyanamid Co., Wayne, N. J. The agency predicted a 25% increase in billing for this year.

Shown above are Pampel & Associates’ principals (l to r): Edward L. Breining, vice president and secretary-treasurer; George Pampel, president, and Lewis Nemerson, executive vice president.

in 1964.

Agency Toppers = The front-running agency in account-plucking in 1965 was Benton & Bowles. It picked up $17.6 million from American Motors through acquisition of both the American Motors and the Kelvinator divisions of that company. B&B suffered no account losses during the year.

The Leo Burnett Co. wound up 1965 with a substantial edge in new-business procurement. Burnett captured an estimated $21.1 million in billing from United Air Lines, Pillsbury and General Development Corp., while relinquishing about $6 million in Santa Fe and Procter & Gamble (Salvo) business.

Another agency on a hot new-business spree was Doyle Dane Bernbach. It won assignments from WTS Pharmaceutical, Pfizer, Gillette, Ocean Spray Cranberries and U. S. Rubber Co. amounting to approximately $21.5 million. During the year DDB dropped or resigned about $3 million in General Motors and the Quaker Oats business, though the agency will continue with Quaker until it names a successor.

Young & Rubicam added substantially to its volume through acquisition of six broadcast-active accounts. Y&R picked up $15 million ($10.7 million in TV-radio) in business from United Biscuit, International Salt, Bulova, Bache & Co., Ballantine Brewing and Borden’s Co. The agency relinquished about $5.7 million from Hunt Foods and Jell-O products.

Foote, Cone & Belding swelled its total by an approximate $12.1 million by obtaining assignments from Gallo Wines, Hills Brothers Coffee, Jell-O products andRalston-Purina. During the year, FC&B dropped about $3.5 million of Armour and Lanvin business.

C. J. LaRoche & Co. picked up almost $9 million in billing during 1965 while suffering no account losses. Added billings came from portions of Quaker Oats, Beech-Nut coffee, Tetley tea and various Pfizer products. The agency has undergone a reorganization and effective last Saturday (Jan. 1) its name became LaRoche, McCaffrey and McCall Inc.

Other agencies that made comfortable gains during 1965 were Papeot, Koenig, Lois, with an estimated $9.5 million in new business as against $5.5 million in account losses; BBDO, $8 million in new accounts and $3 million in defections; Ogivly, Benson & Mather, $6 million in and $1.9 million out.

Losses = There were losers too. Agencies that dropped substantial billing during the year as a result of account changes (some of which may have been recouped by expanded spending by remaining advertisers) were Geyer, Morey, Ballard; Compton; William Esty Co.; N. W. Ayer; Campbell-Mithun; Clyne Maxon and Needham, Harper & Stevens.

Perhaps the most poignant and sharpest setback was suffered by Geyer, Morey, Ballard. When American Motors transferred both automobile and Kelvinator division to Benton & Bowles, it terminated a 30-year relationship between the client and GMB and its predecessor agencies. GMB lost approximately $17.6 million in American Motors’ billing plus $6.5 million from Lehn & Fink and Pepsi-Cola (Mountain Dew). GMB picked up about $2 million in new business from Mennen during the year.

A jolt was handed Compton in 1965 when Alberto-Culver transferred more than $19 million of a total of $22 million to various other agencies. Compton recouped this loss, in part, by gaining slightly more than $5 million in billing from Boyle-Midway and Chock Full O’Nuts.

Sales Factor = Sluggish sales performances by American Motors and Alberto-Culver were reported to be partial explanations for the agency changes at these two companies.

Another long-term agency-client association was snapped when United Air Lines moved its $11.6 million passenger account from Ayer to Burnett. In the process, United ended a 26-year tie with Ayer. The agency also lost an additional $9 million in billing from the defection of Hills Brothers coffee, Corning Glass and Pharmacal brands. It offset these losses, in part, by acquiring $6 million in business from the American Tobacco Co.

William Esty Co. relinquished approximately $14 million in billing from Pfizer and Ballantine but cushioned the loss slightly by snaring an estimated $4 million from Genesee Brewing and Noxema. The Ballantine loss terminated a 10-year relationship with Esty. Ben-Gay, which is part of the Pfizer business, had been in the Esty fold for 32 years.

McCann-Erickson’s billing declined by more than $11 million as a result of account changes but added $4.2 million in new assignments. Accounts leaving the McCann shop were Continental Airlines, Ocean Spray cran-
How to climb aboard the color bandwagon easily, economically, with RCA-4415/S,-4416/S image orthicons...

Color TV is really rolling in high gear... And now, you may be facing the question of creating a color facility—with new studios, lighting, air conditioning and other equipment.

Being old-timers at color, we anticipated some of these facility problems and developed the RCA-4415/S, -4416/S, matched-set of three image orthicons. They perform well in cameras for color at lighting levels usually available in black-and-white studios and eliminate the need for extra air conditioning equipment as well.

Another good feature of these tubes is that they behave more like the old faithful 5820A or 7293A's that you have been using in black and white during the past years. In the color camera, they can stand more over-exposure and are a little less finicky on the operating controls. For example, when you have a suntanned actress working in a gleaming white kitchen, you can operate with the highlights fairly far above the image orthicon knee without having the color picture going to pot.

We make up carefully matched sets consisting of two 4415/S Image Orthicons for the red and green channels, and one 4416/S Image Orthicon for the blue channel where a lot of "umph" in blue sensitivity is needed. The three mates of the set are matched to track very well and produce a nice uniform color picture. In addition, the sensitivities are balanced so that each tube is just about working at its maximum sensitivity and you are not throwing away extra light in the optical system to favor the low sensitivity channel. The result is good color pick-up at black-and-white studio lighting levels.

For further information about RCA Image Orthicons contact your RCA Broadcast Tube Distributor.

RCA ELECTRONIC COMPONENTS AND DEVICES, HARRISON, N.J.
These accounts switched agencies in 1965

<table>
<thead>
<tr>
<th>ACCOUNT</th>
<th>TO</th>
<th>FROM</th>
<th>TOTAL BILLINGS (in millions)</th>
<th>RADIO BILLINGS (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adolph's Ltd.</td>
<td>Carson/</td>
<td>Roberts</td>
<td>M-E</td>
<td>$1.0</td>
</tr>
<tr>
<td>Alberto-Cuver Rinse-Away</td>
<td>Campbell-Ewald</td>
<td>JWT</td>
<td>2.5 2.3</td>
<td></td>
</tr>
<tr>
<td>Alberto VOS hair dressing, VOS hair-spray, Bestabs</td>
<td>BBDO</td>
<td>Compton</td>
<td>8.0 8.0</td>
<td></td>
</tr>
<tr>
<td>Oerma Fresh hand &amp; complexion lotions, Alberto VOS cream rinse</td>
<td>Knox Reeves</td>
<td>Compton</td>
<td>3.0 3.0</td>
<td></td>
</tr>
<tr>
<td>New Dawn, VOS hair set lotion, Kleen Guard floor protector, beauty division</td>
<td>JWT</td>
<td>Compton</td>
<td>8.5 8.5</td>
<td></td>
</tr>
<tr>
<td>American Home Products</td>
<td>Boyle Midway Division:</td>
<td>M-E</td>
<td>C&amp;W</td>
<td>1.0 0.8</td>
</tr>
<tr>
<td>Aero Shave</td>
<td>Easy Off window spray, Easy-Off aerosol spray and oven cleaner</td>
<td>C&amp;W</td>
<td>Grey</td>
<td>2.0 1.7</td>
</tr>
<tr>
<td>American Tobacco Co. Montclair, Carlton cigarettes</td>
<td>Ayer</td>
<td>Gardner</td>
<td>6.0 3.0</td>
<td></td>
</tr>
<tr>
<td>Armour &amp; Co.</td>
<td>Princess Dial soap</td>
<td>North</td>
<td>FC&amp;B</td>
<td>1.0 0.87</td>
</tr>
<tr>
<td>Magic Finish</td>
<td>North</td>
<td>Y&amp;R</td>
<td>1.2</td>
<td></td>
</tr>
<tr>
<td>Dash dog food</td>
<td>Aplan Way pizza</td>
<td>NH&amp;S</td>
<td>FC&amp;B</td>
<td>1.0 0.5</td>
</tr>
<tr>
<td>Arnold Bakers Inc.</td>
<td>NC&amp;K</td>
<td>West, Weir, &amp; Bartel</td>
<td>1.5 0.9</td>
<td></td>
</tr>
<tr>
<td>Atchison, Topeka &amp; Santa Fe Railway</td>
<td>P-K-G</td>
<td>Burnett</td>
<td>2.0 0.8</td>
<td></td>
</tr>
<tr>
<td>Bache &amp; Co.</td>
<td>Y&amp;R</td>
<td>SSC&amp;B</td>
<td>1.0 0.2</td>
<td></td>
</tr>
<tr>
<td>P. Ballantine &amp; Son</td>
<td>Y&amp;R</td>
<td>Esty</td>
<td>6.0 5.5</td>
<td></td>
</tr>
<tr>
<td>beer</td>
<td>SSC&amp;B</td>
<td>Esty</td>
<td>2.0 1.7</td>
<td></td>
</tr>
</tbody>
</table>

Some observers pointed out that the actual amount of billing added or lost will not be reflected in total during a given year. Depending on the effective date, an account may bill partially at one agency and partially at another.

Some agencies in 1965 continued the torrid new business activities initiated in 1964. Others were fireballs in 1964 and either regressed or wound up with no appreciable gains or losses in the reportable new business area. Others that were "cold" in 1964 have caught fire in 1965.

Among agencies that remained high in the new account sphere in 1965 continuing gains registered in 1964, were Doyle Dane Bernbach, Burnett and BBDO.

Grey Advertising, which took top honors in 1964 by adding an approximate $20 million in new billing, proceeded at a slower pace in 1965. In broadcast-oriented accounts, Grey lost more than $4 million in billing while adding slightly more than $1 million.

Some agencies that had sustained setbacks in 1964 bounced back in 1965. In this category were Foote, Cone & Belding and Benton & Bowles.

The number-two agency, Young & Rubicam, showed a substantial gain over 1964, when it wound up the year with no appreciable change as the result of account losses and gains. In 1965 it obtained about $15 million in new business, while dropping $5.7 million. J. Walter Thompson, the world's largest agency, showed a slight

110 (Broadcast Advertising)
**ACCOUNT TO FROM** | **BILLINGS (in millions)** | **ACCOUNT TO FROM** | **BILLINGS (in millions)**
---|---|---|---
Hunt Foods | Wesson oil and mayonnaise, Hunt pork and beans, Blue Plate line | PKL Manoff | Y&R Newmark, Posner, Mitchell | $4.0  $2.5
International Breweries Inc. | Jeld-Wald pudding and pie fillings | FC&B | Y&R | 1.7  1.4
Sanative | Charles Pfizer & Co., Inc. | Bean | BBDO | 1.0  0.9
Also | Pepsi-Cola, Coca-Cola | Noxzema | Minute Maid | 1.0  1.2
| | | | 1.5  1.1
| | | | 1.5  0.75
| | | | 4.5  4.0
| | | | 1.0  0.9
| | | | 2.0  1.8
| | | | 2.0  1.4
| | | | 5.0  3.0
| | | | 1.0  0.35
| | | | 5.5  2.0
| | | | 1.0  0.89
| | | | 3.0  2.4
| | | | 1.0  0.85
| | | | 3.0  2.6
| | | | 3.0  2.3

gain in billing. JWT acquired about $8.5 million from Alberto-Culver, and relinquished about $6.7 million in billing from various clients.

**Also in advertising...**

**New agency** = H. Sam Coombs, creative director at Kenyon & Eckhardt, San Francisco, Clifford Wilton, executive art director at K&E, there, and Ronald Colnett, vice president in charge of Ford's Canadian billing at Vickers & Benson Ltd., Toronto, have formed Wilton, Coombs & Colnett Inc., San Francisco agency at 114 Sansome Street; phone Yukon 1-6250. Mr. Coombs will be president, Mr. Wilton executive vice president and Mr. Colnett vice president-secretary-treasurer.

**Second firm** = Bonanza Air Lines, Las Vegas, which recently was awarded a new regional route, has appointed MacManus, John & Adams Inc., Los Angeles, as its second advertising agency. The agency will handle advertising for Bonanza's new Los Angeles-Grand Canyon run. Corporate Communications Co., Los Angeles, is the airline's other agency. In 1964 Bonanza ad budget was more than $500,000 with about $125,000 going to network and spot radio. The airline was a minimal user of spot TV.

**Brand new quarters** = Kenyon & Eckhardt Inc. has relocated its Detroit office to the 16th floor of the new Detroit Bank & Trust building at Fort Street and Washington Boulevard.
NBC reveals
policy on sound

Seeks agency help
in making commercials
that soothe FCC's ears

The issue of "loud" commercials that captured the industry's attention last summer reverberated last week, though without controversy.

NBC asked agencies and commercial producers to cooperate "in providing commercials that are produced in a manner that does not contribute to undue loudness" and that meet FCC requirements. The commission last July issued a policy statement and guidelines to which broadcasters were advised to give "strict adherence" (Broadcasting, July 19, 1965).

NBC's policy and procedure statement were issued last Tuesday (Dec. 28) in a letter prepared by William H. Trevarthen, vice president, operations and engineering for the NBC-TV network.

Mr. Trevarthen said cooperation of agencies and producers was needed "since elements which the commission believes contribute to loud commercials - excessive volume compression, excessive use of other electrical processing devices, and the recording of voice commercials in a rapid-fire and strident manner - relate to the production rather than the broadcasting of commercials."

Noting, however, that the FCC placed the responsibility for avoiding "undue loudness" on the broadcaster, NBC asked that commercial submission be observed to meet deadlines "so that enough time is available for the prescreening and loudness checks that will be conducted by NBC on all commercials submitted for broadcast."

Outlined was NBC's VU meter developed several years ago. Mentioned also was development of a recording system that will "visually record sound levels as broadcast."

Sound Policy - Mr. Trevarthen illustrated the policy on sound levels according to the VU meter readings as: 0 to 100 with occasional peaks not to exceed plus 3 decibels for drama and symphonic music; maximum peaks not to exceed 70 for pre-recorded commercials, applause, laughter and sustained music, and generally 100 with occasional peaks not to exceed plus 3 DB for program talk, news delivery and vocalists.

He said NBC's purpose was to "achieve a smooth and pleasing transition in sound levels between program and commercial material and to avoid the disturbing effect of a sudden and irritating increase in loudness when the commercial comes on."

When the visual recording system "indicates a problem of excessively loud audio," he said, "the commercial will be listened to in the context to the adjacent program material. If this confirms the indication of excessive loudness, steps will be taken to correct the level within the limits of control room procedures."

NBC, Mr. Trevarthen said, will consult with production specialists of the agency or producer to see what can be done to reach a result that's "satisfactory" to them and to the network in cases of "unacceptably loud" commercials that cannot be corrected in the control room.

The network emphasized that air checks will be made regularly on program and commercial transmissions to make certain its policy is being followed.

Questioned on the NBC letter, ABC said: "Insofar as it is practicable, within the present state of the art, ABC is making every effort to comply with the commission's requirements." The engineering department at ABC, as a statement issued Wednesday said, "is actively working on an 'automatic loudness control device' to be operated in connection with each station's transmitter." ABC said the device would provide an "effective means of implementing" compliance.

CBS in July indicated that its engineering experts were aware of the "psychological and physiological factor" in the approach to loudness in commercials and were working on methods to control it. The methods were not explained. A CBS spokesman said last week the situation has not altered, that the network has full "cognizance" of the situation and is continuing its controls. The controls were described last summer as implemented through instrumentation (Audimex and Volumax) and by manually riding gain.

Emerson Foote back
in agency business

Emerson Foote, whose opposition to handling cigarette accounts caused him to leave advertising over a year ago, returned to the agency field last week.

The former board chairman of McCann-Erickson and one of the founders in 1943 of Foote, Cone & Belding was elected president and chief executive officer of Kastor Hilton Chesley Clifford & Atherton, New York. The agency was renamed Kastor Foote Hilton & Atherton.

Mr. Foote revealed he had purchased a "substantial but not controlling" interest in the agency. Henry Kastor Kahn will remain as chairman of the board of KFH&A; Peter Hilton, who had been president, will be chairman of the executive committee and vice chairman of the board, and J. William Atherton will remain chairman of the plans board. The interests of vice president and treasurer W. S. Chesley, who was said to have been in ill health for the past few years, were purchased by Mr. Foote.

For the past year Mr. Foote has been chairman of the National Interagency Council of Smoking and Health, and has spoken extensively on the subject of smoking and health. He said he had recently accepted a second term with the council with the under-
standing that the post would not be full-time as it was last year. He said that although the Kastor Foote agency had no cigarette account at present and would not handle one in the future, it would be "receptive to pipe and cigar advertising."

At a news conference announcing his re-entry into the agency field, Mr. Foote was questioned on a delicate point — his criticism last February of Kastor Hilton for not verifying claims in the Regimen No-Diet pill case.

(On June 25, 1965, the agency was fined $50,000 by the U. S. district court in Brooklyn for knowingly preparing fraudulent advertising for Regimen — advertising that appeared on the three television networks as well as in other media.)

On his attitude toward the case today, Mr. Foote said: "If I'd known then what I know now, I would not have made the criticism. Had I been at the agency at the time, I would have accepted the evidence given by the client to Mr. Kahn and Mr. Hilton. If a trial had been held before a judge, rather than before a jury unfamiliar with the intricacies of advertising, I feel the decision would have been different."

The agency disclosed last week it had dropped plans to appeal the case.

Mr. Foote said that KFH&A hoped to provide "a standard of service not now available at other agencies." He did not elaborate. The agency has billings of approximately $20 million, with about half this sum in radio-TV.

U.S. Rubber tire ad too fast for Wisconsin

An animated commercial for U. S. Rubber Tire Co.'s Winter Patrol snow tires drew objections from the state of Wisconsin last week on the grounds that it suggests high-speed travel — 85 to 90 miles per hour — on icy roads.

The commercial, produced by Doyle Dane Bernbach, shows two bank robbers making a getaway on snow and a subsequent police chase on a cleared and, reportedly, dry highway. Both the police car and that of the robbers are equipped with winter patrol tires.

During the chase the voice-over includes comment that the regular tires have been tested at 90 miles per hour and a "studded" version has been tested at 80 miles per hour.

The commercial ends with the following tag line after the police have caught the thieves: "Winter Patrol is approved by highway police but you don't need a badge to buy one."

At the request of Wisconsin Governor Warren Knowles, state Motor Vehicle Commissioner James Karns wrote U. S. Rubber criticizing the commercial.

Neither the company nor the agency had comment on the letter last week since it had not yet been received.

Agency fee system gaining in favor

Growing support for the fee system of agency compensation emerged last week as Fuller & Smith & Ross reported it is moving toward this system and BBDO disclosed that the billing it places on a fee basis may reach the $75 million mark in 1966.

Arthur Durham, president of F&S&R, said his agency currently has two industrial clients — each billing about $750,000 — operating under a fee system patterned after that adopted in 1965 by BBDO. Mr. Durham indicated that F&S&R is working toward offering the fee formula to its consumer-product clients.

Under the BBDO pattern, which F&S&R aims to approximate, the agency is guaranteed by a client that net profits will not fall below 1.5% of gross billing, while net profits beyond 2.5% are "negotiated and shared" by agency and client.

Mr. Durham commented that the 1.5% to 2.5% profit range should be "particularly interesting to those companies with 80% to 90% of their billing in broadcast, because agencies handling these accounts in many cases are making more than 2.5% profit."

At BBDO, Tom Dillon, president, said that experiments with the fee system, which have gone on for almost a year, have succeeded "beyond expectation." The agency now has eight clients, billing a total of $53 million, operating under the fee system. They are American Tobacco Co., Armstrong Cork Co., Christian Science Monitor, Consolidated Edison, Dietene, Niagara Mohawk Power Corp., Savings Bank Association of Connecticut and P&M Schaefer Brewing.

