Nighttime Dominance
Twenty-four of the Top Twenty-five Programs in Green Bay Television — Feb./Mar.'68 . . . ARB*

News Dominance

<table>
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<tr>
<th>Time</th>
<th>Station</th>
<th>Homes</th>
<th>Share</th>
<th>Adults</th>
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<tr>
<td>6:00 - 6:30 PM</td>
<td>WBAY TV</td>
<td>66,000</td>
<td>56</td>
<td>93,000</td>
</tr>
<tr>
<td>7:00 - 7:30 PM</td>
<td>STATION 1</td>
<td>75,700</td>
<td>27</td>
<td>38,700</td>
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<tr>
<td>10:00 - 11:00 PM</td>
<td>STATION 2</td>
<td>10,000</td>
<td>5</td>
<td>13,000</td>
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The Resultstation
WBAY GREEN BAY TV2
Throughout the constant change and turmoil of "Fandango" programming in Los Angeles, KPOL maintains its consistent sound and continues to program bright and beautiful music, with just the right amount of important news and provocative commentaries.

KPOL doesn't play the "Format Fandango" game—the game that causes an all-news station to change to all-music, or a rocker to go to all-news or a middle-of-the-roader to become all-talk... programming which completely switches audience appeal. That's one reason why, through all the commotion and promotion, KPOL in the average quarter hour continues to lead all other Los Angeles stations in reaching the big buyers—age 25 to 50—and the greatest number of households with annual incomes of over $10,000.00*

Viva KPOL radio Los Angeles!

*Pulse, Inc. Los Angeles LQR VI, Jan.-Apr. 1968. All statements are subject to the statistical limitations and qualifications noted in the published report.
WHO’S MPC?

KILLY LE CHAMPION
(Story of Jean-Claude Killy)
Sponsor: Chevrolet
Jan. 13, 1969 ABC

THE UNDERSEA WORLD OF JACQUES COUSTEAU—V: SEA LIONS
Sponsor: Armstrong Cork
Jan. 13, 1969 ABC

HIGHLIGHTS OF ICE CAPADES 1969
Starring Jack Jones and Louis Nye.
Special Guest Star, Nancy Sinatra
Sponsor: American Gas Association
Feb. 16, 1969 NBC

NATIONAL GEOGRAPHIC SOCIETY SPECIAL—AUSTRALIA
Sponsors: Encyclopaedia Britannica
and Hamilton Watch
Feb. 18, 1969 CBS

THE UNDERSEA WORLD OF JACQUES COUSTEAU—VI
Sponsor: Armstrong Cork
March 4, 1969 ABC

WILLIAM HOLDEN IN UNCONQUERED WORLDS
Sponsor: Westinghouse
March 26, 1969 CBS

NATIONAL GEOGRAPHIC SPECIAL—POLYNESIA
Sponsors: Encyclopaedia Britannica
and Hamilton Watch
April 14, 1969 CBS

THE UNDERSEA WORLD OF JACQUES COUSTEAU—VII
Sponsor: Armstrong Cork
April 17, 1969 ABC

THE MAKING OF THE PRESIDENT 1968
Sponsor: Xerox
Fall 1969 CBS

The largest independent producers of network TV Specials.

THAT’S WHO.
DAYTIME

CHOICE OF

YOUNG WOMEN

The most recent ARB Television Audience Estimates again show KRLD-TV to be the station preferred by most young women for their week-day televiewing — Channel 4 reached 47.9% more young women (18-34) per average quarter-hour than the second station in the market.*

To sell the young women in the nation's 12th ranked television market, place your next schedule on their preferred station, KRLD-TV.

*October, 1968 ARB
9:00 A.M. - 6:30 P.M.
Monday through Friday

KRLD-TV
The Dallas Times Herald Station

represented nationally by

THEHR

CLYDE W. REMBERT, President

BROADCASTING, Dec. 16, 1968
Half price

First break in pricing of 30-second TV commercials may be near. Blair Television, one of biggest station reps, reportedly is recommending that its stations price nonprime-time 30's at straight 50% of minute rate. Since they are now pegged at 60%, adoption would mean current nonprime-30 rates would have to be reduced—or minute rates increased. Actually, it's understood, some of both is likely to happen as stations revise rate structures based on November rating books. Prime time reportedly is excluded because of its fewer 60-second opportunities and greater demand for 40's, 20's and 10's.