Mr. Dillon said other clients have decided to use the fee system in 1966 and he predicted that the amount of billing under the plan will increase to $75 million this year.

American Tobacco Co., the largest of the fee clients, indicated in its year-end review that it was satisfied with the plan. Robert B. Walker, president and chairman, reported that the new system was estimated to save $1.4 million but

New SPECTRA® Studio Color Temperature and Footcandle Meter

Only meter designed for precise quality control of TV COLOR

New SPECTRA — portable, direct-reading color temperature and footcandle meter specifically designed for live action color television! Intended primarily for precision control of TV studio light sources and equally good for other indoor applications.

SPECIFICATIONS:
- INDICATING MICROAMMETER — high quality, taut band type with finely graduated 5" mirror scale
- KELVIN SCALE: 2000° to 6000°K, ±50°K (with 125 fc minimum)
- ILLUMINANCE SCALE: 0 to 1000 footcandles, ±5%
- CONTROLS — diaphragm ring and operating trigger
- SELF-CONTAINED — no batteries required... Portable, mounts on tripod
- PRICE: Complete with foam-fitted carrying case, only $385.50

PHOTO METRIC RESEARCH corp.
Kurt Freund, president
"Photometric Instruments for Science and Industry"
837 No. Cahuenga Blvd. • Hollywood, California 90038 • (213) 462-6673 • Cable: Spectra

BROADCASTING, January 3, 1966
that “actual savings will be somewhat higher.” He noted that as advertising expenditures increase over the years, savings from the fee system will increase proportionately.

Sullivan, Stauffer, Colwell & Bayles as well as BBDO operates under the fee system for American Tobacco. SSCR&B handles Pall Mall, and Half and Half cigarettes. BBDO is the agency for Tareyton and Lucky Strike cigarettes.

More ads for ‘Batman’ prompt revised format

ABC-TV is revamping the structure of the twice-weekly Batman series to accommodate the sale of four minutes of commercial time to advertisers.

Batman will be in the 7:30-8 p.m. EST period on Wednesdays and Thursdays, starting with the first colorcast Jan. 12.

The amount of commercial time sold in a half-hour period in network nighttime schedules customarily totals three minutes. To make room for the added commercial time—which ABC officials said is well within National Association of Broadcasters’ code limits—ABC is trimming, or deleting, promos, logos, credits, billboards, etc., which eat up seconds before and after a program. A network spokesman said last week that ABC programmers figure that only three seconds of the program time will be lost in the process but that to the viewer “it’ll seem as if there’s more of a program because of the absence of a quantity of nonprogram and noncommercial material.”

ABC-TV meantime last week reported the addition of a 13th advertiser—the Kellogg Co., through Leo Burnett—signed for the Batman series. Other advertisers signed for sponsorship in the Batman series are Anderson-Clayton, S. C. Johnson and Procter & Gamble, all through Benton & Bowles; Bristol-Myers and Hunt Foods, via Young & Rubicam; Carnation (Erwin Wasey), duPont (N. W. Ayer), Leh & Fink (Richard K. Manoff), Polaroid (Doyle Dane Bernbach) Menley & James (Foote, Cone & Belding), Merck & Co. (Needham, Harper & Steers) and Noxzema (Sullivan, Stauffer, Colwell & Bayles).

Business briefly ...

Arrowhead & Puritas Waters Inc., Los Angeles, through Hixson & Jorgensen, Los Angeles, has budgeted about $280,000 for its 1966 advertising campaign. The expenditures primarily will be for spot TV and spot radio in the 10 Southern California counties which make up Arrowhead’s marketing area. Spot TV and spot radio will be used in both Los Angeles and San Diego counties but only radio is slated for the other markets.

Armour & Co., Chicago, through Foote, Cone & Belding, New York, and The Institute of Life Insurance, through J. Walter Thompson Co., both New York, will sponsor an NBC-TV news special about Chinese Communists mass indoctrination-persuasion, The Voice of the Dragon, on Feb. 6 (6:30-7:30 p.m., EST).

Participating advertisers in NBC-TV programs announced last week include Miles Laboratories, Elkhart, Ind., through Jack Tinker & Partners, New York, in nine prime-time programs and in NBC Sports in Action (Sundays, 4-5

THE MEDIA

A move to control the big-city urge

SUBURBAN-URBAN SERVICE OVERLAP PROMPTS FCC STATION GUIDELINES

The FCC has adopted a new policy aimed at helping it to determine when an applicant for a suburban community really intends to serve that community—and when he is a big-city applicant in disguise. The policy is also designed to guard against ostensibly small-town stations serving large cities with sub-standard signals.

The commission, in announcing the policy last week, indicated it represented an effort to keep pace with the population growth patterns in the U. S. As once clearly distinct communities become engulfed in sprawling metropolitan areas, the task of distinguishing authentic suburban applications from counterfeit ones is increasingly difficult.

Under the new policy, the commission will question the genuineness of a suburban application if the proposed station’s 5 mv/m daytime contour would penetrate the geographic boundaries of a community that has more than 50,000 inhabitants and has a population at least twice as large as that specified in the application.

Hearing Necessary • If the applicant can’t prove in a hearing the genuineness of his intentions, he will have to meet the technical standards the commission specifies for stations proposing a primary service for major cities. This standard requires a showing of a 25 mv/m contour over the main business district. The 5 mv/m contour used as an initial test is the signal strength stations serving large cities are required to put over distant residential districts.

Thus, applicants for suburban stations will have to plan carefully lest they propose a station that would neither, by the commission’s new policy, be clearly a suburban outlet nor, by existing rules, be a big-city facility.

The policy statement emerged from a proceeding involving applications for AM facilities in three heavily urbanized areas—in Southern California, northern New Jersey and around Pittsburgh. That proceeding in turn followed a U. S. Court of Appeals decision overturning the commission’s decision in the Pittsburgh case and suggesting that the agency clarify its standards for distinguishing between suburban applicants proposing to serve some part of a central city.

The commission last week noted that, under its statutory requirement to provide for an equitable distribution of broadcasting facilities among communities and states, it favors applicants in comparative hearings that are pro-

NAB executives to meet

Possible creation of a committee to aid new television stations will be put before the National Association of Broadcasters executive committee when it meets in Washington, Tuesday (Jan. 4). Other items on the agenda of the committee’s last scheduled meeting before the joint board sessions on Jan. 23-27, will be the proposed expansion of the public relations program and staff, and the creation of a small-market radio committee.
p.m., EST) and Senior Bowl (Jan. 8, 2 p.m. to conclusion, EST); Union Carbide Corp., through Wm. Esty & Co., both New York, in four prime-time series; Smith, Kline & French Inc., Philadelphia, through Foote, Cone & Belding, New York, in six prime-time shows; Warner-Lambert Pharmaceutical Co., Morris Plains, N. J., through J. Walter Thompson Co., New York, in seven prime-time programs and Frank McGee Report, and Beecham Products, Clifton, N. J., through Kenyon & Eckhardt, New York, in five prime-time programs.

Rep. appointments...


posing a first local service. But, it added, its experience has been that as “their power and coverage are increased to serve larger numbers of persons, stations in metropolitan areas often tend to seek out national and regional advertisers and to identify themselves with the entire metropolitan area rather than with the particular needs of their specified communities.”

New Issues* An applicant required to undergo a hearing to rebut a presumption that his proposed station is intended to provide another big-city service instead of a first local service, will have to submit evidence on four points:

1. The extent to which he has ascertained that the specified community has separate and distinct programing needs.

2. The extent to which those needs are being met by existing AM stations.

3. The extent to which his program proposals will meet the unsatisfied needs.

4. The extent to which projected sources of advertising revenues within his specified community are adequate to support his proposals as compared with sources from all other areas.

This evidence will be in addition to the information usually required in urban-suburban cases concerning the independence of a suburb from its central city.

The commission said it will apply the new policy to all pending applications as well as to those filed in the future, “whether opposed or not, since it will materially assist us in making fair, efficient and equitable allocations of standard broadcast facilities in metropolitan areas.”

An applicant may be ordered into a hearing—or to face enlarged issues if already in one—even if his proposal does not meet the 5 mw/m test. The commission said petitions for hearings or for enlarging issues will be favorably considered if the petition show “that the proposal will realistically serve primarily a community other than his specified community.”

Three Cases* The commission last week, in separate orders, found that applicants in each of the three cases prompting the policy review met the 5 mw/m test and would, therefore, have to face the new issues.

In the Pittsburgh area case, the order applies to the two applicants—Monroeville Broadcasting Co., which the commission had favored in the decision that was ultimately reversed by the court, and Miners Broadcasting Service Inc., which the commission had concluded was proposing a service for the central city.

Monroeville is seeking a 250 w day-
Representative Harley Orrin Staggers (D-W. Va.) is a quiet man. He hasn't garnered many headlines—except maybe in his native state—since he first came to Congress in January 1949.

Before that, he hadn't exactly been a national figure; he had served as coach and teacher at both high school and college levels for a total of four years, and he held the sheriff's office from 1937 to 1941 in Mineral county, W. Va. He is now serving his ninth consecutive term in the House and is not considered to be in great danger of losing his seat in the very near future.

But men change, and so do situations. And the situation that Representative Staggers now finds himself in could change him.

He succeeds to the chair of the House Committee to be vacated by Representative Oren Harris (D. Ark.), probably during or immediately after the opening week of the second session of Congress, which starts Jan. 10. At that time Member Staggers will be transformed to Chairman Staggers and there could be a change in his demeanor.

An Open Mind — Mr. Staggers will be called upon to hear all sides and to weigh the evidence presented both for and against new legislation. He intends to hear all sides. As he said last week: "Any segment of society we have to deal with has no fear of me. I intend to give everyone his fair say on each issue."

Among his colleagues, Mr. Staggers is regarded as a liberal though a quiet one. He explained: 'I'm a Johnson man, sure. I vote with my party a majority of the time."

But what will happen when the transition takes place? Mr. Staggers has already indicated that the Communications Subcommittee will be left to Representative Walter Rogers (D-Tex.), but some in West Virginia feel that once he gets the taste of being chairman, he'll naturally take more active interest. Some on Capitol Hill feel that the very nature of the job will compel him to take charge of the committee, for, they say: "If anything goes wrong, he'll be the one to shoulder the blame and the responsibility."

Road to Rank — The route that Mr. Staggers took on his way to the chairmanship was circuitous. One might even say that he owes his chairmanship to Republican Barry Goldwater, who lost in his presidential bid to President Johnson in the 1964 elections.

At the time of the elections, Mr. Staggers was fourth ranking member behind Mr. Harris, with John Bell Williams (D-Miss.), second, and Kenneth Roberts (D-Ala.), third. But during the 1964 elections, Mr. Goldwater carried the state of Alabama by a large majority, and the seat of Mr. Roberts fell to his Republican opponent, Glenn Andrews.

The Arizona conservative also carried the state of Mississippi—but with the aid of Mr. Williams. When the House reconvened the Democrats stripped seniority rights from all those party members who had supported former Senator Goldwater, and so Mr. Williams descended from ranking member to the bottom of the list on the committee, elevating Representative Staggers to ranking member as Mr. Williams fell.

As Harris leaves, eyes turn toward Staggers
was confirmed by the Senate Aug. 11 (Broadcasting, Aug. 16, 1965).

Representative Harris said that his commission to take his place on the bench was delivered by Ramsey Clark, deputy attorney general, Dec. 23 (Broadcasting, Dec. 27, 1965).

Congressman Harris said that he first learned that his commission had been signed Dec. 16 when he was notified by phone by Attorney General Nicholas DeB. Katzenbach. Before this, he implied, he had no indication it was ready.

Representative Harris, chairman of Commerce Committee for the past nine years, said he would resign his chairmanship "probably after the first week of the new session, after clearing up some remaining committee business." The new session starts Jan. 10.

The chairman noted that during the past session of Congress, his committee had acted on "every proposal made by the President." And he added: "In my opinion, it was a highly successful year of which I am very proud and of which I give full credit to a very fine committee."

Orderly Change - But he reminded reporters that "at the time of the nomination, it was generally understood by everyone that I would remain in the Congress at least until the end of the session and probably until sometime after the first of the year to conclude major legislation pending before the committee, finalize reports and other responsibilities toward an orderly transition" (Closing Circuit, Oct. 4, 1965).

He added: "It will be recalled that he President made public statements in three different occasions on signing bills from our committee that I would not leave the Congress until his program before the committee was completed."

The reins of the committee will be turned over to Harley O. Slaggers (D-V. Va.), who, Mr. Harris said, "has a complete understanding of the committee."

He discussed the Arkansas political situation, the object of several articles in the nation's press, and said that the situation was not clear but that the decision on whether to hold a special election was one for Arkansas Governor Orval Faubus, and not for himself. He said that political leaders in his state had requested that he remain in his congressional seat until after April 27, the filing deadline for the November elections in Arkansas, to seat the chance of a special election.

But he said: "Although I appreciate the problem, I do not think it advisable [for me to remain] or in the best public interest."

Ratings Report - One final matter or the chairman to conclude is the long-awaited report on broadcast ratings. He said that this was "a very important report which contains some very pointed remarks to make about the future of the industry." Mr. Harris stressed the importance of the industry policing itself "or other matters may be brought to bear on it." He said that the report was prepared by the committee with the help of the Broadcast Rating Council and other industry sources.

In the question-and-answer session following the formal statement, Mr. Harris was asked how he found out that his commission was signed. He replied that the attorney general told him. Asked whether he was given any reason for its delay, he said, no, that he had not asked for any.

When queried on the reasons for the sudden interest in his leaving Washington for the federal bench, he stated, "I don't know the reasons, you might ask the Washington press corps." He said that he was not leaving Congress just to escape the Arkansas political situation that had become complicated by redistricting in that state.

Representative Oren Harris (D-Ark.) (r), with his commission to serve as federal judge for the eastern and western districts of Arkansas in hand, Mr. Harris appeared at a news conference at which he said he'd received his commission and that he planned to take his place on the bench Feb. 3.

long-awaited report on broadcast ratings. He said that this was "a very important report which contains some very pointed remarks to make about the future of the industry." Mr. Harris stressed the importance of the industry policing itself "or other matters may be brought to bear on it." He said that the report was prepared by the committee with the help of the Broadcast Rating Council and other industry sources.

In the question-and-answer session following the formal statement, Mr. Harris was asked how he found out that his commission was signed. He replied that the attorney general told him. Asked whether he was given any reason for its delay, he said, no, that he had not asked for any.

When queried on the reasons for the sudden interest in his leaving Washington for the federal bench, he stated, "I don't know the reasons, you might ask the Washington press corps." He said that he was not leaving Congress just to escape the Arkansas political situation that had become complicated by redistricting in that state.

The Ford Foundation reported its net worth to be over $2.4 billion at book value at the end of the fiscal year, a rise of more than $27 million over the previous year. Total grants approved, project expenditures and administrative expenses since the foundation's establishment in 1936: $2.5 billion, or $847.5 million in excess of its income over the 29 years. By the summer of 1965, the foundation and other organizations established by it had given ETV projects $96.8 million since 1951.

Ford money pours into ETV
$16.5 million in year brings 14-year total to over $96 million

Noncommercial television got $16.5-million from the Ford Foundation in the year that ended Sept. 30, 1965. Not all of that money has been spent but the figure represents appropriations made in that fiscal year.

In its annual report last week, the foundation listed a $10 million appropriation to aid educational TV stations, a $6 million grant to the National Education Television Center (NET) for programming to its affiliated ETV's and a $500,000 grant to Educational Broadcasting Corp. (WNDT-TV New York).

The $10 million appropriation was announced last summer, the pledge accompanied by a declaration that community-supported educational TV stations were in "precarious financial condition" (Broadcasting, July 19, 1965). According to a foundation spokesman, $3.7 million of the $10 million total has been paid to 18 ETV's since Sept. 30, 1965, with payments to nine or more stations now "in the works."

Funds in the appropriation are being made available over four years on a matching-grant basis. These are restricted to some 30 community ETV outlets operated in 28 cities by non-profit organizations which derive support from the general public. Amounts of grants to qualifying stations range from $50,000 to $500,000 on a sliding formula based on contributions from other sources.

NET was founded with foundation funds in the 1950's. The $6 million grant is the third awarded to the ETV programming organization. The $500,000 grant to WNDT was of an emergency nature, that station having had financial difficulty for some time.

The Ford Foundation reported its net worth to be over $2.4 billion at book value at the end of the fiscal year, a rise of more than $27 million over the previous year. Total grants approved, project expenditures and administrative expenses since the foundation's establishment in 1936: $2.5 billion, or $847.5 million in excess of its income over the 29 years. By the summer of 1965, the foundation and other organizations established by it had given ETV projects $96.8 million since 1951.
No reconsideration for AT&T

FCC turns down company’s plea, sets procedure to be followed in rate study

The FCC is going ahead with its sweeping investigation into the rates of the American Telephone & Telegraph Co. and the associated Bell System companies that could have an impact on the cost of common-carrier service provided the networks.

The commission turned down AT&T’s request for reconsideration of an order providing for the inquiry and announced plans for a two-phase hearing that could last for several years. It is scheduled to begin in April.

The order drew a sharp dissent from Commissioner Lee Loewinger, who accused the agency of acting unfairly in arriving at its decision to deny reconsideration. He had voted for the inquiry.

Commissioner Kenneth A. Cox, in turn, issued a statement criticizing Commissioner Loewinger for using material from a confidential staff document to make the argument on which he based his dissent.

Commissioner Loewinger was the only dissenter. Commissioner Rosel H. Hyde, who had been out of the country when the original order providing for the inquiry was issued, abstained from the vote on reconsideration. But he voted with the majority in the procedures to be followed in the inquiry.

AT&T says that although it would have preferred the more traditional regulatory approach of “continuing surveillance” of its rates, the company will present all the facts and information requested. “We will show that the business is and has been conducted in the best interests of the public,” the company said.

No Answers Yet • The commission said it had no “preconceived notions” regarding AT&T rates. But it said that the information it had raises “substantial questions” about the structure of Bell’s interstate rates which “should be explored on the public record.”

The inquiry stems from a seven-way cost study made by AT&T at the commission’s request which showed a wide disparity in the earning rates of various categories of service. The study showed the lowest rates of return in those services in which AT&T competes with other companies; the highest rates in those services in which AT&T has a monopoly.

Message telephone and Wide Area Telephone Service earn at a rate of 10% or more. A miscellaneous category which includes television and radio service earns at a rate of 0.9%. Other services also earn a low return.

The commission will look into the question of whether some of the rates are underpriced for competitive reasons and whether other AT&T customers are in effect subsidizing the users of the underpriced service.

Accordingly, some industry representatives feel that the inquiry could result in higher rates for television and radio service.

Chairman E. William Henry, in a concurring opinion supporting the order for a formal inquiry, said there can be “no regulatory order without some reasonably well-defined ground rules—some framework of regulatory principles within which the government’s freedom and the company’s freedom may be exercised.”

Loewinger Dissents • Commissioner Loewinger based his dissent on the ground that the commission had “instituted an adversary proceeding which . . . is accusatory in form . . . and, in effect, has authorized one of the adversary parties [the Common Carrier Bureau] . . . to rule upon the objections filed by the other party.” He said the procedures permit the bureau to secure the adoption of orders before the telephone company “is even aware” that the orders are under consideration.

“This is neither fair nor rational,” he said.

The commission said the procedure it is following is supported by past practices by law. But Commissioner Loewinger said that the procedures—which prohibit the commission from receiving off-the-record communications from AT&T while permitting such contact with the bureau—are sanctioned by rules adopted in August.

Commissioner Cox said the dissent takes “out of context” words and phrases from the staff’s memorandum recommending rejection of the petition.

Outstanding Values in Radio-TV Properties

Arizona

$130,000

Family-type daytime operation. Single station market with excellent economy. Highest per capita income in state. $37,500 cash down with liberal terms. Best climate.

Contact our Beverly Hills office.

BLACKBURN & Company, Inc.

RADIO • TV • CATV • NEWSPAPER BROKERS NEGOTIATIONS • FINANCING • APPRAISALS

WASHINGTON, D.C. CHICAGO ATLANTA BEVERLY HILLS

James W. Blackburn Jack V. Harvey Clifford B. Marshall Colin M. Selph

Joseph M. Shtrick William B. Ryan John C. Williams G. Bennett Larsen

RCA Building Hub Jackson Mess Building 1655 Peachtree Rd. 873-5626

333-9270 Eugene Carr 333 N. Michigan Ave. 346-0660

BROADCASTING, January 3, 1966
for reconsideration and uses them "to establish its 'premise' that the bureau is in an adversary or accusatory position."

He expressed particular concern over Commissioner Loevinger's use of material from "an internal document prepared by the staff as a basis for discussion with the commission." He said publication of such documents would inhibit the staff in its discussions with the commission on the "complex and sensitive problems that arise in the communications field."

Changing hands

ANNOUNCED • The following station sales were reported last week subject to FCC approval.

- WCAM Camden, N.J.: Sold by the City of Camden to Leonard and Phil Chess for $1.45 million. The three-year contract offered by the Chess brothers topped a competing proposal of $1.3 million cash submitted by Jerry Wolman, owner of the Philadelphia Eagles (BROADCASTING, Dec. 20). The Chesses, as L&P Broadcasting Corp., have owned WVON Cicero (Chicago), III., since 1963 and added WSDM(FM) Chicago last March. They are also the owners of Chess Record Corp. WCAM, a commercial station with studios presently located in city hall, was founded in 1925. It operates on 1310 kc with 1 kw daytime and 250 watts nighttime.


- KIRV Fresno, Calif.: Sold by Irving E. Penberthy to Robert Eurich and Henry Nagel Jr. for $145,000. Mr. Penberthy has operated the station since it went on the air in October 1962. Mr. Eurich has been general manager since August 1963. KIRV operates daytime on 1510 kc with 500 w.

APPROVED • The following transfer of station interest was approved by the FCC last week (For other commission activities see FOR THE RECORD, page 134).

- KSSS Colorado Springs: Sold by J. D. Hill to Northwst Publications Inc. for $200,000. Northwst is part of Ridder newspaper group, which owns WSSS-AM-TV Duluth, Minn. (Superior, Wis.); KSDN Aberdeen, S. D., and has a 26.5% interest in WCCO-AM-TV Minneapolis-St. Paul. Agreement includes stipulation that Mr. Hill be employed as consultant and that he not compete within 100 miles for four years in return for $13,000 per year. KSSS operates on 740 kc with 1 kw daytime and 250 w nighttime.

WFGA-TV interim grant challenged

The FCC was asked last week to revoke the interim authority it gave WFGA-TV to operate on channel 12 in Jacksonville, Fla., and instead grant interim authority to all applicants for permanent authority on an equal basis. The request came from Community First Corp., which also last week filed an application for permanent authority on channel 12.

Originally (in 1956) channel 12 was granted to Florida-Georgia Television Co. (WFGA-TV). Then in 1963 the commission reaffirmed its decision after a rehearing on ex parte charges made before a congressional committee.

The U.S. Court of Appeals in Washington early in 1965 returned the case to the FCC saying that it should not have readopted its 1956 grant because of participation in that decision by the late commissioner Richard A. Mack, accused of participating in the ex parte proceedings (BROADCASTING, May 10, 1965).

Community First, the only applicant for permanent authority to date, said that if it is given temporary authority to operate on channel 12 it will allow all future applicants for permanent authority to associate with it in the interim operation on an equal basis. The deadline for filing applications for permanent authority is March 1.

Community First, which is composed of 10 principals from Jacksonville, was involved in the drop-in proceedings before the commission in 1960 when it asked the commission to drop channel

EXCLUSIVE BROADCAST PROPERTIES!

NORTHWEST—Fulltime radio station serving market of over 25,000 with strong base of economy. One roof operation with real estate included in sale. Ideal owner-operator situation. Priced at $100,000 with $40,000 down and balance over eight years at five percent.

WEST—Fulltimer in highly industrialized market. Building included along with ample equipment in excellent condition. This absentee-owned facility needs personal attention. Total price of $100,000 cash.

Contact—DeWitt "Judge" Landis in our Dallas office.

Hamilton Landis & Associates, Inc.

Negotiations • Appraisals • Financing of Choice Properties

Washington, D.C. Chicago Dallas San Francisco
1737 DeSales St., N.W. 1111 N. Michigan Ave. P.O. Box 1205
Executive 3-3458 Chicago Tribune Tower 3-2754
81 S. Michigan St. Riverside 8-1175 EX 2-5671
Exclusively Representing
America's Most Experienced Media Brokers
Communications grow and so do FCC rules

FCC Chairman E. William Henry looked back on 1965 last week and saw the number and variety of communications services in the U. S. continuing to grow at an “explosive rate.”

The number of authorized broadcast stations continued up. The “mushrooming growth” of community antenna television remained a fact of life. And regular commercial communications by satellite became a reality.

As the communications business grew, so did the problems and the government regulations to deal with them.

These are some of the highlights in his year-end statement:
- The number of authorized broadcast stations reached more than 6,800—4,100 AM, 1,900 FM (including some 300 educational), and more than 800 TV (about 130 educational). Last year the total was 6,464. The largest increase was in the number of FM stations, up from 1,628 (257 educational).
- The commission put microwave-fed CATV’s under its jurisdiction and reached an initial conclusion that it has jurisdiction over all CATV’s—nonmicrowave fed as well as those using microwaves. It also instituted an inquiry looking to the adoption of additional rules to regulate CATV’s, whose operations, the commission feels, affect its regulatory responsibilities.
- The commission authorized commercial communications—telephone, record and television—by way of the Communications Satellite Corp.’s satellite. But it launched an inquiry into the reasonableness of the carriers’ rates. The commission is also considering ABC’s request for a satellite to transmit programs to its owned-and-affiliated stations.
- The commission initiated a number of controversial rulemaking proceedings. One looks to limit common ownership of television stations in the top 50 markets to three, no more than two of them VHF’s. Another envisages limiting networks to ownership or control of 50% of their prime-time non-news programing, as a means of fostering competition in program production.
- The commission adopted rules to limit FM stations in large cities from duplicating more than 50% of the programming of jointly owned AM stations, and began an inquiry into whether corporate licensees have interests in more than the number of stations permitted by the rules.
- More complaints were received by the commission about programing than any other subject. (The FCC annual report, due out next month, says 34% of the 21,000 complaints received dealt with programing. Advertising ranked second, sparking 32% of the complaints. In 1964 that order was reversed.)
- The commission continued to impose sanctions on stations violating the rules. Forty-five stations were fined, 23 were given short-term renewals, and five were denied renewal of their licenses. Two stations are in revocation proceedings.

The chairman made special note of the service provided by transistor radios during the power blackout in the Northeast the night of Nov. 9-10, 1965, and “the ability of a number of stations in the area to function with auxiliary equipment and to carry vital information about the emergency.”

FCC overturns KWK decision

Group applicant approved for interim operations; more may join it later

In a 4 to 3 decision last week the FCC reversed a finding of its review board and granted the application of Radio Thirteen-Eighty Inc., a joint applicant composed of seven companies, for interim authority to operate on facilities scheduled to be vacated by KWK St. Louis on Jan. 31.

The applications of Radio Thirteen-Eighty and six other applicants for interim authority had been denied by the FCC review board (BROADCASTING, Sept. 20, 1965). The board had concluded that there was no need for the service compelling enough to overcome the prejudicial effect it said a grant to any of the applicants would have on the outcome of the contest for permanent authorization.

The commission said it agreed with this conclusion in relation to six of the applicants, but did not think this would be true in the case of Radio Thirteen-Eighty. It concluded that Radio Thirteen-Eighty’s proposed expenditure of $120,000 to construct new facilities would not prejudice the rights of any party because it will be divided in at least seven ways. In addition, the Thirteen-Eighty application states that any of the other applicants for permanent authority may join in the interim operation, thus further reducing the costs to each applicant.

The commission specified that within 30 days of the release of its order any other applicant involved in the interim hearing proceeding may become a party to Radio Thirteen-Eighty on equal terms with the other parties.

Radio Thirteen-Eighty is proposing to build new facilities because it has been unable to reach an agreement with KWK for the purchase or lease of the present facilities.

The seven applicants which form
Radio Thirteen-Eighty Inc. are Arch-
way Broadcasting Corp., Bi-State Radio
Inc., Gateway Broadcasting Co., Home
State Broadcasting Corp., Prudential
Broadcasting Co., Six-Eighty Broadcasting Co., and St. Louis Broad-
casting Co.

Others Who Applied • The other in-
terim applicants who are also applicants
for permanent authority are Great River
Broadcasting Inc., Missouri Broad-
casting Inc., Thirteen Eighty Radio Corp.
(which is applying for permanent au-
thority under the name Kwk Broad-
casting Corp.), Clermont Broadcasting Co.,
Victory Broadcasting Co. and Pike-Mo
Broadcasting Co. (latter seeking 1390
kc., 500 w, daytime in Louisiana, Mo. )
Kwk operates fulltime on 1380 kw with
5 kw.

A principal in Kwk and Thirteen
Eighty Radio is Arthur W. Wirtz, pres-
ident of the parent corporation of Kwk.

In relation to the application of Pike-
Mo the review board had suggested that
granting the application of Radio Thir-
teen-Eighty Inc. might work to the dis-
advantage of an applicant trying to
move the frequency to another location.

The commission, however, said that
no such prejudice will exist. It said that
Radio Thirteen-Eighty is on notice that
the frequency it will use during the in-
terim period may eventually be moved
to a new location.

A Status Quo • Regarding the charges
of interference to other stations the
commission stated that it was doing no
more than maintaining the status quo.
It would be a different case if the grant
of interim authority were to create in-
terference to existing stations for the
first time, the commission said.

The license of Kwk was revoked by
the FCC in 1963 for what the FCC
called willful misconduct in connection
with two treasure-hunt contests broad-
cast in 1960 (BROADCASTING, June 3,
1963). Since then the station has re-
ceived several extensions of time to stay
on the air, the most recent was from

Commissioners Robert T. Bartley,
James Wadsworth and Lee Loevinger
dissent from the commission decision.
Commissioner Bartley said the need for
continued service on the Kwk frequency
in St. Louis is not immediate or imper-
ative and concluded that the commis-
sion findings were insufficient to justify
the extraordinary procedure of an in-
terim authorization.

Revolutionary new color system
See Sarkes Tarzian, Inc. at NAB
Symbol of Excellence
in Electronics

Fisher’s CATV
views mellow

Says stricter controls
may not be needed, local
TV subsidy might be answer

Dr. Franklin M. Fisher, who made the
economic study used by the National
Association of Broadcasters in its de-
mand for a regulation of community
antenna television, appeared last
week to take a somewhat more moder-
ate view of CATV regulation than does
his ex-employer.

In general he followed the NAB doc-
trine that CATV is a threat to TV sta-
tion revenues, to the addition of new
stations and to local-station programing.
But in contrast to NAB’s contention
that the FCC should give stations more
protection than so far accorded them.
He ventured that it is hard to tell now
whether the FCC should go farther.

It might be “more efficient,” he said,
to encourage local programing and local
control by directly subsidizing stations,
rather than by restricting CATV.

Addressing the American Economic
Association in New York last Tuesday
at a convention session on “Public Regu-
lation: The Impact of Changing Tech-
ology,” Dr. Fisher said that, in the
circumstances, “the FCC’s policy of
mild regulation of CATV’s may be a
reasonable one.”

He said it “clearly” may be that the
FCC’s noncarriage and duplication safe-
guards don’t go “far enough,” but add-
ed: “Yet it is well to be cautious.” He
continued:

“The effects of the all-channel law
[in promoting UHF growth] are as yet
in the uncertain future, and the diversity
of programing provided by big-city in-
dependent stations which are carried on
CATV’s may be more important than
the local diversity provided by profit-
subsidized local programing.

In not inhibiting CATV growth be-
yond the mild restrictions involved in
the carriage and nonduplication rules,
the FCC may be giving proper weight
to these considerations and to the fact
that CATV subscribers are willing to
pay for the services they are getting,
even if the full costs of those services
are not recovered thereby.

“Whether such a restrained policy is
in fact sufficient to allow the growth of
UHF stations and to offset the effects
of CATV’s on the local programing
available to subscribers and also to non-
subscribers is difficult to say at the pres-
ent time.

“. . . It is clear that the encourage-
ment of local diversity in television is a
legitimate aim of public policy. This is
particularly evident if we recall the non-
economic benefits of such a policy in a
free society. Regulation of CATV may
be necessary to preserve that diversity
in the presence of the economically in-
efficient methods now used to sustain it.

“Yet one cannot but feel that such
regulation is but another patch on a
set of arrangements not particularly well
suited to public ends. If local program-
ing and local control are to be encour-
aged, it might be more efficient to sub-
sidize local stations directly than to re-
strict their competitors.”

Dr. Fisher, who is associate professor
of economics at Massachusetts Institute
of Technology, made clear that he was
speaking for himself and that his views
were not necessarily shared by the NAB
or anyone else. He also said a detailed
report on his research for NAB would
be published in a forthcoming issue of
the Quarterly Journal of Economics.

In the present system of broadcasting,
Dr. Fisher said, local programing is sub-
sidized “by the profits from network
affiliation and broadcasting.”

“The FCC has generally strongly en-
couraged local television stations to
show programs of a public-service na-
ture and has been particularly interest-
A Name
To Depend On

The great new Phoenician and
proven Thunderbird series of
Kaiser-Cox are designed to fill
your needs for dependable
solid-state CATV products.
Backed by experience and the
reputation of two great names,
you can count on Kaiser-Cox
for the finest in CATV equip-
ment and service.
Will Dille be NAB's last Washington chairman?

There seems to be a growing feeling that John F. Dille Jr., WJ3Y (TV) Elkhart-South Bend, Ind., current chairman of the National Association of Broadcasters, will be the last of a short-lived line (two) of fulltime, working chairmen who made their headquarters in Washington.

The feeling is a strong one among members of the NAB joint board, which meets in Palm Beach Shores, Fla., later this month. At that meeting the board will decide if it wants to retain the working-chairman concept or discard it as a noble experiment when Mr. Dille's term as chairman expires in June.

Report from Dille * Mr. Dille will be called upon at the board meeting to give his impressions and reactions to his tenure in Washington, and will be asked, whether he recommends continuation of the present concept. At the moment, he has not made up his mind as to exactly what he will tell the board.

The feeling among some board members, however, is that he will endorse the work of President Vincent Wasilewski and the staff, and that a fulltime chairman is not a necessity.

A clue to the chairman's thinking may be forthcoming Tuesday (Jan. 4) when the NAB executive committee meets for a final run-through on matters that will be brought before the board even though the subject is not on the committee's formal agenda. Mr. Dille said he has not actively solicited opinions on the chairman's role from the committee or other board members, but he would "welcome their observations" and would "listen to them carefully."

The working-chairman concept emerged from the board's January 1965 meeting in Palm Springs, Calif., where Mr. Wasilewski was appointed president. At that time, the board approved up to $50,000 yearly for salary and living expenses for the chairman, whose "increased involvement will be to provide better communications with broadcasters, the board and the president. . . . [and] provide on-location practical guidance to the staff. . . . [and] provide executive manpower to effect useful long-term planning."

Willard Schroeder, WOOD-AM-FM, TV Grand Rapids, Mich., was chairman at that time and moved to Washington for the duration of his term which expired last June. At the June board meeting, he set forth a list of NAB "imbalances and shortcomings," which included the need for a president and a working chairman "to provide both good management and advance planning."

Last week Mr. Schroeder said he expected to attend the coming board meeting, and if asked, would give his opinions on the chairman's job. But, he said, since Mr. Dille "has been in the job the longest, the most pertinent observations will be made by him and I'll be guided by them."

Of concern to Mr. Dille is that some board members may look upon the chairman-president relationship and make their judgments based on personalities. "The needs of NAB as an institution are changing," he said, "and members should be looking at the institution and what's good for it . . . without regard to personalities. It's too easy to have short-range thinking. What NAB needs is long-range thinking."

In general two opinions perhaps best sum up many board members' feelings on the subject:

* "It may be a matter of doing away with either the fulltime chairman or the executive committee [which holds no formal powers], and the committee represents a better geographical distribution of thought."
* "It takes a hell of a lot of dues from a hell of a lot of small stations to pay that $50,000 to the chairman. If Vince is qualified to do the job, leave him alone."

The feelings of the executive committee and the board members they have talked to may shed some light on the subject, which Mr. Dille has referred to as "not the dullest subject" of the day.

Media are bent to audience's taste

Television programing is shaped more by viewers than by broadcasters, Roy Danish, director of the Television Information Office, told the annual convention of the Speech Association of America in New York last Thursday (Dec. 30).

This is true of all media, he said. "The shaping of a medium in terms of its content and the levels of tastes which it expresses rests not with the medium so much as with its users," he asserted.

"It is no accident that such a small portion of your daily newspaper is devoted to news and so much is devoted to entertainment. It is the reader who has made that decision. And it is equally the reader or the viewer who has shaped general and special-interest magazines as well as moving pictures and the stage."

"The challenge which the broadcaster must face and has always had to face is how to meet the quite clearly defined desires of the majority while spicing his schedule with innovations..."
which may find mass audiences in their turn."

Mr. Danish traced the growth of television and said its demands for programming are so great that "I am convinced, as are many others, that there is practically no talent which has been left untapped in the search for usable broadcast materials." He also noted that such media as the theater and motion pictures have time for more leisurely preparation, but still produce only "a very small percentage of real hits."

He said he "belabored these difficulties [of television] because I think it's important to base one's expectations on reality. It often seems to me remarkable that so many good things are done on television. They come off as well as they do because of the enormous talents that are poured into them, and there's no doubt that all media would be better served if there were more such talents available."

Mr. Danish said the rising level of formal education "portends greater acceptance of certain kinds of program material which have in the past enjoyed very limited popularity."

"Given the limited supply of first-class talent, the tastes and program preferences of most viewers and the economic facts of broadcasting life," he said, "I don't think we have cause for great optimism. But certainly there will, as always, be some innovation—and not just because there are more stations as much as because someone, somewhere, has had a fresh idea."

Broadcast educators have the grave responsibilities of "educating and training students who will be the broadcasting professionals of tomorrow—who will have the responsibility for providing the best system of broadcasting possible with the best service possible," Dr. Harold Niven, assistant to the president of the National Association of Broadcasters, told the association.

History, he said, will record broadcasting as "a landmark in the democratization of our culture." The industry has provided for equalization of the arts, has proven to be the most successful aid to a people that must be informed and has provided for the interaction between people and their environment.

The NAB executive noted: "We must interest and recruit outstanding, superior young men and women for careers in broadcasting and then foster their professional education... We must both practice and teach the most ethical—the most responsible—conduct in the affairs of broadcasting."

He told the educators the industry "looks to you to assist in seeking out and educating young men and women in such a manner that they can take their places in our profession and contribute to its growth and development."

**Heffner to assess N.Y. radio-TV**

Incoming Republican Mayor Lindsay wants report on municipally owned properties as well as study of CATV

A survey and evaluation of the work of New York City's Municipal Broadcasting System and of the impact of community antenna television operations were launched last week by Mayor John V. Lindsay.

Richard D. Heffner, a former broadcaster and now a communications consultant and university professor, was assigned the job a few days before Mr. Lindsay was to become mayor on Jan. 1.

Mr. Heffner's report, the announcement said, will be used by Mayor Lindsay's staff "in reorganizing and coordinating all of the city's public information and communications services."