Plan would eliminate economic incentive for advertisers to buy piggybacks, which is said to one of Blair's objectives, and in opinion of observers would lead eventually to establishment of 30's as basic spot-TV unit. Agencies generally have argued for 50% rate for 30's, but some agency sources also say if it seriously obsoletes piggybacks, fairly elaborate computer programs set up by number of agencies to handle and coordinate piggyback buying would not be needed or would have to be changed.

Uncomputerized agencies, on other hand, are seen as clear beneficiaries in this respect.

What for?

It's now learned that President's Commission on Violence has subpoenaed revenue and profit figures for ABC's, CBS's and NBC's radio and television networks and each of their owned-and-operated stations, going back several years. There's no explanation of relevance of such information to commission's inquiry into causes and prevention of violence. (See pages 9 and 66.)

Busy writer

Representative John Dingell (D-Mich.), member of House Commerce Committee, is drafting bill to take all spectrum allocations from FCC and put them in another agency, perhaps Department of Commerce or Transportation. Move is seen in some quarters as facilitating frequency reallocations to land-mobile use, which Mr. Dingell defends. Mr. Dingell started legislative draft without regard to work of President's Task Force on Communications Policy, which has recommended creation of new agency for spectrum management (see page 30).

Mr. Dingell is also working on CATV legislation, which isn't as far along as spectrum-management measure. He plans to give both major push, which he also intends to put behind bill to regulate networks.

Critical vote

FCC watchers expect to get clue soon, possibly this week, to how commission's newest member, H. Rex Lee, feels about multiple-ownership matters. Two station sales to multiple owners are now pending before commission—Avco Broadcasting Corp.'s proposed acquisition of WRTH Wood River, Ill. (St. Louis), and Bonneville International Corp.'s (Mormon Church) proposed purchase of KGIC-AM Avalon and KGIR-FM Los Angeles, both California. Both sales were on commission agenda last week, but were passed—WRTH matter for second time. Word is that, with Commissioner R. Rex Lee not expressing his view, commission split down middle on case two weeks ago.

Decision to postpone action last week was seen as reflecting closeness of vote on both cases. Commissioner Robert E. Lee was absent, and Chairman Rosel H. Hyde was said to be reluctant to put cases to vote without him. Both are believed to favor grants.

Higgins is hot

Roy Higgins, with production track record that includes The Virginian, Maverick, The Outsider, Run for Your Life, and in fifth year of seven-year joint-venture deal with Universal Television, has tied up with the same studio in new six-year production agreement. Mr. Higgins, through his Public Arts Inc., no longer will make conventional hour or half-hour TV pilots. Instead he'll produce, as joint venture with Universal, at least four motion pictures for first-time showing on network TV each year. Some will be basis for projected weekly series. Mr. Higgins also will produce some theatrical feature films with Universal. Investment involved is believed to total more than $20 million.

Talent hunt

Search is on for top-flight executive to head U. S. Information Agency. Nixon headhunters are talking of such possibilities as Jack Howard, president of Scripps-Howard Newspapers and United Press International. John Charles Daly, who resigned as director of USIA's Voice of America in huff last July, is reportedly making pass at top job.

Herbert O. Klein, President-elect Nixon's director of communications, will presumably have strong voice in selection of USIA chief. He met last Monday at dinner in New York with U. S. Advisory Commission on Information, which counsels USIA on policy. Chairman of commission is Frank Stanton, CBS president. Other members are Sigurd Larson, retired head of Young & Rubicam; Palmer Hoyt, publisher, Denver Post; Morris S. Novik, broadcast consultant, and Thomas Vail, publisher, Cleveland Plain Dealer.