Woody Klein, the mayor's news secretary, was named "to carry out the reorganization job."

There was no indication of just what the reorganization might involve. Published speculation that one or more of the municipal system's three broadcasting stations—WNYC-AM-FM-TV—might be put up for sale was discounted by representatives of both the incoming Republican mayor and the departing Democratic administration.

Mr. Heffner said he knew of no plan to sell any of the properties and that he was undertaking his survey project free of preconceptions. Representatives of the Municipal Broadcasting System management similarly denied knowledge of any plan to dispose of the properties.

The speculation apparently stemmed from WNYC's current FCC application to increase power from 1 kw to 50 kw on 830 kc, a clear channel. WCCO Minneapolis, the class I-A station on the channel, suggested in opposing the application that the city might be thinking of selling the station.

CATV's Effect • Mr. Heffner's study of CATV will include its impact both on New York's commercial broadcasters and on the city's own communications systems. Authorities declined to speculate on whether his authority was sufficiently broad to enable him to recommend—if he thought it desirable—that the three CATV franchises recently awarded in New York City be withdrawn or reassigned.

The Municipal Broadcasting System is headed by Seymour N. Siegel, who has been with the system for 32 years and director for 20 years, serving under both Democratic and Republican administrations. He said last week he welcomed the study by the new mayor.

WNYC, limited in nighttime operation to protect WCCO, is on the air from 6 a.m. to 10 p.m. and, like WNYC-FM, which broadcasts 24 hours a day, devotes much of its time to covering city government hearings and United Nations sessions and to presenting substantial blocks of live as well as recorded music. WNYC-TV, on channel 31, broadcasts approximately 65 hours a week on a regular basis (1:30-11 p.m.) but frequently is also on the air in other hours for coverage of UN deliberations, public hearings and similar events. All three stations are noncommercial.

Mr. Heffner's study is expected to be completed within a few weeks.

Mr. Heffner was general manager of WNDT-TV New York, Noncommercial station, from 1961 to 1963. Before that he was editorial consultant and director of special projects at CBS, and was originator and first producer-moderator of NBC-TV's Open Mind. He is president of the consulting firm of Richard Heffner Associates, New York, and professor of communications and public policy at Rutgers University, New Brunswick, N. J. He is making the study for Mayor Lindsay as an unpaid consultant.

In addition to Mr. Heffner's appointment, spokesmen for Mr. Lindsay reported that the new mayor planned to hold at least some live TV news conferences during the coming weeks.
NFL football gets CBS-TV prime time
Network to pay $37.6 million in two-year deal; blackout rule is modified on double-header days

CBS-TV last week picked up the television rights to the National Football League's regular-season and pre-season games for two years for $37.6 million ($18.8 million a year) and was given an option for a third year at the same rate.

The deal sets precedents in bringing professional football to prime-time network television and in allowing league games to be telecast into the hom territoires of teams playing at home, as well as in the price.

CBS agreed to give pro football a prime-time berth—at least a partial one—by presenting seven games a season at night, four of them during the league's pre-season exhibition schedule in August and early September. The other three would be telecast during the regular season, pre-empting prime-time schedules after 9:30 p.m. EST on Thanksgiving and on two dates yet to be set. Dates for telecasts of the exhibition games in 1966 are Aug. 12, 19 and 26 and Sept. 2—all Fridays.

The contract covers a 15-week regular season in 1966 beginning Sept. 11. It calls for 21 national presentations to be colorcast, including all the night games, in addition to selected regional contests.

Bowl Games Separate • Post sea- son games (the championship game, Pro Bowl and Playoff Bowl) were not included in the package. Each will be negotiated separately, according to the league. This year these three games—the playoff and pro bowls are still to be played—collectively brought the league $2,550,000 in rights fees from CBS.

The agreement contains a clause providing for further payments to the league when it expands to 16 teams as it hopes to do by 1967, meaning that an additional regional playoff game will be telecast. The financial increment has been agreed upon, NFL Commissioner Pete Rozelle said, but the amount was not disclosed.

The NFL is now getting $14.1 million a year from CBS-TV for its regular-season games, yielding each team approximately $1 million. With the new terms that figure jumps to $1.2 million per team for a 15-team league in 1966.

Bill MacPhail, sports vice president at CBS-TV, acknowledged the network has made a profit on the games in each of the last two years. He said no determination has been made so far about costs to NFL sponsors in the future.

Uncertainties • Asked why the contract had been set for two years with a one-year renewal option, Mr. MacPhail said that nobody knows at this point just what the economics of the NFL television situation will be since prime-time exposure and a modification of the blackout rule will both have to be studied in practice.

Mr. Rozelle had indicated a week earlier that the hoped-for four-year deal between CBS and the league, which would ease the pain of too-frequent negotiations, might be impossible to attain because of future uncertainties (Broadcasting, Dec. 27, 1965).

CBS-TV tentatively plans to present eight doubleheaders (during the last eight weeks of the season after daylight saving time ends in order to avoid scheduling problems) and the modified blackout plan provides that on these double-header dates viewers in a city whose team is playing at home will see only one outside contest.

Mr. Rozelle explained that the black- out modification would inevitably cause some overlap between broadcast times of outside games brought into a market and the same times of teams playing in that market, even on double-header days.

The commissioner said he had spoken to "a number of independent enti- ties" including the two other major networks before reaching an agreement with CBS-TV. The contract was said to have been concluded at 1 p.m. last Wednesday (Dec. 28). It was announced at 4 p.m. the same day.

Mr. Rozelle said that the NFL hopes that prime-time exposure for its games may attract a new segment of the television audience and that research con- ducted for the league by the Stanford Research Institute has indicated that its games will compete favorably with conventional popular television programing at night.

CBS has carried NFL games con- tinuously since 1956.

Muir's 'Girl Talk' comments shelved

The comments of Jean Muir, once-blacklisted actress, on a taped segment of ABC Films' Girl Talk program, have sent that segment into at least a temporary limbo while ABC lawyers re- view it and determine the propriety of her remarks.

The program had reportedly been scheduled on WABC-TV New York for last Monday (Dec. 27) but was not broadcast. Girl Talk is syndicated in 44 markets and currently appears on all ABC-owned stations, according to an ABC Films spokesman.

During her taped interview Miss Muir is said to have recounted incidents surrounding her dismissal from the Aldrich Family program 15 years ago and in doing so she is reported to have mentioned the name of the sponsor, General Foods.

ABC said the interview with Miss Muir had been taped earlier in De- cember. "During the interview certain statements were made by Miss Muir which involved third parties. These statements are being carefully reviewed to determine if those portions of the interview are suitable for broadcast."
Professor sues to clear name

N.Y. court says NBC-TV quiz show, '21', might have injured his reputation

The right of an innocent contestant on a rigged quiz show to sue the program's producers, the carrying network and the sponsor for damages, has been upheld in the appellate division of New York state supreme court.

Joseph L. Morrison, faculty member at the University of North Carolina in Chapel Hill, brought suit in 1961 against NBC, producers Jack Barry and Daniel Enright, Barry-Enright Productions, sponsor Pharmaceuticals Inc. and quiz show contestant Elfrida Von Nardroff, charging that his academic career had been damaged through his innocent participation in the admittedly "fixed" quiz show 21. He's asking $257,000 in damages.

Professor Morrison's argument had been denied in New York state supreme court before being carried to that court's appellate division. Defendants must now decide whether they wish to appeal the case further to the state court of appeals, but the right of such appeal is not automatic. It would have to be approved by the court. It was reported that NBC has not yet determined its course of action.

In his suit he said that following public knowledge of the quiz scandal he had made two applications for scholarships, one of which he had reason to believe would be awarded to him, but was refused both.

Dissenting last week's decision by the court's appellate division was not unanimous. Of five judges participating in the case, three concurred in the majority opinion, one concurred in part, and another dissented.

The majority opinion, written by Justice Charles D. Breitel, held that the defendants put Professor Morrison in an "unduly hazardous position where his reputation might be injured, not because this was their purpose but because they did not care what happened to him in the pursuit of their purposes for selfish gain."

Later Justice Breitel wrote: "The defendants didn't call plaintiff a cheater, they only caused him to appear to be one."

Dissenting in part, Justice Samuel Eager agreed that there ought to be a jury trial of the issues but felt that the commission will give the staff instructions for putting the document in final shape.

The commission last discussed the form in October. There appeared, then, to be a general feeling that the form could be adopted without further major changes (CLOSED CIRCUIT, Oct. 25, 1965).

Two commissioners—Rosel H. Hyde and Robert E. Lee—were absent, however, and their colleagues were reluctant to take any action without them. All seven are expected to be present Friday.

Questions Dropped * The form has been stripped of many of the detailed questions that drew sharp broadcaster criticism when the document was issued for comment. However, Commissioner Hyde, who felt the AM-FM form provided an avenue for government censorship of programming, is expected to take the same view of the TV form.

As is true of the AM-FM form, the document for television would concentrate on questions concerning news, public affairs and "other" programming, exclusive of entertainment and sports. The 14 categories on which applicants have been required to report in the existing form have long been dropped from versions of the new AM-FM and TV forms.

But the proposed TV document asks for more detailed information than does the AM-FM form on the programming listed in the composite week. A question requests a description of shows and asks for their title, source, category (agricultural, instructional, etc.), duration, number of times broadcast and, if designed for children, the age group for which they are intended.

Stumbling Block * This question could be a major obstacle to commission agreement on the form, since some officials concede it could be construed as an effort to influence programming. Commissioner Lee Loevinger, who would settle for a form identical to that now used in radio, is said to want the question removed from the TV form.

United Press International news produces!
Animation is big again at MGM

The division, once retired, now re-emerges with three major TV projects budgeted for more than $250,000

Metro-Goldwyn-Mayer, which once considered cartoons not worth doing, is in the process of spending more than a quarter of a million dollars to produce animated programs for television. The film company’s Animation/Visual Arts Division is preparing a half-hour Christmas special, a half-hour entertainment series for the 1966-67 season and a half-hour semi-educational series for completion next January. All will be in color and may be shown on CBS-TV.

The property for the special is “How the Grinch Stole Christmas.” It will be an adaptation from the children’s book by Dr. Seuss (Theodore Geisel). It’s believed to be the first time TV rights to a Seuss book have ever been obtained. The 30-minute project is budgeted at $175,000 and will be completed before it’s offered to the networks. Indications are that CBS-TV will get the first crack at it.

CBS already has backed the making of pilots of two cartoon segments for use in the projected entertainment series for the 1966-67 season. One of the segments is “Goldie Lox and the Three Yaanhs” (pronounced as a screech). The protagonist of the episodes is described by producer-director Chuck Jones, head of the animation division, as “the first 14-year-old villain on television. We visualize her as Humphrey Bogart playing Duke Man tee in ‘The Petrified Forest.’” He says the yaanhs “are masses of furs in tennis shoes.”

The second segment of the series, “Malcom Pouter,” is a satire on the super characters such as “the Batman” becoming popular on television. “Mal com” is a mean boy who can’t stand people more evil than he is, such as Ben Turbine, who has a turbine for a head and coils of wires for his hands. The series will consist of two units of one segment and one of the other. Each unit will be six-and-a-half minutes in duration. Budget for the project, tentatively titled The Children Sour, is running between $40,000 and $60,000. It appears headed for Saturday morning presentation, but if it is good enough,” comments co-producer Les Goldman, “it may go to prime time.”

MGM Animation’s third TV hope ful is The Earth Creatures, which will attempt to mate educational and entertainment values in a plot concerning a boy from outer space visiting and learning about the people and things on earth. Characters for the series have been developed and five sequences, so far, have been outlined at a cost of $20,000. Reportedly CBS-TV also has expressed an interest in this project.

The MGM division was started in 1963, some six years after the company’s original animation wing went out of business. The major product of the old division were “Tom and Jerry” cartoons created by Bill Hanna and Joe Barbera for theatrical showings. These cartoons are now being shown on CBS-TV’s Saturday morning network lineup. Chuck Jones and Les Goldman were hired to produce new “Tom and Jerry” cartoons for theater exhibition first, and then eventual sale to TV. To date they’ve produced about 20.

The division also creates titles for feature films and has made animated commercials for the Gillette Co. and the Atlantic Refining Co., among other advertisers. These last, however, have been only supplementary activities.

Last month the division released a new 10-minute theatrical cartoon, “The Dot and the Line,” and now is planning to produce a full-length theatrical animation feature called “The Phantom Tollbooth.”

The entire scope of the division is expanding. Currently it has a staff of 33 creative people and is operating on an annual budget of about $1 million.

Dean at Columbia hails TV journalism

TV journalism received profuse praise last week from Dean Edward W. Barrett of the Columbia University Graduate School of Journalism.

Speaking at a Columbia Alumni luncheon Wednesday (Dec. 29) in New York, he said TV contributed to a “fantastic job” by all media in reporting changes in society.

In his prepared text, Dean Barrett said the TV documentary “is without doubt the most constructive journalistic development of the last 10 or 15 years.” A statement omitted from his talk because of a time limitation.

Dean Barrett warned his audience of a widespread “state of uneasiness” as to whether journalism is a match for this complex world. Although journalism has “done well,” TV stations have turned into “gold mines in most cities,” and technology introduced in communications has “incredible potential,” he said: “Editorial competence, judgment and integrity” are still indispensable.

He also cited the need for the “broadly educated generalist”—who can “ferret out information and report it honestly and interestingly.”

Dean Barrett called attention to the journalism school’s Half-Century Fund campaign, which with the aid of a Ford Foundation grant, has already climbed to within $900,000 of the $3.8 million goal set for the end of 1967. He briefly mentioned plans for the journalism school to develop “media executives,” to emphasize broadcast journalism, as well as other projects.

Writers, Universal reach agreement on fees

After some six years of arguing whether screen writers should or should not get paid for their contribution to post-1948 movies licensed to television, Universal Pictures and Writers Guild of America West appeared close to shaking hands on a deal last week. Ballots were sent to the approximately
300 screenwriter members of the guild who had until last Thursday (Dec. 30) to ratify an agreement which would settle the dispute started in 1960 and which now is pending in the courts. Final tabulation and announcement of the vote are expected today (Jan. 3).

Under terms of the proposed settlement, screenwriters involved could receive as much as a total of $1 million. They would get 1.5% of the producer’s proceeds from sale of the more than 300 feature films made by Universal after Aug. 1, 1948 and before June 13, 1960. No other union receives such payment for post-1948-pre-1960 features. In other cases payment starts with post-1960 productions.

For the most part the Universal-WGA deal would be the same as the guild’s 1960 and 1963 pacts with other major film producers. Included are pension-plan contributions required under these agreements and fees to be paid for post-1960 movies sold to television.

The settlement was ratified by the 11 members on WGA’s screen board in November and by the 23 members of the guild council on Dec. 23. If membership approves the deal all litigation in the dispute will be dropped.

Economists hear pro-, anti-TV talks

A television economist and a university professor presented diametrically opposed views last week on the participation of the public in choosing the TV programs it gets to watch and on what ought to be done about it.

David M. Blank, chief economist and director of economic analysis for CBS said sufficient market experience has been collected over the past several years to indicate favorable public disposition toward television fare.

Ronald H. Coase, a professor at the University of Chicago, asserted that “the market for broadcast programs is one from which the consumer is barred — what he would pay plays no part in the determination of programs.”

Dr. Blank said: “There is overwhelming evidence that the view that television completely mistakes its audience is . . . fallacious.”

They spoke at a seminar of the American Economic Association held Tuesday (Dec. 28) in New York.

In making his case Dr. Blank noted the size and relatively consistent composition of television audiences and the amount of time people spend viewing, in addition to pay television experiments which gave him little reason to believe the public could or would support such systems of “diversified” programming.

Mr. Coase, describing a dilemma in which broadcasters must be expected to maximize their profits and in which the public is without recourse to change things, said: “The obvious way of dealing with this problem is to introduce some form of pay television.”

In a free-swinging and wide-ranging position paper on the industry’s ills, Mr. Coase said the FCC’s regulation of broadcasting resembles “a professional wrestling match” in which “grunts and groans resound through the land but no permanent injury seems to result.” A regulatory commission, he argued, tends to be captured by the industry it regulates.

Rebuttal — The public’s continuing appetite for the kind of television it now gets is attested in part, suggested Dr. Blank, by demographic audience data. There’s not more than a 10% variation from national averages of amount of viewing when families are classified by income or education of head of household, he said.

Turning to the public’s demand, or lack of demand, for more “diversified” programming, he suggested that if indeed such a demand exists, then it should have made itself manifest to some degree in any of the three pay-television experiments of recent years.

Dr. Blank said that available evidence indicates not one of the pay systems has been able to combine a sufficiently high proportion of subsribers with a sufficiently high level of per-subscriber weekly payments to make direct entrance into pay TV very attractive.

All stages are full at Universal

As a production star among Hollywood’s film factories, Universal Pictures (MCA-owned) shone brightest at the tail-end of 1965. The New York headquarters of the studio operation said last week production was at its peak, 14 television “units” shooting either segments for current series or initial episodes for projected series and six major features.

Universal said 19 features, all in Technicolor, were begun during 1965, marking both an unusually high number of motion pictures for any single studio in Hollywood and the first time Universal has filmed its entire year’s product in Technicolor. As of last week, every one of the studio’s 33 sound stages was occupied by a shooting company or taken over by workers setting up new sets for current films. Employment at Universal is above the 5,300 mark.

Spanish shows — America’s Productions Inc., Miami, producers of radio programs in Spanish, has three more programs available. They are El Destino de un Hombre, 65 episodes, La Muerte Acecha a la Novia, 50 episodes, and El Curario Negro, 26 episodes.

Rebuffal — The public’s continuing appetite for the kind of television it now gets is attested in part, suggested Dr. Blank, by demographic audience data. There’s not more than a 10% variation from national averages of amount of viewing when families are classified by income or education of head of household, he said.

Turning to the public’s demand, or lack of demand, for more “diversified” programming, he suggested that if indeed such a demand exists, then it should have made itself manifest to some degree in any of the three pay-television experiments of recent years.

Dr. Blank said that available evidence indicates not one of the pay systems has been able to combine a sufficiently high proportion of subsribers with a sufficiently high level of per-subscriber weekly payments to make direct entrance into pay TV very attractive.

Program notes . . .

Double dose of health test — CBS-TV will repeat its National Health Test a week after its original telecast on Jan. 18, 1966. Both telecasts will be shown at 10-11 p.m. EST. Through Ogilvy, Benson & Mather Inc., New York, both installments will be sponsored by International Business Machines, Armonk, N. Y.

Country and western special — The Roger Miller Special, a color program featuring the country and western singer, will be telecast on NBC-TV on Wednesday, Jan. 19, 1966 (10:30-11 p.m. EST).

Ecumenical quartet — A series of four programs on the significance of the Roman Catholic Church’s recently concluded Ecumenical Council will be presented on NBC-TV’s Catholic Hour on successive Sundays, beginning Jan. 9 (1:30-2 p.m. EST). The first two programs will be in color.

Spanish shows — America’s Productions Inc., Miami, producers of radio programs in Spanish, has three more programs available. They are El Destino de un Hombre, 65 episodes, La Muerte Acecha a la Novia, 50 episodes, and El Curario Negro, 26 episodes.

Netherlands turmoil — The Daughters of Orange, a special program on the recurring crises that for over 60 years have confronted the House of Orange, ruling family of the Netherlands, will be telecast on NBC-TV on Sunday, Feb. 20 (6:30-7:30 p.m.). The program will feature footage of the Nazi occupation of Holland, hitherto unseen in this country, and will also deal with the controversial scheduled marriage in March of Crown Princess Beatrix with a former World War II German army officer.

'Zhivago' show — MGM-TV is syndicating a one-hour special program on the world premiere of the motion picture "Doctor Zhivago" held in New York. The program, narrated by John Tillman of WPX-TV (New York, and actress Phyllis Kirk, was telecast Dec. 26, 1965, on WPX and will be syndicated to other stations to coincide with the opening of the MGM motion picture across the country.
Radio series sales...

12 Hours of New Year's (Triangle): KSRV Ontario, Ore.; WPDC-FM Midland, Mich.; KVOA Casper, Wyo.; KSIV Monte Vista, KMA Craig and KSBF Montrose, all Colorado.


Earl Nightingale Program (Nightingale-Conant Corp.): KAOA Lake Charles, La.; KSWB Salinas, Calif.; WJMS Ironwood and WLKM Three Rivers, both Michigan; WMBS Uniontown, Pa.; KWHB Bremham and KVQZ Laredo, both Texas; WRCN New Britain Conn., and WYMT Burlington, Vt.

Film sales...


Podreca Piccoli Theater (Triangle): KLAS-TY Las Vegas, and KCFX-TY Concord, Calif.

The Big Bands (20th Century-Fox TV): KTLA(TV) Los Angeles; WCHS-TV Portland, Me.; KMSF-TV Minneapolis; WOI-TV Ames, Iowa; WPTA(TV) Ft. Wayne, Ind.; KGWV-TV Denver, and WCPG-TY Cincinnati.

Volumes 1, 2, 3, 8 (Seven Arts): WTVI-TY Terre Haute, Ind.

Volume 8 (Seven Arts): KGWV-TY Tucson, Ariz., and KIFI-TY Idaho Falls.

Cinema 70 (Walter Reade-Sterling): KBAR-TY Bakersfield, Calif; ktv(TV) St. Louis; WNEM-TV Saginaw-Bay City, Mich.; KGM-TV Albuquerque, N. M.; WTAJ-TY Pittsburgh; WYUR-TY New Orleans; WBA-TY Madison, Wis.; WBZ-TY Boston, and KCPX-TY Salt Lake City.

Van Dyke cuts self off

The Dick Van Dyke Show on CBS-TV (Wednesday, 9:30-10 p.m.) will terminate at the end of the current season. The decision to end the five-year-old series was made by Mr. Van Dyke, who will concentrate on motion pictures.

CBS currently is negotiating a contract calling for Mr. Van Dyke to appear in an annual one-hour special for three years, beginning in 1967. It was reported the contract will permit guest appearances on other networks.

FANFARE

NBC-TV spotlight put on affiliate promotions

Winners of NBC-TV’s eighth annual promotion manager awards competition were announced last week. First-place winners were Don Peacock and Howard Wry, promotion directors of WBAL-TV Baltimore and WBBN-TV West Hartford, Conn., respectively.

Though a single winner also was to be selected from the network’s owned-stations group, the judges—made up of six advertising agency executives—designated two promotion managers to share first-place honors: Dave Hart, WMAS-TV Chicago, and Robert Kennedy, KNBC(TV) Los Angeles.

In the affiliated-stations group, other winners were: Cdale E. Augustine, WNTV Pittsburgh, and Reg Stagner, WRCB-TV Chattanooga, second place; Richard Goss, WSB-TV Atlanta and Dixon Lovvorn, WIS-TV Columbus, S. C., third place; Barry Stover, KARD-TV Wichita, Kan., and Annette Simpson, WALA-TV Mobile, Ala., fourth place; Mary Neal, WTRF-TY Wheeling, W. Va., and Carl V. Tibbetts, KTAL-TV Shreveport, La., fifth place.

There were five winners in all in two categories of affiliated stations, grouped according to station ratings, with identical prizes of RCA Victor color sets awarded to the 10 winners.

The awards, based on creativity and originality shown in promoting the network’s 1965-66 program schedule through Sept. 19, 1965, were announced by John Scouppa, NBC director-promotion.

Program service set up for C&W

To assist country-music stations in programming and promotion, Heather Publications, Denver, is establishing a “Country Music Who’s Who Programming Service.”

The company’s announcement last week said that the service will provide a central artist information file and give other current news in the country and western field.

Initially, subscribers will receive a binder containing data sheets and photos on the current top-50 recording artists. The sheets will be revised to reflect important changes in the artists’ personal and business life as well as his new recordings. As each new artist makes the top 50 in the trade charts, data sheets will be forwarded.

In addition, monthly bonus sheets on all-time greats in C&W plus news developments in that field of music will be sent.

Charge for service will be $37.50 per year or $22.50 for six months. Heather Publications is at 3285 South Wadsworth Boulevard, Denver 80227.

NBC-TV spotlight put on affiliate promotions

Winners of NBC-TV’s eighth annual promotion manager awards competition were announced last week. First-place winners were Don Peacock and Howard Wry, promotion directors of WBAL-TV Baltimore and WBBN-TV West Hartford, Conn., respectively.

Though a single winner also was to be selected from the network’s owned-stations group, the judges—made up of six advertising agency executives—designated two promotion managers to share first-place honors: Dave Hart, WMAS-TV Chicago, and Robert Kennedy, KNBC(TV) Los Angeles.

In the affiliated-stations group, other winners were: Cdale E. Augustine, WNTV Pittsburgh, and Reg Stagner, WRCB-TV Chattanooga, second place; Richard Goss, WSB-TV Atlanta and Dixon Lovvorn, WIS-TV Columbus, S. C., third place; Barry Stover, KARD-TV Wichita, Kan., and Annette Simpson, WALA-TV Mobile, Ala., fourth place; Mary Neal, WTRF-TY Wheeling, W. Va., and Carl V. Tibbetts, KTAL-TV Shreveport, La., fifth place.

There were five winners in all in two categories of affiliated stations, grouped according to station ratings, with identical prizes of RCA Victor color sets awarded to the 10 winners.

The awards, based on creativity and originality shown in promoting the network’s 1965-66 program schedule through Sept. 19, 1965, were announced by John Scouppa, NBC director-promotion.

Awards to be given in memory of Murrow

The Edward R. Murrow Fellowship for American Foreign Correspondents has been established by the Council on Foreign Relations to "perpetuate the high standards of journalism" exemplified by the CBS News reporter and commentator who died last spring (BROADCASTING, May 3, 1965).

An announcement released last Thursday (Dec. 30) by John J. McColly, chairman of the council and William S. Paley, board chairman of CBS Inc., noted that the fellowship has been made possible by a $300,000 grant from the CBS Foundation.

The Edward R. Murrow Fellowship will be awarded annually on a competitive basis to a promising American foreign correspondent. A fellowship holder will combine participation in council meetings with study at the council in New York and at nearby universities. Each fellowship is expected to carry a stipend of approximately $10,000.

The endorsement of the Murrow fellowships by the CBS Foundation, it was said, makes it possible to assure continuance of the council’s annual fellowship program which Mr. Murrow helped to start. The fellowship will be dedicated at a special council meeting in the late spring.

WMCA church fund climbs

Straus Broadcasting Group, which kicked off a special church fund drive with $10,000 to help rebuild the St. Matthew and St. Timothy church in New York, that was fire-gutted on Dec. 1, 1965, last week reported having collected a total of over $45,000 from listeners of its New York radio outlet, WMCA. Directed by David C. Horowitz, WMCA public affairs department, the church drive began on the day of the fire, and since then has urged support through daily announcements on the station.
RCA sales top $2 billion
Profit increases 21% on 11% gain in sales;
NBC income nears $500 million, up about 12%

RCA set new sales and profit records in 1965 as the company's volume cracked the $2 billion mark and earnings advanced 21% over the previous year.

Board Chairman David Sarnoff, in his year-end statement reported sales for subsidiary NBC approached $500 million, up about 12%, as all operating divisions of the broadcasting division contributed to the all-time profit level.

Mr. Sarnoff said color television had established itself as "the most dynamic growth industry of this decade in the United States," and he estimated that consumer sales of color sets might reach 4.5 million units in 1966 if the industry operates at full capacity.

RCA's new sales record of $2 billion-plus represents a gain of more than 11%, and the attendant 21% profit gain means earnings per share will climb to approximately $1.70 compared to $1.37 in 1964.

Color-set sales, by units, were 70% over the previous year, while black-and-white unit sales were at their second highest level in the company's history. Unit sales for color and black-and-white sets combined in 1965 are reported in excess of 2 million.

RCA broadcast equipment sales were up 50% and at an all-time high with color television conversions at networks and stations given the major share of credit for the increase.

NBC Picture - In a brief summary of NBC operations through the year Chairman Sarnoff called attention to "a significant increase in nighttime audience" over 1964, a nighttime schedule that's been 96% in color (99% beginning this week) and to the work of NBC News, which, he said, now produces 35% of NBC-TV's schedule.

Chairman Sarnoff reviewed the last decade of RCA operation during which the company's volume rose more than 90% and after-tax profit climbed 68%.

Mr. Sarnoff, noting industry sales of 2.5 million color-TV receivers through the year (approximately as many as had been sold in the previous history of the industry), said the present shortage of color sets is expected to continue into 1967. He also cited the imbalance of demand over supply for color picture tubes and color broadcasting equipment.

Sales and profits in home instruments, he said, were at their highest level in RCA's 46-year history. Factory dollar sales were approximately 3.8% ahead of 1964.

Chairman Sarnoff said RCA's prospects for the future have never been more promising.

Jerrold earnings double in 9 months

Sales and earnings continued at high levels during the third quarter of the fiscal year at Jerrold Corp., Philadelphia. Consolidated sales reached $9,084,070 while third quarter net income was $1,207,596, equal to 56 cents a share.

Nine months ended Nov. 30:

<table>
<thead>
<tr>
<th>1965</th>
<th>1964</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share</td>
<td>$1.14</td>
</tr>
<tr>
<td>Sales</td>
<td>36,809,578</td>
</tr>
<tr>
<td>Net before income taxes (loss)</td>
<td>4,248,674</td>
</tr>
<tr>
<td>Net income (loss)</td>
<td>2,130,506</td>
</tr>
</tbody>
</table>

Outlet Co. earnings up

The Outlet Co., Providence, R. I., has reported increases in sales and broadcasting revenue for the nine months ended Oct. 31, 1965, over the same period in 1964. The Outlet Co. owns WJAR-AM-TV Providence, R. I., and WBDO-AM-FM-TV Orlando, Fla., and Providence area department stores.

Nine months ended Oct. 31:

<table>
<thead>
<tr>
<th>1965</th>
<th>1964</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share</td>
<td>$0.93</td>
</tr>
<tr>
<td>Sales</td>
<td>19,981,318</td>
</tr>
<tr>
<td>Earnings before taxes</td>
<td>1,139,271</td>
</tr>
<tr>
<td>Net earnings</td>
<td>621,043</td>
</tr>
<tr>
<td>Average number of shares outstanding</td>
<td>1,017,338</td>
</tr>
</tbody>
</table>

Have a Happy New Year with a Schaefer System

The finest in complete automatic programming by Schaefer
Lease a complete system for as little as $100 a week. (STEREO $114)
Write now for a brochure.
Vietnam to get airborne TV
Two-channel service—one for Vietnamese, other for U.S. servicemen—starts this month

Television broadcasting in South Vietnam for the native populace and for U. S. troops in that war-torn country begins Jan. 21. And it's going to be done from the air.

Two airplanes, circling 10,000 to 20,000 feet above the ground, will broadcast on two TV channels—one transmitting Saigon government programs; the other, U. S. programs.

The project is being handled by the U. S. Navy. Also involved are the U. S. Information Agency and the Agency for International Development.

Work on modifying two Lockheed Super Constellations has been underway by Navy electronics experts at Andrews Air Force Base near Washington for the last several weeks.

The project is an outgrowth of a broadcasting plane used by the Navy during the Cuban and Dominican Republic crises when both radio and television broadcasts were beamed to homes in those countries.

During last October's World Series, American soldiers, sailors and marines in Vietnam were brought play-by-play radio coverage through the use of a high-flying Super Connie broadcasting directly to ground receivers. The plane picked up Voice of America broadcasts from California for the first two games; a direct feed via cable to Saigon was fed into a ground transmitter, picked up by the airborne electronic relay station and broadcast to receivers.

Also aiding the Vietnam government is AID which already has purchased, through the Defense Department's Post Exchange Service, 1,000 TV receivers, airlifted to Saigon on Dec. 28, 1965.

The receivers are 23-inch, RCA monochrome sets, modified to operate either on 120 volt, 60-cycle power, or Saigon's 110 volt, 50 cycle power. The sets will receive either the standard U. S. 525-line transmission, or 625 lines without alteration.

The receivers are expected to be put into operation as community facilities in the plazas of Saigon and surrounding communities.

AID is committed to spend $2.4 million in supplying a total of 2,500 TV receivers to Vietnam. It is also working to expedite the importation of receivers through normal civilian trade channels.

The opening date was picked because it is the first day of the country's new lunar year.

Airborne Electronics • The electronic installation is under the direction of Captain George C. Dixon, USN. Captain Dixon retired last May, as assistant head of the Navy's Office of Communications Systems, but was called back to active duty last September.

He has two Super Constellations at Andrews AFB in which he is installing special transmitters for AM, FM and TV and shortwave using 10 kw radiated power—all capable of being operated simultaneously. The planes also contain receivers for relay from ground transmissions, Voice of America or otherwise. The equipment is powered by a 100-kw diesel-fueled generator, and the entire flying transmitter is air conditioned by two 10-ton air conditioners.

For TV, the planes have studio space with two live cameras, film chains for kinescopes, and two TV tape recorders.

The transmissions will be on channels 9 and 11. Channel 9 will be used for broadcasts to U. S. servicemen and channel 11 will be used by the Vietnam government for broadcasts to its nationals. Both channels, however, will be receivable on the same ground receivers. For AM, the frequency 1000 kc will be used; for FM, 99.9 mc.

For TV, trailing antennas below the bodies of the aircraft will be used. Depending on the height of the planes TV will cover a radius of 125-150 miles.

Postwar Genesis • Captain Dixon acknowledge that his TV project had its genesis in the proposals made in 1946 by Westinghouse Broadcasting Co. to use airplanes to relay TV programs across the country. The Westinghouse proposal was dubbed "Stratovision."

CBC has five-year plan

Canadian Broadcasting Corp., the government-owned system, plans to open about 50 television and 90 radio satellites and new city stations in the next five years, CBC president Al Ouimet said at the final hearing of the Royal Commission on Bilingualism and Biculturalism at Ottawa. The expansion will bring CBC service to about 95% of the Canadian population, he stated.

New owner for rep

Standard Broadcast Sales Ltd., Toronto, on Feb. 1, will acquire Young Canadian Ltd., New York, and will continue to operate it as a U. S. representative of Canadian stations under the name Canadian Standard Broadcast Sales Inc. Tom Malone, now manager of Young Canadian Ltd., will be vice president of new company. Waldo J. Holden, president of Standard, Toronto, will head the U.S. affiliate.

BROADCASTING, January 3, 1966
BROADCAST ADVERTISING

BARRY BIEDERMAN, associate creative director, and WILLIS J. DAVIS, creative TV-radio producer and senior TV art director, both with Needham, Harper \& Steers, New York, elected VP's.

CHARLES SANFORD, director of radio-TV, Lilliefeld & Co., Chicago, joins NH&S there as TV producer. New copywriters at NH&S are DAVID A. FAIRMAN and RICHARD HAZLETT, both from Wade Advertising, and ALEXANDER C. LAMPEE, formerly with N. W. AYER & SON.

H. J. RIEGER, formerly with Young & Rubicam, joins NH&S as art supervisor.

TOM BURKHART, general sales manager at WL05-AM-FM-TV Asheville, N.C., elected VP.

ELWOOD J. ROBINSON, VP and account supervisor at MacManus, John & Adams, Los Angeles, named VP for operations there.

BRUCE JOHNSON, manager of Los Angeles office of Metro Radio Sales, division of Metromedia Inc., appointed VP. He continues as manager. Before he joined Metro, Mr. Johnson was Los Angeles radio manager for Peters, Griffin, Woodward Inc.

ROBERT M. OKSNER, copy chief at C. J. LaRoche and Co., New York, appointed senior VP.


J. ROBERT CONROY, VP and manager at Geyer, Morey, Ballard, Portland, Ore., named manager of West Coast operations for GMB, Los Angeles.

JERRY ZUCKER promoted from manager to director of sales development at ABC-TV, New York; JOEL COHEN from assistant manager to manager, and JACK ANSELL from sales presentation writer to program supervisor. All report to EDWARD BLEIER, ABC VP in charge of public relations and planning, broadcast division. Mr. Zucker joined ABC in 1959 as sales development writer; Mr. Cohen in 1960 as presentation writer, and Mr. Ansell in 1962 in sales presentation writing post.

WILLIAM H. STEELE, management supervisor of Compton Advertising, Chicago, elected senior VP.

TED VAN ERK, sales manager at Peters, Griffin, Woodward, New York, elected VP.

MURRAY HYSEN, VP and associate director of research at Geyer, Morey, Ballard Inc., New York, joins J. WALTER THOMPSON CO. there as associate research director. FRED BOULTON, VP and senior art director at JWT, Chicago, retired Dec. 31. He joined agency in 1923.

HUGH P. CONNELL, with Coudert Brothers, New York, elected general counsel at JWT, that city.

HARLAN CONWAY, creative director of AYLIN ADVERTISING AGENCY, DALLAS, named VP and general manager of Dallas office.

GUSTAV V. DU PEZA, L. GORDON HAMER

ROHN  

for your tower  

check  

A complete tower erection service  

that has these special advantages:  
✓ DEPENDABILITY  
✓ RELIABILITY  
✓ COMPLETE ENGINEERING  
✓ COAST TO COAST SERVICE  
✓ REPRESENTATIVES WORLD-WIDE

Be sure to obtain price quotations and engineering assistance for your complete tower needs from America's foremost tower erection service.

[Image of tower with details and contact information]
supervisor of broadcast buying at Campbell-Ewald, Detroit.

Carlo Anneke, sales manager at KTLA(TV) Los Angeles, named general sales manager.

David R. Klemm, formerly station manager of WLTV Tampa-St. Petersburg, Fla., named director of marketing and operations at Blair Radio, New York.

Raymond W. Greiche, formerly advertising-production manager of Alcan Aluminum Corp., Flexalum division, New York, appointed production manager at Bliss/Grunwald Inc. there.

Gordon Link, TV executive with Ogilvy, Benson & Mather, New York, named TV program executive with McCann-Erickson, that city.

Robert Fountain, account executive with ABC Radio, New York, joins ABC-TV sales staff there as account executive.

Howard Midici Jr. resigns as director of marketing services at Post-Keyes-Gardner, Chicago.

Ernest H. Peterson, regional sales manager at WTCAM-FM Hartford, Conn., named general sales manager.

Eileen Burns, media director at Creswell, Munsell, Schubert & Zinkel Inc., Cedar Rapids, Iowa, joins Bonsib Inc., Fort Wayne, Ind., as media director.

Nancy Fritz, media buyer at Masters, John & Adams, Los Angeles, joins Eisaman, Johns & Laws, Los Angeles, as associate media director.

Ernie Brant, account executive and manager of marketing services for Fuller & Smith & Ross, Fort Worth, joins BBDO, Los Angeles, as account executive.


James Whitney, account executive with Glee R. Stocker & Associates, St. Louis, appointed account executive with Winius-Brandon Co. there.


Raymond J. Spahr, account executive with WHO-AM-FM-TV Dayton, Ohio, appointed regional sales manager.

Alvin Mullinex, local sales manager at WSVA-AM-FM-TV Harrisonburg, Va., appointed assistant general manager in charge of marketing and sales.

Charles A. Bua, with Venet Advertising Agency, Union, N.J., appointed senior art director.

Robert Presnail, art director with Compton Advertising, Chicago, joins Walde & Briggs there.

John R. Cooper, with N. W. Ayer & Son and Robert D. Davee, with Dana Weithers Corp., join Needham, Harper & Steers, Chicago, as account executives.