Point of conflict

Another dispute between House Commerce Committee and FCC may break into open. It started when Chairman Harley O. Staggers (D-W. Va.) complained to FCC that speech by Frank Stanton, CBS president, to Sigma Delta Chi convention last month violated ex parte rules. Dr. Stanton criticized government investigations of broadcast news programming, including CBS-owned WBTV-NTIV-pot-party coverage (Broadcasting, Nov. 25), subject of inquiry by Commerce's Investigations Subcommittee and FCC.

Word is that FCC majority rejects ex parte charge, denies Dr. Stanton's right to make speech—though regular dissenter, Nicholas Johnson, sides with Staggers view. Way Chairman Staggers was talking in private last week, it looked as if there would be more to come in latest controversy.

Return of native

Frank Shakespeare, president of CBS Television Services, who is credited with master-minding Richard Nixon's television presentation of new cabinet last Wednesday night (see page 66), reportedly could have had important job on White House staff. (He was voluntary worker during Nixon campaign.) He also was offered number-two place in big broadcast group (reportedly Westinghouse). He rejected both to return to CBS.

Jumping journalism

Local TV news in Los Angeles involves heady, expensive personality cult. George Putnam, flamboyant news personality, is returning to KTTV(TV) after having jumped for KTLA(TV) in 1965. He now commands some $200,000 annually and freedom to editorialize. To replace Mr. Putnam, KTLA has been wooing KNXT's anchorman Jerry Dunphy. And Baxter Ward, KABC-TV's news director and anchorman has resigned from station, evidently to run for mayor of Los Angeles.
“My time is up. I thank you for yours.”

So ends Mal Campbell’s nightly sportscasts on WMAL-TV. A seasoned fan stopped him on the street recently and said, “When I hear that, I can turn off the TV and go to sleep, relaxed by one constant in a changing world.” A high school football coach who also teaches history reports that students often conclude oral reports with Mal’s sign-off tag.

The Washington area is full of Mal-contents. Mal is noted for his homework and phrasemaking (basketball is “tall ballet,” pro football, “chess with blood”). He’s also noted for his meaningful sports coverage—a result of his 15 years of play-by-play broadcast experience. Each year his pro’s prose provides color commentary for the Redskins football games on the WMAL Redskins radio network.

His bag, Mal says, is to give sports fans more news about more sports—a point of view shared by the entire staff of the WMAL-TV Sports Department. That’s why you see Mal at national tennis tournaments like the Davis Cup, National Open and U.S. Indoor Championships. Whether local, regional or national, if the event is important, Mal and associates give you on-the-spot, not run-of-the-teletype, reporting.

Around Washington, Mal enjoys his many speaking engagements before clubs. They keep inviting him back. So does his TV audience.

The award-winning News 7 is presented weekdays at 12 noon, 5:30 p.m. and 11:00 p.m. Weekends at 6:30 p.m. and 11:00 p.m.
FCC effects restructuring of CATV industry in proposed rules that will, in commission's view, equalize competition between broadcasters and CATV systems and utilize cable systems as additional sources of programing. See ...

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**Broadcasting**

Published every Monday by Broadcasting Publications Inc. Second-class postage paid at Washington, D.C., and additional offices.

Subscription prices: Annual subscription for 52 weekly issues $10.00. Add $2.00 per year for Canada and $4.00 for all other countries. Subscriber's occupation required. Regular issues 50 cents per copy. BROADCASTING YEARBOOK, published every January, $11.50 per copy.

Subscription orders and address changes: Send to Broadcasting Circulation Department, 1735 DeSales Street, N.W., Washington, D.C., 20036. On changes, please include both old and new addresses plus address label from front cover of the magazine.
KARD-TV and
THE KANSAS STATE NETWORK

HAS JOINED
KCOP-LOS ANGELES
KPTV-PORTLAND, OREGON
KTNT-TV-SEATTLE-TACOMA
WTCN-MINNEAPOLIS
EFFECTIVE JANUARY 1, 1969

ALL REPRESENTED BY

TELEREP
More program service: Hyde

FCC Chairman Rosel H. Hyde says commission's actions in proposing new CATV rules and establishing new service of over-air pay television are aimed at providing public with additional program service (see page 27).