Mike Hogan, director of merchandising at WCAU-AM-FM Philadelphia, named national sales coordinator.

Orison W. MacPherson, with Sullivan, Stauffer, Colwell & Bayles, New York, named executive on General Foods' Kool-Aid division account at Foote, Cone & Belding, same city.

Patricia Bishop, formerly assistant research director, American Research Bureau, New York, named to staff of market and sales research department at Cunningham & Walsh, that city.

Walt Lowden, senior copy writer with BBDO, San Francisco, joins Ixson & Jorgensen, Los Angeles, as senior copy writer.

**MEDIA**

Harold R. Sugerman, executive VP of H&G American Corp., named president, succeeding David E. Bright, who died last year. Mr. Sugerman retains posts as operations director and treasurer.


David L. Rawle, assistant program director, Corinthian Broadcasting Corp., appointed assistant to president. He started as producer for Corinthian's KHOU-TV Houston in June 1964, and moved to New York last February. Mr. Rawle will report to C. Wrede Petersmeyer, Corinthian's president.

George Zimmerman, formerly regional sales manager of KRAK Sacramento, Calif., and production manager of KGU Honolulu, appointed general manager of KRML Carmel, Calif.

Frank Logan, former owner of KBBN Bend, Ore., named general manager of Oregon Association of Broadcasters and lecturer on journalism faculty at University of Oregon, Eugene. In OAB post he replaces Karl Nestvold, assistant professor at university's School of Journalism.


Robert Bollinger, assistant production manager at KVOA-TV Tucson, Ariz., appointed operations manager.

Gladys Borras, administrative assistant in legal department at NBC Washington, retired Jan. 1 after 36 years with network. Mrs. Borras, formerly Gladys Murphy, was secretary to F. M. (Scoop) Russell, Washington VP prior to his retirement. Item reported in Broadcasting, Dec. 27, 1965, was in error.

Robert E. Lee Jr., program manager of WSVG-AM-FM-TV Harrisonburg, Va.,
PROGRAMMING

Julian Ludwig, recently VP of MCR Productions, rejoins Wolper Productions, Hollywood, as executive assistant to David L. Wolper, president.

E. Jonny Graff, VP for television at Embassy Pictures, New York, has resigned from company. No reason was given for his departure. Mr. Graff will announce plans at later date.

Lee Cannon, Midwest manager for Screen Entertainment Co., Chicago, named VP.

Robert J. Lally, production coordinator for Campbell-Ewald Co., named producer-director at KTTV(TV) Los Angeles.

David B. Fein, producer-director for WABC-TV New York, leaves station to produce own series under banner of David B. Fein Productions.

James Lydon, associate producer on Mister Roberts TV series, appointed assistant to William Conrad, head of newly formed unit at Warner Bros., Hollywood, which will make feature films for CBS-TV.

Boris Ingster, production executive for MGM-TV's The Man from U.N.C.L.E., named producer of series. He replaces Mort Abrahams, who joins Apjac productions as VP and general production executive.

William D. Skilling, with WGHQ Kingston, N.Y., appointed program director of WGQ-FM.

David A. Lipton, manager of TV press department at Universal Pictures Co., New York, named executive assistant.

Herbert C. Homes, formerly executive producer at WPIX(TV) New York, joins noncommercial WNDT(TV) Newark-New York as production manager.

Ron Turner, formerly with WPLA Tampa, Fla., joins WJJD-AM-FM Chicago as production manager.

NEWS

Mike Eisgraum, newscaster at WJYV (TV) Elkhart - South Bend, Ind., promoted to news director, WJYV(TV) and affiliated WREC-AM-FM Elkhart, Sam Bowler, formerly with KIFI-TV Idaho Falls-Pocatello, Idaho, joins WJYV(TV) news staff.


Richard Hance, executive producer at WGN-TV Chicago, joins WFLD(TV) there as director of news. Also named to WFLD(TV) news staff: Patrick Muldowney, formerly with WEM-TV Bay City-Saginaw, Mich., and Dwight Bischoel, formerly with WBKB-TV Chicago. WFLD(TV) goes on air Jan. 4.

EQUIPMENT & ENGINEERING


Joseph C. Fiege, formerly with Weston Instrument Corp. and Naval Research Laboratory, both Washington, joins Ampex Corp. as mid-Atlantic regional sales manager.

Robert A. Holbrook, chief engineer at WSAM-AM-FM-TV Atlanta, appointed director of engineering. Wilbur Fattig and Henry White, assistant chief engineers, appointed chief engineers of WSAM-AM-FM and WSAM-TV, respectively.


Jerry Freed, with Califone/Roberts electronics division of Rheem Manufacturing Co., Los Angeles, appointed western regional manager.

Wayne Barrington, assistant chief engineer of WISN-AM-TV Milwaukee, promoted chief engineer of WISN-TV succeeding Lionel Wittenberg who joins community antenna television venture in Puerto Rico of former WISN-TV manager William C. Goodnow.

William R. Lane, formerly with Fred A. Niles Communications Centers Inc., and Parthenon Pictures, Hollywood, named advertising and sales promotion manager at Technicolor Corp., that city.


FANFARE

Ralph D'Amico, account executive with Battle Advertising Inc., Wyncote, Pa., named publicity director for WPAM-FM Philadelphia.

Dolly Martin, director of fashion department at Robert S. Taplinger Associates, New York, elected VP.

David A. Doyle, assistant promotion-publicity director of WISN-TV Milwaukee, named promotion-publicity director.

John Black, director at WAGA-TV Atlanta, named promotion assistant.

Jerome Greenberg, station promotion manager at WQXR-AM-FM New York, named director of promotion.

INTERNATIONAL

Mark Pottel named general manager of newly formed Universal Pictures of Canada Ltd., Toronto, formerly part of Empire-Universal Films Ltd. Herb Mathers becomes president of newly formed Empire Films Ltd., Toronto.

Ernie Towndrow, Stephens & Towndrow Ltd., Toronto station representation firms, resigns as co-manager.

G. Wayne Seabrook, assistant manager of CFTK-AM-TV Terrace, B.C., named manager of CFTK-TV. R. Alan Parfitt, program director of CFTK-AM-TV, named manager of CFTK. Arthur E. Bates appointed national sales and promotion supervisor of CFTK-AM-TV, Gordon Leighton named program director of CFTK-TV, and Campbell Lane promoted to program director of CFTK.

David J. Colombo, VP at Depth Projection Advertising Co., Detroit, appointed account executive at CKLW-FM Windsor, Ont.-Detroit.

Ian Havelock-Stevens, sales executive at Southern Television Ltd., London, appointed account executive.

Brian Murphy, previously with Benton and Bowles Ltd., London, and Peter Cundall, with J. Walter Thompson Co., New York, join BBDO, London, as copywriters.

Rod Maxwell, from production staff of CKVR-TV Barrie, Ont., appointed assistant producer in broadcast division of Hayhurst Advertising Ltd., Toronto.

DEATHS

Frank A. D. Andrea, 77, chairman and president of Andrea Radio Corp., Long Island City, N.Y., died Dec. 23, 1965, at Manhasset (N.Y.) Medical Center, after illness of several months. Mr. Andrea is credited as creator of first practical commercial neutrondyne receiver. In 1920's, he built commercial radio receiver, then judged as exceptional, from design by Professor L. A. Hazeltine at Stevens Institute of Technology. Called the Fada, radio set eventually was mass-produced. Mr. Andrea in 1934 followed two-year retirement by starting Andrea Radio Corp. He had explored marketing of TV sets just before World War II but was diverted by war's outbreak and demands by military for electronics production. Andrea Radio now manu-
FOR THE RECORD

STATION AUTHORIZATIONS, APPLICATIONS

As compiled by Broadcasting, Dec. 22 through Dec. 28 and based on filings, authorizations and other actions of the FCC during that period.


New TV Stations

Application

Minneapolis—Hayvenhurst Broadcasting Co. UHF channel 39 (630-628 mc): ERP 333 kw vis; 46.7 kw aur. Ant. height above average terrain 450 ft. above ground 501 ft. Address: 105 Al Lapin Jr., 555000, Minneapolis, Minn. Estimated construction cost $422,100; first year operating cost $350,000; revenue $350,000. Studio and locations both Minneapolis, Geographically coordinates 44° 54' 5'" north lat. 93° 19' 17" west long. Type trans. RCA TV-14A: type ant. RCA TV-14A. Legal counsel Welch & Morgan, consulting engineers Jules Cohen & Associates, both Washington. Principals: Al Lapin Jr., Jerome M. Martin, Irving Al Lapin (each 31.3%). and Irving A. Bernstein (52.6%). Lapins are southern California investors: Irving Al Lapin is employee of NBC; Mr. Bernstein is Beverly Hills, Calif. Ann. Dec. 21.

Existing TV Stations

Actions by FCC

By memorandum opinion and order, commission (1) granted application of Desert Telecasting Co., permittee of KBLU-TV (channel 11) Yuma, Ariz., to increase visual ERP from 11.2 kw to 29.8 kw and ant. height from 239 ft. to 1,420 ft. and moves trans. site to Black Mountain, about 27 miles northwest of present site, condition, and (2) denied opposing petition by Bruce Merrill (KIVA-TV) Yuma. Action Dec. 22.

By memorandum opinion and order, commission granted request by Jellico Development Association Inc. for temporary authority to operate facilities formerly authorized TV translator station WISAH, Jellico, Tenn., in accordance with terms of former permit. Authorization is for period ending March 22, 1968, pending action on Jellico’s application for new translator station on channel 12 to serve Jellico by rebroadcasting programs of WBIR-TV (channel 10), Knoxville. Commissioner Cox abstained from participation. Action Dec. 22.

New AM Stations

Actions by FCC

Atoka, Okla.—Bill Hoover. Granted CP for new AM on 1110 kc 5 kw, D. P. O. address: Box 301, Atoka, Okla. Estimated construction cost $42,151; first year operating cost $25,000; revenue $65,000. Principal: Bill Hoover. Mr. Hoover has 71.4% interest in Eastern Oklahoma Television Inc., licensee of KTEN(TV) Ada, and is president and general manager. Oklahoma Broadcasting Co., wholly owned by Eastern Oklahoma, is applicant for new FM’s in Ada, Tulsia, and The Village, all Oklahoma. Action Dec. 22.

Baton Rouge—Cason-Capitol City Communications Inc. 1500 kc 1 kw, DA, D. P. O. address: Box 750, Baton Rouge, 70812. Estimated construction cost $25,926; first year operating cost $2,926; revenue $29,926. Principals: John W. Harding, Gordon C. Ogden (each 25%). Action Dec. 22.

Applications

Baton Rouge—Cason-Capitol City Communications Inc. 1500 kc 1 kw, DA, D. P. O. address: Box 750, Baton Rouge, 70812. Estimated construction cost $25,926; first year operating cost $2,926; revenue $29,926. Principals: John W. Harding, Gordon C. Ogden (each 25%). Action Dec. 22.

Appraisers Financial Advisors

Negotiators For The Purchase And Sale Of Radio And TV Stations • CATV Appraisers • Financial Advisors

New York—60 East 42nd St., New York 17, N.Y. • MU 7-4242

West Coast—1357 Jewell Ave., Pacific Grove, Calif. • FR 5-3154

Washington—711 14th St., N.W., Washington, D.C. • DI 7-8531

Revolutionary new color system

See Sarkes Tarzian, Inc. at NAB

Symbol of Excellence

in Electronics

EDWIN TORNBERG & COMPANY, INC.

REVOLUTIONARY NEW COLOR SYSTEM

See Sarkes Tarzian, Inc. at NAB

Symbol of Excellence

in Electronics

BROADCASTING, January 3, 1968
<table>
<thead>
<tr>
<th>Name</th>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>JANSKY &amp; BAILEY</td>
<td>Consulting Engineers</td>
<td>2411 - 2419 M St., N.W.</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>GEORGE C. DAVIS</td>
<td>Consulting Engineers</td>
<td>3227 Mussey Bldg.</td>
<td>Sterling</td>
<td></td>
</tr>
<tr>
<td>COMMERCIAL RADIO</td>
<td>E. Ring &amp; Associates</td>
<td>1710 H St., N.W. 298-6850</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>K. &amp; KENNERED</td>
<td>Consulting Engineers</td>
<td>1302 18th St., N.W. Hudson 3-9000</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>GEO. P. ADAIR ENG. CO.</td>
<td>Consulting Engineers</td>
<td>901 20th St., N.W.</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>WALTER F. KEAN</td>
<td>Consulting Radio Engineers</td>
<td>19 E. Quincy St. Hickory 7-2401</td>
<td>Riverside</td>
<td></td>
</tr>
<tr>
<td>HAMMET &amp; EDISON</td>
<td>Consulting Radio Engineers</td>
<td>Box 68, International Airport</td>
<td>San Francisco</td>
<td></td>
</tr>
<tr>
<td>J. COHIN &amp; ASSOCIATES</td>
<td>Consulting Engineers</td>
<td>9th Floor, Securities Bldg.</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>CARL E. SMITH</td>
<td>Consulting Radio Engineers</td>
<td>6200 Snowville Road</td>
<td>Cleveland</td>
<td></td>
</tr>
<tr>
<td>VIR. N. JAMES</td>
<td>Consulting Radio Engineers</td>
<td>345 Colorado Blvd.</td>
<td>Denver</td>
<td></td>
</tr>
<tr>
<td>PETE JOHNSON</td>
<td>Consulting am-fm-tv Engineers &amp; Field Engineering</td>
<td>P.O. Box 4318</td>
<td>Charleston</td>
<td></td>
</tr>
<tr>
<td>MERL SAXON</td>
<td>Consulting Radio Engineer</td>
<td>622 Hawkins Street</td>
<td>Lufkin</td>
<td></td>
</tr>
<tr>
<td>WILLIAM B. CARR</td>
<td>Consulting Engineers</td>
<td>P.O. Box 13287</td>
<td>Fort Worth</td>
<td></td>
</tr>
<tr>
<td>E. HAROLD MUNN, JR.</td>
<td>Broadcast Engineering Consultant</td>
<td>Box 220</td>
<td>Coldwater</td>
<td></td>
</tr>
<tr>
<td>JOHN H. MULLANEY &amp;</td>
<td>Consulting Engineers</td>
<td>A Division of Multronics, Inc.</td>
<td>Los Angeles</td>
<td></td>
</tr>
<tr>
<td>E. E. BENHAM &amp;</td>
<td>Consulting Engineers</td>
<td>3141 California Blvd.</td>
<td>Cambridge</td>
<td></td>
</tr>
<tr>
<td>COMMERCIAL RADIO</td>
<td>Monitoring Co.</td>
<td>Precision Frequency Measurements</td>
<td>AM-FM-TV</td>
<td></td>
</tr>
<tr>
<td>CAMBRIDGE CRYSTALS</td>
<td>Precise Frequency Measuring Service</td>
<td>SPECIALISTS FOR AM-FM-TV</td>
<td>Cambridge</td>
<td></td>
</tr>
<tr>
<td>T. W. KIRKSEY</td>
<td>17 Years TV Engineering</td>
<td>445 Concord Ave.,</td>
<td>Minneapolis</td>
<td></td>
</tr>
</tbody>
</table>

**Service Directory**

**BROADCASTING, January 3, 1966**
Your cause that your bet. RECORD)

By letter, commission denied request by South County Broadcasting Co. to waive or grant construction permit to KOLE, Fort Arthur, Tex., to continue station's operation on new frequencies. Commissioner Cox abstained from voting. Action Dec. 22.

By memorandum opinion and order denied motion by Radio Southwest Inc. (KOLE), Port Arthur, Tex., to enlarge lease on property by proceeding on application of Gaspar Y. Yates to increase daytime power of KHIA, Tex., from 250 w to 1 kw, and granted latter's motion for leave to file supplemental pleading. Action Dec. 21.

By decision, commission denied application of Central Broadcasting Co. to increase daytime power of WLOB, Fort Arthur, Tex., from 1 kw to 5 kw, continued operation on 1270 kHz, 500 w-w, DA-N. In so doing, commission upheld in general its principle of initial denial to which action has been taken. Commission disposed of review board's decision which granted application. Chairman Henry not participating. Action Dec. 22.

New FM Stations

Actions by FCC

Ft. Worth, Tex.—Commission granted CP to increase nighttime power of WXYZ for new FM on 90.3 mc, channel 258, 50 kw. Ant. height above average terrain 425 feet. P.O. address Box 111, Ft. Worth, Tex. Estimated construction cost $34,600; first year operating cost $31,500; revenue $13,100. Principals: Frederick A. Davis (51%), Sandra Davis (15%), Robert Steed (32*) and J. D. H. Shockey (10%).

Hyannis, Mass.—Charter Broadcasting Corp. of Massachusetts, Granted CP for new FM on 90.3 mc, channel 258, 50 kw. Ant. height above average terrain 122 feet. P.O. address Paul Bunyan Building, Traverse City, Mich. Estimated construction cost $9,964; first year operating cost $1,500; revenue $5,000. Principals: Les Blederman (52%), Bruce Mc-Clay (15%), William Kiker (18.25%) and Fred Zierler (10%).

Alpena Mich.—Midwest Broadcasting Co. Granted CP for new FM on 90.3 mc, channel 258, 5 kw. Ant. height above average terrain 122 feet. P.O. address 42 Longmeadow Road, Alpena, Mich. Estimated construction cost $23,500; first year operating cost $22,000; revenue $5,000. Principals: Edward T. Sullivan, Frederick M. Sullivan, Barbara Cusic (each 25%), Mr. Cusic is remote TV director of Boston Gardens, Boston. Action Dec. 22.

Carlos Gonzalez, Ill.—Illinois Broadcasting Co. Granted CP for new FM on 101.7 mc, channel 258, 5 kw. Ant. height above average terrain 122 feet. P.O. address 351 W. Madison, Chicago, Ill. Estimated construction cost $23,440; first year operating cost $1,000; revenue $5,000. Principals: Carlos Gonzalez (80%) and Ronald F. Allard (10%).

“...you bet. Sick? I sure was.

“My doctor spotted it during a routine check-up: I had cancer.

“That was five years ago. And I've got it licked. Because that checkup gave us time. Time to fight back—and win.”

Could be worth your life.

American Cancer Society

136 (FOR THE RECORD)

BROADCASTING, January 3, 1966

Mrs. Ralph P. La., Racine, Calif. Granted assign-}


Mrs. Ralph P. La., Racine, Calif. Granted assign-}


Mrs. Ralph P. La., Racine, Calif. Granted assign-
RADIO

Help Wanted—Management

Manager-salesman-newman for branch station, midwest. Good credit and personal record required. Creative, aggressive worker wanted with sales and promotion experience. Prefer man with family responsibilities. Salary negotiable. Excellent incentive plan based on results. Future unlimited for a producer. Send complete resume, Box M-195, BROADCASTING.

We're growing Broadcasting. Own and sell. Base net manager's income as high as $30,000. Stable man, top salesmen wanted. Send resume and salary requirements to Box M-294, BROADCASTING.

Aggressive, skilled and experienced radio technician wanted. Must have experience in all phases of radio service and repair. Must have at least 2 years' experience. $250+ per month minimum. Box M-196, BROADCASTING.

Permanent sales position for an experienced, stable man who would like to live in a beautiful growing city—gateway to Kings and Sequoia National Parks: mild, dry climate; best of school facilities including football and baseball teams; nearby mountains. Send resume to: WNSB, 405 Main Street, Woodruff, WI 54568.

Management opportunity for a qualified professional with background in advertising. Excellent opportunity to increase personal income as well as overall profitability. Should be aggressive and dynamic. Located in the Heart of the Midwest. Send resume, Box M-197, BROADCASTING.

Aggressive northern Virginia radio station looking for experienced announcers. One should be a combo man with 1st phone. No maintenance required. Plenty of chance for advancement: this is a multiple ownership operation. If you have background in radio, we're interested. Are you? These are immediate openings. Send resume to Box M-234, BROADCASTING.

Aggressive, skilled and highly motivated announcer wanted for top progressive station in Central Illinois. Must have good voice, not over 29 years of age, with excellent showmanship and sales ability. Box M-200, BROADCASTING.

Opportunity to announce a new AM radio station at Wagoner, Oklahoma. Send resume, Box M-201, BROADCASTING.

Sales—(Cont'd)

Help Wanted—Management

Manager-salesman-newman for branch station, midwest. Good credit and personal record required. Creative, aggressive worker wanted with sales and promotion experience. Prefer man with family responsibilities. Salary negotiable. Excellent incentive plan based on results. Future unlimited for a producer. Send complete resume, Box M-195, BROADCASTING.

We're growing Broadcasting. Own and sell. Base net manager's income as high as $30,000. Stable man, top salesmen wanted. Send resume and salary requirements to Box M-294, BROADCASTING.

Aggressive, skilled and experienced radio technician wanted. Must have experience in all phases of radio service and repair. Must have at least 2 years' experience. $250+ per month minimum. Box M-196, BROADCASTING.

Permanent sales position for an experienced, stable man who would like to live in a beautiful growing city—gateway to Kings and Sequoia National Parks: mild, dry climate; best of school facilities including football and baseball teams; nearby mountains. Send resume to: WNSB, 405 Main Street, Woodruff, WI 54568.

Management opportunity for a qualified professional with background in advertising. Excellent opportunity to increase personal income as well as overall profitability. Should be aggressive and dynamic. Located in the Heart of the Midwest. Send resume, Box M-197, BROADCASTING.

Aggressive northern Virginia radio station looking for experienced announcers. One should be a combo man with 1st phone. No maintenance required. Plenty of chance for advancement: this is a multiple ownership operation. If you have background in radio, we're interested. Are you? These are immediate openings. Send resume to Box M-234, BROADCASTING.

Aggressive northern Virginia radio station looking for experienced announcers. One should be a combo man with 1st phone. No maintenance required. Plenty of chance for advancement: this is a multiple ownership operation. If you have background in radio, we're interested. Are you? These are immediate openings. Send resume to Box M-234, BROADCASTING.

Sales—(Cont'd)

Help Wanted—Management

Manager-salesman-newman for branch station, midwest. Good credit and personal record required. Creative, aggressive worker wanted with sales and promotion experience. Prefer man with family responsibilities. Salary negotiable. Excellent incentive plan based on results. Future unlimited for a producer. Send complete resume, Box M-195, BROADCASTING.

We're growing Broadcasting. Own and sell. Base net manager's income as high as $30,000. Stable man, top salesmen wanted. Send resume and salary requirements to Box M-294, BROADCASTING.

Aggressive, skilled and highly motivated announcer wanted for top progressive station in Central Illinois. Must have good voice, not over 29 years of age, with excellent showmanship and sales ability. Box M-200, BROADCASTING.

Opportunity to announce a new AM radio station at Wagoner, Oklahoma. Send resume, Box M-201, BROADCASTING.
Announcers—(cont'd)

Bright, middle of road station located in eastern CA, has opening for experienced, stable, married announcer. Send complete resume, snapshot, and tape to Jack Sandstrom, 120 Sharon, Pa.

Swinging, rocking, top 40 style, Rhythm and Blues announcer needed by The OK Group, America's top rated group. Must have experience to run morning show with tight board, adlib and do quality newscast. Top pay, medical, hospitalization. Send tape showing style, ability, photograph and recent job history. The OK Group, 500 Battery Park, New York 4, N.Y.

Professionally-trained personnel needed—now! Save time, money! Study at home, conversational, naturally, personally, reveal highly-effective announcing, authoritative newscasting, relaxation techniques; Personalized, taped consultation—coaching. Immediate opening for engineer-announcer. Must be able to produce copy that is unique with ideas that sell. Many production aids and 2 commercial libraries available. Top pay is waiting for person with fresh, clever ideas who likes to write. For information about station and city see ad below.

M -201, Box 180, Medford, Patchogue, New York 11772.

Technical

Immediate opening for engineer-announcer at 5 kilowatt. Address reply to Box M-223, BROADCASTING.

First class technical men wanted for Eastern AP, private CATV growth opportunity with a solid future. Liberal fringe benefits. Box A-44, BROADCASTING.

1st class, experienced engineer for 5 kilowatt station on east coast. Requires FM-FM. Write in detailed list letter giving education, employment record. Include references which will be checked. Box A-142, BROADCASTING.

Studio technician. Operations/ maintenance. Contact Bob Laitham, KTVV, 645 Park Avenue, San Jose, California.

Have immediate opening for chief engineer- announcer at 25 kw daytimer. Top salary plus fringe for reliable family man with 5 years experience. Top pay for anyone who can run smooth board and do preventive maintenance. Moderate work schedule, non-directional middle-road operation. Fine equipment, beautiful studios and pleasant associates in small agricultural town. If you desire permanence with a prestige organization, send photo, tape, character and work references, personal data and experience resume, and salary requirements. Box E-74, BROADCASTING.

FM manager, with production and sales team. 54 years cumulative experience. Grossing $1000,000 a year. Box M-26, BROADCASTING.

Manager-sales manager for small-medium station. Fifteen years experience local and regional direct time sales and station manager. Thorough knowledge of station operation. Highest industry reference. Box A-38, BROADCASTING.

Radio

FM manager, with track record. Managing now or capable of top opportunity. Inquire. Multiple group. Box A-48, BROADCASTING.

Making $9000, six-station market. Desires larger rate card, long-range future, college degree, seven years experience, announcing, production. Box A-58, BROADCASTING.

12 years experience—announcing, sales & sports. Will invest. Employed southeast. Box A-60, BROADCASTING.

Sales

Baltimore—Salesman with track record. Managing now or capable of top opportunity. Inquire. Multiple group. Box A-48, BROADCASTING.

Making $9000, six-station market. Desires larger rate card, long-range future, college degree, seven years experience, announcing, production. Box A-58, BROADCASTING.

12 years experience—announcing, sales & sports. Will invest. Employed southeast. Box A-60, BROADCASTING.

Announcers

Beginner, trained by top professionals in area, broad market, small station experience. Box M-201, BROADCASTING.


Top 40 screamer. Young voice. Nine months experience, college. Wants to make good, build ratings. Box A-2, BROADCASTING.

Announcer with first class ticket seeks position in west coast or southcoast part of U. S. Has adventuresome spirit and gift of gab. Send reply to Box A-3, BROADCASTING.

DJ, tight board, good news, strong commercials, experienced, happy sound. Box A-7, BROADCASTING.

Announcers—(cont'd)

Announcer, salesperson, copywriter, college graduate, with experience . . . wants a 3-4 kilowatt board to run, sell, write copy for, and produce, at a top 40 or country & western. Salary and expenses will be generous. Minimum salary requirements: $125 weekly plus $200 for each spot. Prefer south. Box A-6, BROADCASTING.

Young Negro dj, 1 1/2 years experience, news, happy, smooth sound. Box A-8, BROADCASTING.

Dj—announcer—newscaster—beginner well trained, tight board, will relocate. Box A-22, BROADCASTING.

Fast pace disc jockey. Not a floater, married, 3rd phone with endorse. Box A-18, BROADCASTING.

16 years experience. All phases radio including, sales, announce, play-by-play, news. Top rated children's television show. Television sports. On camera sports radio and or television. Box A-50, BROADCASTING.


Tight experience, third, college, Reliable, good worker. Box A-9, BROADCASTING.

Dj—wants top 40. Two years middle of road experience. Prefer southeast. Box A-35, BROADCASTING.

Metro market good music morning man-pd. We need a real humor, excellent personality, 3 years experience. Box A-31, BROADCASTING.

Employed first phone announcer, (East coast) vet, single, 28, 3 years experience. Middle of road, big band, only. $50 minimum. Box A-32, BROADCASTING.

Announcer: 17 years experience, PD or newsmen. Box A-34, BROADCASTING.


Radio school grad-good dj-news, versatile, dependable, any format. Box A-38, BROADCASTING.

Evening type, sensitive sounding adult jock, 4 years announcing and production experience. All military completed. Would like to settle in California medium market. 27 years old; single and stable. Enjoy doing excellent on station's third phone. Currently employed. Box A-42, BROADCASTING.

Announcer—1st phone—experienced, prefer top 40. Reference. Box A-49, BROADCASTING.

Announcer/newscaster—third phone authority, excellent decorum, married, wants to settle. Box A-81, BROADCASTING.

Good news commercials—dj—dilligent—mature—3rd endorsed. Available January 15, Box A-85, BROADCASTING.

Dj-newscaster lively sound beginner R & B specialty. 3rd phone. Box A-85, BROADCASTING.

Sharp announcer, smooth dj, experienced, fantastic, top 40 or country. Sales background. Box A-64, BROADCASTING.

Dj-announcer—first phone—22—single—miltary completed—good top 40 or adult straight man. 314-866-9534.

Biff Collie's Corner daily automated country show, 25 cycle cue tones in. Seven two hour shows $600. For more information write 1041 Pine Ave., Long Beach, California. 90804.

Third phone, endorsement. D. J. announcer, newscaster, Broadcaster, College graduate seeking first position. Married, will relocate. Call Johnson after six. 312-638-4697.

BROADCASTING, January 3, 1966

139
Technical
First phone, 12 years experience, directional, no announcing, prefer Texas, Oklahoma, Arkansas. Employed. Box A-16, BROADCASTING.

1st phone man, years amateur experience, seeks part time work broadcast field. Long Island or New York City area. 512-538-6033 or Box A-25, BROADCASTING.

Chief engineer—Experienced air-fm construction, maintenance, directionals. Proofs to 50 kw. Box A-48, BROADCASTING.

News
Ambitious newcomer with five years experience seeks position to move up to larger market in east. Love getting out and covering stories. Also strong on airwriting and writing. Presently news director, medium-sized station. College graduate, good reference. Will send speedy reply to stations interested in finding a versatile, experienced broadcast journalist. Box A-9, BROADCASTING.

Production—Programming, Others
Program director: Good one-complete background seeking education as medium market swinger. Box M-194, BROADCASTING.

Help! Sales Promotion manager of large firm wants back in radio. Program director position in west coast market preferred. Experienced-excellent references. Write Box M-212, BROADCASTING.

Versatile, young(ish) radio vet seeks responsible position—regional sales comp- camp. Programming, production and writing abilities. Will work in any capacity—presentation. Box A-39, BROADCASTING.

TELEVISION—Help Wanted
Management
We're looking for a young aggressive sales manager who has the ability to manage a team while maintaining a positive attitude. Our company offers a competitive salary and benefits. Send complete resume to Chief Engineer, 1100 Fm 265, Round Rock, Texas.

Sales
We want to add a hard working, creative sales associate to our team. The entire sales staff works to produce sales. Prosperous, three station cluster, set up to be aggressive and creative selling. Salary plus commission. Should earn five figures and other benefits. Salary to good, aggressive, hard worker. Box M-3, BROADCASTING.

Engineer-sales. Two salesmen, with technical background to sell CCTV and TV broadcast equipment. Locate in Wisconsin or Iowa-Nebraska area. Box M-221, BROADCASTING.

Technical
TV Technician with 1st phone for small but expanding eastern market. Outstanding career in TV experience in scenic vacation area. Box M-125, BROADCASTING.

Wanted: Asst. chief engineer for small market TV station in Pacific northwest. Young man with ability and some experience or veteran with lots of experience. Salary commensurate with background. Pension plan and guaranteed annual raises. Community approximately 60,000. Good schools. Good fishing and hunting. Ideal place to raise a family. Box M-141, BROADCASTING.

Experienced chief engineer needed for up- scale New York area station. Design, install and operate complete CCTV system. First class FCC license required. Degree desirable, Salary excellent. Contact Box M-160, BROADCASTING.

Technical—(Cont'd)
First class studio engineer TV background needed for modern midwest station. Send complete resume to Box M-220, BROADCASTING.

Leading group network station in southern California seeks young engineer well experienced in tape and film projection. First class FCC required. Working conditions and benefits. Send replies in confidence to Box A-6, BROADCASTING.

Assistant chief engineer for midwestern VHF, FM and field experience with TV transmitters, prods, VHF, color, strong on maintenance and supervision. Salary commensurate with background. Pension, excellent opportunities. Box A-50, BROADCASTING.

Engineer-video switcher. First phone required. Announcing, helping staff. Send resume and chain and VTR's are a part of this modern go-for-broke operation. Contact KULR-TV, 605-382-6676, P.O. Box 2512, Billings, Montana.

Experienced 1st class radio-TV engineer for NBC affiliate. Box M-418, BROADCASTING.

Leading group network station in southern California seeks young engineer well experienced in tape and film projection. First class FCC required. Working conditions and benefits. Send replies in confidence to Box A-45, BROADCASTING.

Assistant chief engineer for midwestern VHF, FM and field experience with TV transmitters, prods, VHF, color, strong on maintenance and supervision. Salary commensurate with background. Pension, excellent opportunities. Box A-50, BROADCASTING.

Engineer-video switcher. First phone required. Announcing, helping staff. Send resume and chain and VTR's are a part of this modern go-for-broke operation. Contact KULR-TV, 605-382-6676, P.O. Box 2512, Billings, Montana.

Experienced 1st class radio-TV engineer for NBC affiliate. Box M-418, BROADCASTING.

Production—Programming, Others
Production manager—experienced, college, some management. Need imaginative, creative, self-starter, VTR's, Rocky Mountain station owners. Salary open. Box M-148, BROADCASTING.

Opportunity for creative commercial copywriter with NBC affiliate. Box M-204, BROADCASTING.

Wanted: Creative TV producer-director with at least five (5) years experience. Major group station experience is preferred. Excellent opportunity for directing with ability plus experience. Box A-9, BROADCASTING.

Production—Programming, Others
Continued
Producer-director opening. Major market. ETV station. Directing experience required. Station producing for local and national distribution. State qualifications, experience and salary required. Prefer western midwest location. Box A-37, BROADCASTING.

Commercial photographer for dominant VHF, FM and cable market. Desires creative, experienced, imaginative individual to fill position. First letter. Apply to Production Manager, WJBF-TV, Augusta, Georgia.

TV camera man and projectionist for expanding northwest network. One year studio experience opportunities to step up from smaller market. Write: John H. Edris, KOLN-TV, Box II. Green Bay, Wisconsin.

Promotion manager needed by aggressive midwest NBC affiliate. You are an experienced promotion manager or assistant promotion manager. Send complete resume, photo and radio requirements to Mr. Gene Denart, general sales manager, WTVO, Rockford, Illinois.

Situation Wanted
Announcers

NEWS
Experienced news reporter-photographer seeks an air radio-TV market. Thorough knowledge and experience in reporting, writing, news film production. Commercial, documentary and on camera work. College graduate. Replies to be immediately. Box A-58, BROADCASTING.

Production—Programming, Others
Producer-director presently employed. 12 years experience. ETV. Desires creative, challenging position with responsibility and advancement. Interested, B. A. Box A-27, BROADCASTING.

News photographer-heavy photo background. Desires production manager-director of photography capability. Box A-28, BROADCASTING.

Creative producer-director - writer - editor. Live, tape or film. Experienced documentarian in public affairs. Box A-56, BROADCASTING.


WANTED TO BUY
Equipment
Wanted, RCA 25 kw M 190851. Any low channel side bands filter. Box A-43, BROADCASTING.

We need used 250, 500 kw & 10 kw AM transmitters, no junk. Broadcast Electronics Co., 1314 Tiuride St., Laredo, Texas 78040.

Auricon or other 16mm professional magnetic sound on film camera with 400 to 1200 foot, capacity. Kordak-16, 1200 W St., Lincoln, Nebraska. Phone 424-5821.

FOR SALE
Equipment
For sale, RCA type TTV 1B UHF television transmitter. Immediate delivery "as is" hays. Presently tuned out 30, 6 weeks delivery if tuned to your channel and reconditioned. Box K-08, BROADCASTING.

Need equipment? Get our listings, Broadcast Equipment and Supply Co., Box 3141. Bristol, Tennessee.
FOR SALE—Equipment

Continued

Television—radio transmitters, monitors, tubes, microwave cameras, audio, electronics, 460 Columbus Ave. N.Y.C.

Commercial Crystal and new or reconditioned voice and 4-inch mounting brackets and 1750 $125.00 complete. Tuned to 500 $57.50 contact, W. Electric Co., 415-835-3577, 24th & Willow Streets, Oakland, Calif.

Write, Call or wire about information covering trade-in used tape cartridge equipment of all makes. Empire Electronic Corporation, Box 8725, Sacramento, California. 95823, 916-421-3070.

We will rebuild and warrant your ITA FM exciter, $10.75. Sale price $6.00 with factory warranty. Contact TV Order Department, Dage-Zoll Corporation, 480 Sheridan Avenue, Michigan City, Indiana. Phone 219-842-9555. Wilmington Electronics. 1357 W. MacDade Blvd., Woodlyn, Pa. 215-874-5236.


Rebuild ITA 10 watt FM exciters, warranted as new to meet latest specifications. $125 with trade-in or $665 straight sale. Wilmington Electronics. 1357 W. MacDade Blvd., Woodlyn, Pa. 215-874-5236.

QRS sixteen inch turntable, fety motor, with sixteen inch flying arm. $57.71. KLP, Fowl, California.


Amplex authorized repair center. Repair and rebuild all Ampex professional equipment. Includes forty-eight hour service on most repairs. All work guaranteed free estimate. New and used equipment for sale. Ampex, 8084 N. Figueroa St., Los Angeles, Calif. 90039.

Relax Coaxial cable. HJS-50 type, new $9.95, FOB E.E.E., P.O. Box 2295, La Mesa, California.

MISCELLANEOUS

19,000 Professional Comedy Lines! Topical laugh services featuring comedy introductions. Free catalog. Grenn Comedy, Box 1487, E.E.E., P.O. Box 400, New York, N.Y.

Add 30% to your billing . . . with weekly ideas from the Brainstorm. Each issue contains 13 saleable ideas. $2.00 per week. Extra volume, $1.00 per year. Send address to Box 875, Lubbock, Texas.

“DERJAY MANUAL”—A collection of DJ comedy lines, bits, breaks, adlibs, thoughts. $2.00. See our free “Broadcast Comedy Catalog—Show Biz Comedy Service, 1735 E. 86th St., Los Angeles, Calif. 90036.

DERJAYS! 1,400 classified comedy lines. $1.00 Comedy catalogue free, Ed Orrin, 8224 Gentry, No. Hollywood, Calif. 91609.


BROADCASTING, January 3, 1966

INSTRUCTIONS


Be prepared. First class FCC license in six weeks. Top quality theory and laboratory training. Elkins Radio License School of New Orleans—335 South Harrison, New Orleans, Louisiana.

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, Ill., 60604.

Announcing, programming, console operation. Twelve weeks practical terminal training. Finest, most modern equipment available. G.I. approved. Request free brochure. Elkins Radio License School. 2603 Inwood Road, Dallas, Texas.

The masters, Elkins Radio License School of Minneapolis offers the unmatched success of the Armstrong Laboratory and Theory Classes in preparation for the First Class FCC license. Elkins Radio License School, 4119 East Lake Street, Minneapolis, Minnesota.

Since 1946, Original course for FCC first class operator license in six weeks. Over 220 hours instruction and over 300 hours untimed instruction. Reservations required. Enrolling now for class starting January 4, Memorial Day, reservations and information, write William B. Ogden Radio Operational Engineering School, 1159 West Olive Ave., Burbank, California.

America’s pioneer, 1st in announcing since 1924. National Academy of Broadcasting, 114 S. H St., N.W., Washington, D. C.