Chairman made comment Friday (Dec. 13) in announcing major commission actions at news conference, at which lawyers, and broadcast and CATV industry representatives outnumbered reporters.

At almost same time, first rumblings of congressional discontent with commission actions were heard from two members of House Commerce Committee. Representative James Harvey (R-Mich.) criticized commission action on pay television; Representative Lionel Van Deerlin (D-Calif.) hit commission on proposed CATV rules. Chairman Hyde, in his news conference, said he was "distressed to find that rumors about the commission action, which have been printed, have been construed as freezes or restrictions on service."

On contrary, he said, CATV proposals are aimed at facilitating entry of CATV relay of distant signals into top 100 markets. He said present rules, requiring hearings on importation of such signals into major markets, amounts to freeze. Few systems are operating with distant signals in those areas.

Chairman Hyde stressed major reason for commission proposal to require cable systems to obtain retransmission consent is to put cable operator "on same basis as broadcaster." He said it is unfair for distributor who obtains programs outside of program market to compete with broadcaster who must go into that market for his programming.

Chairman also said pay television service made possible by rules will provide for additional program service. Through fee system, he said, public will get service not otherwise available.

Joseph S. Wright, chairman of Zenith Radio Corp., which has spearheaded long fight for establishment of pay television service, issued statement asserting that pay television will not fill genuine public demand overnight. But it will happen, he said, if it offers broad spectrum of quality features and if it offers quality programs "vastly superior to average network TV fare."

Chairman Hyde indicated he expected commission would be required to testify before Congress on both CATV and pay television matters, and indicated commission would "welcome" such invitations.

Representatives Harvey, who sponsored resolution on pay television that commission ignored (see page 38), and Van Deerlin, indicated they would seek hearings. Mr. Harvey called pay television action direct challenge and "personal affront" to Congress as well as Commerce Committee. He expressed hope House leadership as well as committee will pick up gauntlet.

Mr. Van Deerlin said Congress should involve itself in CATV issue. "We cannot forever relinquish our responsibilities to rulemaking by an appointed agency," he said.

Groups will support Iowa battle

One element that cropped up during strategy meeting on Iowa 3% advertising tax (BROADCASTING, Dec. 9) is current view with which tax is held. Levy is considered tax on gross receipts of Iowa-based media, which means for Iowa broadcasters and publishers with broadcasting interests, like Meredith Corp., that tax will apply not only to local business, but also to all national network spot and national advertising revenues. That element is principal reason meeting attracted representatives of major broadcasting, print and advertising agency trade associations as well as CBS, Procter & Gamble and Quaker Oats.

General consensus was that those groups would seek to file friend-of-the-court briefs should Iowa multimedia group, which has pursued case in state courts, appeal to U.S. Supreme Court. Those major trade associations are expected to discuss matter further in New York meeting this week.

ABC may boycott Emmy

ABC-TV voiced threat Friday (Dec. 13) to awards of National Academy of Television Arts & Sciences, claiming academy has not given network opportunity to discuss changes in rules and procedures for awards.

In letter, Leonard Goldberg, vice president, television network programs, ABC, said network views had been solicited on proposed changes and ABC-TV had made objections to proposed qualifications for nomination and to nominating procedures. According to Mr. Goldberg, two NATAS officials, Peter Cott and Seymour Burns, said ABC-TV's views would be considered.

Renewal recommended

In case he described as being of considerable importance to entire broadcasting industry," FCC hearing examiner Gifford Irion has recommended license renewals for WXUR-AM-FM Media, Pa. To do otherwise, he indicated, would deal blow to ideal of vigorous debate on radio and television.

Stations are owned by Faith Theological Seminary, which is headed by fundamentalist preacher Dr. Carl McIntire. They have stirred controversy in media area since their sale to seminary, in 1965.

Key issue in renewal case is whether stations violated fairness doctrine and failed to abide by its personal-attack provisions.

Examiner Irion, in initial decision issued Friday (Dec. 13), said station had poor record in handling personal-attack matters. But he gave it resounding vote of confidence for effort to avoid unfair for distributor who obtains programs outside of program market to compete with broadcaster who must go into that market for his programming.