“IT’S REI and Here’s Why!” First phone license in (3) weeks—and we guarantee it. Tuition only $955. Rooms $4-$5 per day. Classes begin every week in beautiful Sarasota by the sea, on Jan. 3—Feb. 7—Mar. 1—April 5—May 23—June 27. Call or write Radio Engineering Institute, 1338 Main St., Sarasota, Fla.

Anouncing, programing, first phone, all phases electronics. Thorough, intensive practical training and results proved many times. Free placement service. Address the above.


F.C.C. First Phone in 8 weeks plus 300 hours theory and practical application. Next class Jan. 18. Licenses guaranteed. Free placement service. Florida Institute of Electronics, 5015 Main St., Wierston, Va.

RADIO

Help Wanted—Announcers

A MID-MORNING AND A TRAFFIC D.J.

Mature—bright—high adult and teen-age appeal. Ready to move up to a major market in Southern California. Send tape, picture, resume, and commercial requirements. Box A-33, BROADCASTING.

SALES

SALES ENGINEER

BROADCAST EQUIPMENT

Profitable, growth-minded company, leader in broadcast equipment field, located in the Midwest has immediate opening for sales engineer to travel and sell technical equipment primarily to AM, FM and TV stations in exclusive territory. Requires good knowledge of broadcast equipment. Must be sales minded, self starter. BSEE or equivalent and minimum three years in field of radio broadcasting. Excellent salary plus commission. Travel expenses paid. Complete company benefits. Equal opportunity employer. Send resume to Box A-82, BROADCASTING.

Production—Programming, Others

RADIO PROMOTION MAN

Leading eastern market. Versatile, experienced audience and sales promotion, aggressive station with opportunities for outstanding man. Confidential.

BOX A-16, BROADCASTING

OUTSTANDING PROGRAM DIRECTOR-AIR PERSONALITY

Five figure salary and the responsibilities that go with it to the right man. A man of experience, integrity, and leadership abilities. One of America’s oldest stations, state capital, 5 kw group station. Rush resume, air check and salary requirements to Gene Milner, President, Whitehall Stations, Box 600, Flint, Michigan

TELEVISION

Help Wanted Management

STATION MANAGER


BOX A-61, BROADCASTING
Announcers

**TV TELEPHONE TALK SHOW WANTED**

Top telephone talker for top 5 television market. Radio or tv telephone talkers: Have you been looking for a big show in a big market? If you can show us great ratings, great personality and a great track record as a telephone talker, we want to talk to you. Send audio or video tape, picture and resume to BOX A-65, BROADCASTING.

Technical

Want to get into color? We've been full color for 4½ years! We need technicians who are interested in working at a modern all-color station. There are no state licenses, fee requirements or payments to be made to a third party in connection with this position. Contact the Chief Engineer, KSPF-TV, 5415 University Avenue, St. Paul, Minn. or call collect 612-646-2724.

Production—Programming, Others

**COPYWRITER TV STATION**

We need a bright "lives copy" creative sort of man or woman to be Continuity Director at our all color Philadelphia station.

We think experience in station or agency is essential. Lots of growth opportunity — this job creates the department.

Please send what you think should be sent to our headquarters in California.

Write: L. William White
Director of Personnel
Kaiser Broadcasting Corp.
300 Lakeside Drive
Oakland, California 94604

Kaiser Broadcasting
An equal opportunity employer.

**EXECUTIVE AVAILABLE**

One of our top executives is available due to reorganization, for a one to two year period.

This outstanding man is experienced in all phases of radio operation and management; is an excellent salesman. He is particularly well qualified to build up your station-sales-staff-profits, as manager or commercial manager.

BOX A-57, BROADCASTING

Production—Programming, Others

**PROMOTION MAN**

Top eastern tv station wants real pro, aggressive, creative in audience & sales promotion. Station believes in promotion. Will provide tools and opportunity. Replies strictly confidential.

BOX A-15, BROADCASTING

**WANTED TO BUY**

Stations

Responsible Radio-Television man wishes to buy a midwestern AM station or/and UHF television station or construction permit. Please give particulars. You have my confidence.

Box A-22, BROADCASTING.

**EMPLOYMENT SERVICE**

**c b i**

**PLACEMENTS**

Stations and Applicants use our service with confidence
1815 California St., (303) 292-3730
Denver, Colorado 80202

**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, on-air talent, etc. We have immediate job openings listed with us by stations, packagers, Ad 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
120 E. Robertson Blvd., Beverly Hills, Calif.
Telephone 0L-14881

**INSTRUCTIONS**

LEARN MORE EARN MORE
Television Camera Operation
Production & Directing
DON MARTIN SCHOOL
OF RADIO & TV
1653 N. Cherokee
HO-2-3218
Hollywood, Calif. 90028

**FOR SALE**

**STAND-BY POWER**

3 KW to 100 KW
Reconditioned government generators. Gasoline and diesel powered. For lowest prices and details write:
M. BERGER CO.
1816 Locust St.
Philadelphia, Pa. 19121

**FOR SALE**

Stations

**FLORIDA**

Valuable Property
250 watt fulltimer (licensed for 1 kw) in central Florida—$65,000.
Contact owner:
Box A-73, BROADCASTING

5 KW BARGAIN IN TOP 100 CITIES

This one will amortize and show good return at our price. Unusual offer as firm needs cash for another deal. Airmail brief note from your banker indication substantial resources and we'll rush full details.

Box A-46, BROADCASTING.

**EAST**

Daytimer specialized programming. $50,000 yearly cash flow. Same ownership 15 years. Over one-half million retail trading area. Asking $400,000.

LaRue Media Brokers Inc.
664 Madison Avenue
New York, N.Y.

TE 2-9362

BROADCASTING, January 3, 1966
Interim operation shall terminate upon grant of program authority to winning applicant or upon other decision in regular hearing proceeding. It is further conditioned that within 30 days any other applicant in proceeding may be party on equal terms and conditions with interim grantee, and within same period Radio Thirteen-McMinnville may apply for modification of program authority if it should obtain agreement for use of existing facilities of XWCL, which would not require purchase from Radio McMinnville by winning applicant when interim operation is terminated.

Commissioner Bartmess issued and issued statement; Commissioner Loewinger issued separate opinion concurring in part with opinion of Commissioner Barkey; Commissioner Wadsworth concurred with Commissioner Loewinger's opinion. Action Dec. 22.

Routine Roundup

Actions on Motions

By Commission

■ Commission on Dec. 22 granted petition by National Association of Educational Broadcasters to extend time from Dec. 15 to Jan. 7, 1966, to file comments and from Jan. 5, 1966, to Feb. 1, 1966, for replies to further notice of proposed rulemaking concerning proposal to utilize channels 70-72 for community TV's.

By Office of Opinions and Review

■ In responses to applications Saul M. Miller and A-C Broadcasters for new AM's in Kutztown and Annville-Chesla, both Pennsylvania, respectively, granted by Mr. Miller to extend time to Dec. 30 for filing application for review of review board's action of Nov. 22, which, among other things, denied his petition for reconsideration of decision and for reopening of record. Action Dec. 22.

■ In proceeding on applications Saul M. Miller and A-C Broadcasters for new AM's in Kutztown and Annville-Chesle, Pa., respectively, granted motion by Mr. Miller to extend time to Dec. 30 for filing application for review of review board's action of Nov. 22, which, among other things, denied his petition for reconsideration of decision and for reopening of record. Action Dec. 22.

■ Granted petition by Board Examiner Thomas H. Donahue for new FM station in Demopolis, Ala., but dismissed petition with prejudice, and for withdrawal of application for approval, of agreement. Action Dec. 20.

By Hearing Examiner Charles J. Frederick


■ Granted petition by Broadcast Bureau to extend time from Dec. 13 to Jan. 3, 1966, to file proposed findings and conclusions in proceeding on applications for new FM's in Manchester, Ky., and Schedule 19, 1964, to file findings of additional issues. Action Dec. 22.

By Hearing Examiner Millard F. French

■ Granted petition by Bigbee Broadcasting Co., Inc., for new AM in Demopolis, Ala., but dismissed petition with prejudice, and for withdrawal of application for approval, of agreement. Action Dec. 20.

By Hearing Examiner William W. Gearhart

■ Granted petition by Smiles of Virginia Inc. and Interstate Broadcasting Co., for new FM's in Petersburg, Va., granted by Smiles petition by Bigbee Broadcasting Co. for new FM's in Petersburg, Va., granted by Smiles to extend time to Jan. 5, 1966, to file proposed findings in proceeding on its application to increase ERP from 25 kw to 50 kw and specify vertical polarization as well as horizontal polarization. Action Dec. 22.

■ Granted motion by Farragut Television Corp. to extend time from Dec. 21 to Jan. 10, 1966, to file proposed findings in proceeding on its application and that of WEHR Inc. for new TV's to operate on channel 29 in Buffalo, N. Y. Action Dec. 22.

■ Granted motion by Farragut Television Corp. to extend time from Dec. 21 to Jan. 10, 1966, to file proposed findings in proceeding on its application and that of WEHR Inc. for new TV's to operate on channel 29 in Buffalo, N. Y. Action Dec. 22.

■ Granted petition by Broadcast Bureau to extend time from Dec. 13 to Jan. 3, 1966, to file proposed findings and conclusions in proceeding on applications for new FM's in Manchester, Ky., and Schedule 19, 1964, to file findings of additional issues. Action Dec. 22.

■ Granted motion by Farragut Television Corp. to extend time from Dec. 21 to Jan. 10, 1966, to file proposed findings in proceeding on its application and that of WEHR Inc. for new TV's to operate on channel 29 in Buffalo, N. Y. Action Dec. 22.
COMMUNITY ANTENNA FRANCHISE ACTIVITIES

The following are activities in community antenna television reported to the Federal Communications Commission through Dec. 27. The reports include applications for permission to install and operate CATV's and for expansion of existing CATV's into new areas as well as grants of CATV franchises and sales of existing installations.

- Grants a franchise has been granted.
- Indicates a franchise has been granted.

Glenview, Ill.—H. H. Hanlon of Kenilworth, Ill., has applied for a 20-year franchise and $5 monthly service fee. The offer the city 39% of the gross revenues.
- Grants a franchise has been granted.
- Indicates a franchise has been granted.

- Monroe County, Ind.—Monroe All-Channel Television Co., Inc., has applied for a franchise.
- Indicates a franchise has been granted.

- Woodstock, Tex.—Woodstock Franchise Co. has been granted a franchise.

- Suwanee City, Tex.—Suwanee CO-OP has been granted a franchise.

- Woodstock, Va.—Shenandoah Telephone Co. has been granted a franchise.

- Shohomish, Wash.—Shohomish Communications Inc. has been granted a franchise.

- Phillips, Wis.—Bay TV Inc. has been granted a franchise.

- Grants a franchise has been granted.
- Indicates a franchise has been granted.
FOR almost seven years, the "one-man" crusader for color television was a bright, lively and attractive young woman named Nancy M. Salkin.

Mrs. Salkin was the lone evangelist of color television for all those years in her capacity (under various titles) as head of corporate color information at NBC. Not too many people seemed to be listening carefully for a large portion of this time. This was a television era in which black and white were the dominant hues.

A year after she joined NBC in 1957, Mrs. Salkin was assigned to be listening at NBC.

...through their pioneering... and to be diligently trying to... a large brownstone... was assigned to be... to the road to espouse the values of color.

"I'm sure people were listening though at times it wasn't readily apparent," she observed. "It was a slow educational process, and I enjoyed every minute of it."

No Longer Alone - Today, Mrs. Salkin is no longer the "one-man" missionary for color TV. Everybody is getting into the act. Since last summer, color has become the most overworked word in television's lexicon.

"And now my job is changing almost overnight," she remarked. "In the past, I was promoting color as an institution. Now my job will be to promote NBC color. I'm certain that the long background I have acquired in color will be valuable now that the situation has become competitive."

NBC's motive in employing Mrs. Salkin as the resident expert on color was, of course, not a disinterested one. RCA, NBC's parent company, has been producing color sets and broadcast equipment for more than a decade. Both NBC and RCA were aware that someday a color breakthrough or "slipthrough" would emerge. They were anxious to accelerate this movement and be prepared to consolidate the leadership positions they had attained through their pioneering efforts in color.

In Mrs. Salkin, NBC had an apt spokeswoman. She is personable, articulate and intelligent and had a background in research and presentation writing before embarking on her color duties.

She spread the gospel on the color frontier

She is light-hearted about her academic accomplishments (BA degree from Smith College "magna cum laude" and Phi Beta Kappa) and pokes fun at herself for what she calls a "poor memory."

She couldn't remember certain dates and events in her life and career, and gaily explained: "I'm good at remembering things I'm concerned with at a particular time. Right now I can remember a lot about color television."

Mrs. Salkin recalled with a grin that she began in TV "right at the bottom." Her first job, she said, was to "put together selenium rectifiers" in a tube plant in Massachusetts.

WEEK'S PROFILE

Mrs. Nancy Mazur Salkin - Director of corporate color information, NBC; b. May 11, 1930, New York City, BA in sociology, Smith College, Northampton, Mass., 1951; Radcliffe Management Training College, Cambridge, Mass., 1951-52; estimator, researcher, writer, ABC, 1952-57; presentation writer, NBC corporate planning, 1957-58; coordinator of corporate color information, NBC, 1958; administrator of corporate color information, 1960; director of corporate color information, 1965; Herbert Salkin, 1957; son - Jeffrey, 7; member - American Women in Radio & Television; Academy of Television Arts and Sciences; Phi Beta Kappa; hobbies - cooking, swimming and writing hopes to write a book on women some day.

This was not an unusual assignment for a Smith graduate who had enrolled for a year of post-graduate study at the Radcliffe Management Training College. Students were given various field jobs and her first on-the-job training was in the tube factory.

"I had no idea of going into television," she recounted, "but I enjoyed the assignment. But my next field led to a career in television."

For another month, Radcliffe sent her to ABC in New York. Her superiors there were impressed with her qualifications and enthusiasm and offered her a full-time post with the network when she completed Radcliffe in 1952.

She began at ABC as an estimator in the traffic department, was advanced shortly to research and moved on to presentation writing. In 1957, she joined NBC as a writer in the corporate planning department.

Challenge In 1958 - She couldn't remember precisely the circumstances that prompted NBC to name her coordinator of color information in 1958. But she is grateful to the network for the "challenging job" and for another reason.

"It was while I was in corporate planning that I met the man who became my husband," she said. Her husband is Herbert Salkin, a free-lance commercial artist, who was involved in a project with NBC at the time of their first meeting in 1957. They were married shortly thereafter.

Mrs. Salkin combines a career with a family life. The Salkins have a son, Jeffrey, now 7, and live in Manhattan in a brownstone house. Though dedicated to television, Mrs. Salkin made it clear that she would give up her career if it interfered with making a home for her family.

Over the past two years, Mrs. Salkin has compiled a special mailing list of 1,200 executives at stations, advertising agencies and business firms. They receive from her periodically research reports, latest statistics and newspaper and magazine articles concerned with color TV.

"The expansion by agencies into color commercial production is the latest development in the field," she noted. "Agencies are seeking more and more information on the relative effectiveness of color and black-and-white commercials."

Mrs. Salkin's office at NBC headquarters in New York does not have a room number on the door. Instead, it was adorned last week with raised figures reading 96%.

"That refers to the percentage of NBC prime-time programs shown in color," Mrs. Salkin explained. "When the Sammy Davis Show goes on in color Jan. 7, I'll have to change it to 99%."
EDITORIALS

TV's new world

LESS than nine months ago on this page we made the following observations: “The economic incentives that will transform American television into a color system are at last beginning to be felt. . . . All the forces of color expansion are now fusing into an explosive formula.”

At the time we wrote that we thought we were being pretty daring. For more than 10 years color had been ignored or at least subordinated by most broadcasters except NBC and its affiliates and most manufacturers except RCA. And indeed some readers let us know, after the editorial appeared last March 15, that our estimate of color’s arrival was premature.

It therefore gives us personal satisfaction to present, in this issue, the series of objective reports that add up to only one conclusion: Color is drenching television. It is replacing black and white faster than black and white originally burst into existence.

The public has already invested $2.8 billion in color sets, and the demand for color receivers is growing faster than supply.

The color-television revolution, and that is exactly what it is, is bound to create enormous upheavals among advertising media.

Until now the magazines had what amounted to a monopoly in the presentation of high-quality color advertising. That monopoly no longer exists. A national color-television audience of 5.2 million homes is now in being. It may grow to nearly 10 million homes by the end of 1966.

Because of its inferiority and unavailability in many papers, newspaper color was at a disadvantage before color television got off the ground. The sale of every color TV set is another threat to the newspapers’ dominance among local advertising media. As the television audience is colorized, the better department stores and specialty shops must turn to TV to show their goods in natural hues.

 Alone among the media radio stands to suffer least—probably not at all—from the color-television explosion, though it was radio that suffered most from the original development of black-and-white TV. Radio has always created its own colors in the mind’s eye, and they will not be dimmed by comparison with television’s.

The strengths that both broadcast media already possess will only be accentuated by the conversion of television to color. It’s a rosy year ahead in more ways than one.

The right start

THIS being the season for new-year resolutions, the time is appropriate for broadcasters to make one of their own. As Project No. 1 for 1966, broadcasters ought to undertake a campaign to seize for themselves their rightful place in the company of 20th-century journalists.

From the public’s point of view the importance of television and radio news has been irrefutably established. But the government persists in according broadcasters a second-rate citizenship. It refuses them the liberties that have been granted to the printed press ever since the founding of the republic.

There are three main arenas in which broadcasters must make known their legitimate desires for equal recognition.

The first is Congress. There the effort must be directed toward a repeal of Section 315, the political broadcasting law, which is the source of many restraints on the practice of journalism by radio and television.

The second is the FCC. There the effort must be one of resistance to every rule or ruling that circumscribes the broadcaster in the exercise of editorial discretion.

The third is the courts. There the effort must be to prove that broadcast coverage provides a more accurate report than the printed press can provide and to demonstrate that broadcast newsmen can function unobtrusively.

Over the years sporadic efforts have been made in all of those three arenas, but in no recent time has a unified, planned and coordinated campaign been mounted by a significant coalition of broadcast ownership and management. Piecemeal efforts will not do. If broadcasters really care about assuming the rights and responsibilities of journalists, they must muster all their resources to take what they are due. The place to make the main effort in 1966 is the Congress.

As long as Section 315 is on the books, the broadcaster will be less a journalist than a Western Union messenger carrying whatever intelligence he is told to carry. As adopted originally and amended in 1959, Section 315 not only prevents the broadcaster from sensibly covering political news during election campaigns but also, through its “fairness doctrine,” discourages his treatment of controversial issues at any time. Section 315 is the biggest single deterrent, next to the apathy of some television and radio owners, to the development of broadcasting as a primary force in American journalism.

A good many broadcasters are defeatists about Section 315. They believe that no Congress can be persuaded to relax the hold that politicians have on radio and television through the application of the section. Yet there are members of the Congress itself—Senator Vance Hartke (D-Ind.) is conspicuous among them—who are convinced that Section 315 ought to and can be removed and who are ready to lead the forces of repeal, if the forces will but assemble.

Who in broadcasting is to organize the campaign? In 1959 the fight for repeal, which was compromised with amendment, was led by CBS. In 1966, leadership commanding broadcaster appeal is needed. The logical organization to provide that leadership is the National Association of Broadcasters.

If the NAB wants an affirmative way to spend some of its $2 million budget, it could put the money to almost any number of less important uses than to back a campaign for repeal of Section 315.
Priceless thorn

Lowell said that one thorn of EXPERIENCE is worth a whole wilderness of warning. Thirty-five years of broadcasting experience stand behind the Fetzer crest.

The Fetzer Stations

WKZO Kalamazoo
WKZO-TV Kalamazoo
KOLN-TV Lincoln
KGIN-TV Grand Island
WJEF Grand Rapids
WWTV Cadillac
WWUP-TV South Ste. Marie
WJFM Grand Rapids
WWTV-FM Cadillac