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Lemuel B. Schofield, most recently general counsel to United Network (formerly Overmyer Network) and D. H. Overmyer Communications Co., elected secretary and general counsel of Corinthian Broadcasting Corp. Corinthian is group TV station owner and also has interests in publishing. Mr. Schofield was in private practice before becoming an assistant district attorney for New York County, 1960-63, and was attorney, 1963-66, with NBC-TV.

Donald Foley, VP in charge of advertising and promotion, ABC-TV, assigned additional responsibility over art and design functions of network. Symon B. Cowles, previously director of advertising and promotion for ABC Owned Television Stations, appointed to new post of director of promotion, ABC-TV, reporting to Mr. Foley. John T. Curry Jr. continues as director of advertising, ABC-TV, with expanded responsibilities (see page 72).

Hal Golden, president of ABC Films, has resigned, effective Jan. 15, to form own company in New York that will specialize in TV film distribution, production and marketing. Mr. Golden previously had been with MCA TV for more than 12 years and was VP in charge of domestic syndication before he joined ABC Films. His successor at ABC Films has not been named.

Louis F. Polk Jr., former VP for finance of General Mills, elected member of board of directors, MGM, and selected to succeed Robert H. O'Brien as president and chief executive officer of production company next month. Benjamin Melniker, VP and general counsel of MGM, elected executive VP. Mr. Polk will occupy directorship vacated by General Omar N. Bradley, who resigned (see page 68).

Robert Levenson, creative management supervisor, appointed copy chief and senior VP, Doyle Dane Bernbach. William Taubin, head art director, and Helmut Krone, director of special projects, named senior VPs. Copy chief title had been unassigned for more than a year, following promotion of former chief David Reider to associate creative director.

Paul J. Caravatt Jr., board chairman and chief executive officer of The Marschalk Co., and Clifford A. Botway, partner. Jack Tinker & Partners, elected directors of Interpublic Group of Co.'s, parent organization of both agencies. Mr. Caravatt joined Marschalk in 1967 from Carl Ally Inc., where he was president. Mr. Botway joined Tinker in 1966 after eight years at Ogilvy & Mather, where he was VP.

For other personnel changes of the week see “Fates & Fortunes.”

Washington over last weekend ("Closed Circuit," Dec. 2).

As of Friday (Dec. 13), following were listed as attending:

Saul Allinsky, Industrial Areas Foundation, Chicago; Gary Amo, media task force; Frank Angelo, Detroit Free Press; Ben Bagdikian, Rand Corp.; John Balindo, National Congress of American Indians; Eddie Barker, KRLD-TV Dallas, president, Radio Television News Directors Association; Edward W. Barrett, Columbia School of Journalism; John Barrett, KRLA Pasadena, Calif.; Jerome Barron, George Washington University Law School; David Bender, D'Arcy Advertising, Chicago; James Berman, WCCO Minneapolis; Joseph L. Brechner, WFTV-TV Orlando, Fla.; John Britton, Jet; Hal Bruno, Newseum; Eileen Campbell, WFBM-TV Indianapolis; Robert Chandler, Bred (Ore.) Bulletin; James W. Cobb, Washington Bar Association; Emil Danksr, Dayton (Ohio) Daily News; Grant Dilman, UPI, Washington; George Donahue, Metropolitan Police, Washington; William Ellison, WNHC-TV New Haven, Conn.; Gregory Farr, Dayton Daily News; Walter Gold, Metropolitan Police, Washington; Juanita Green, Miami Herald; Ralph Holsinger, Indiana School of Journalism; Norman Isaacs, Louisville (Ky.) Courier-Journal; Bern Kan- ner, Benton & Bowles; Michael Laurence, Playbois; Gordon Manning, CBS News; Howard Maschmeir, WNHC-TV, Eutene Methvin, Reader's Digest; Harry Montgomery, AP; J. Edward Murray, Arizona Republic, Phoenix; Moses Neuson, Baltimore Afro-American; Herbert Nison, Ebony; Laughlin Phillips, Washingtonian; William E. Porter, University of Michigan; Sol Rabkin, Anti-Defamation League, Brad Bith, Thomas M. Reay, Rockford (III.) Register-Republic; Jack Rosenthal, Life; William Sheehan, ABC News; Arville Schale- ben, Milwaukee Journal; David N. Schutz, Redwood City (Calif.) Tribune; James Schroeder, Tatham, Laird, Chicago; Richard Wald, NBC News; Eric Weisberger, National Mobilization Committee to End the War in Vietnam; Marvin Zim, Time.

NBC keeps MNA lead

Specials helped NBC-TV widen its lead over CBS-TV in Nielsen MNA rating for week of Dec. 2-8. NBC had 20.5, CBS 18.3 and ABC 15.5. NBC's Elvis Presley special led top 20, with NBC's G.E. Fantasy Hour, Kraft Music Hall and Brigitte Bardot special, and CBS's Charlie Brown Christmas and National Geographic special also in list.
The New “WHAT’S MY LINE?”

4:30 to 5:00 P.M.

PERRY MASON

2 HOURS

HAZEL

5:00 to 6:00 P.M.

7:00 to 7:30 P.M.

...OF GREAT, NEW SELLING TIME
(MONDAY THRU FRIDAY)

There’s a whole new look to late afternoon and early evening on WSYR-TV this season.

Take a look at it. Coming out of NBC at 4:30 p.m. is the all-new “What’s My Line?”, followed from 5 to 6 p.m. by “Perry Mason.” Then comes WSYR-TV’s one hour perennial news blockbuster and at 7 p.m. “Hazel” moves into her new home in the schedule.

They’re all selling for you in the strongest audience flow pattern in Central New York Television.

Get the Full Story from HARRINGTON, RIGHTER & PARSONS

WSYR-TV

NBC Affiliate

Channel 3 • SYRACUSE, N. Y. • 100 KW

Plus WSYE-TV channel 18 ELMIRA, N. Y.
There Is Only One Solution To A Broadcasting Problem: 
*Find The Right Man!*

A couple of years ago nobody thought that an FM station could successfully compete with AM's in a major market. But the right man came along to prove that it could be done and on a consistent basis. Bill Drake did it. TIME Magazine in its recent full page feature article on Bill and his phenomenal success in broadcasting noted that “Los Angeles’ KHJ for example rose from twelfth to No.1 half a year after he moved in. Tulsa’s KAKC doubled its ratings within two months and in the last year has doubled again. San Diego’s KGB rocketed from lowest ranked in town to the top on Drake’s 63rd day as consultant.”

And then Bill tackled the FM problem – he doubled the ratings of New York’s WOR-FM and turned it into a top contender and a valuable asset.

And now Bill Drake has done it again. He and Gene Chenault have developed a complete programming service for FM Stereo broadcasting on a fully automated basis. The service, *HITPARADE ’69* will make any station anywhere a top contender in its market.
HITPARADE '69 has a unique sound – it is based on a constant flow of music selected for mass appeal in the 18-50 age group – the top hits of the past decade, plus current favorites. All songs are carefully selected and continually updated – new tapes are air-mailed weekly to each station. These together with distinctive music logos, having each song announced by a top professional, plus an engineering breakthrough that ensures that the songs are never played in the same sequence, gives HITPARADE '69 its live sound – sound heretofore thought impossible with an automated service.

HITPARADE '69 not only gives your station the benefit of the country’s outstanding programmer with a fully automated service for 24 hours a day broadcasting (staff requirements can be cut to a bare minimum); it also gives you dynamic rating strength, and will enable you to take advantage of its tremendous pre-sold selling power.

HITPARADE '69 is a crowd pleaser – it will please your listeners, advertisers and stockholders.

Don’t delay. HITPARADE '69* is sold on an exclusive first come, first served basis in each market. For further information – write, or call collect.

Alvin Milder, President, American Independent Radio, Inc.
1901 Building, Century City, Los Angeles, Calif. 90067. Telephone (213) 277-3386

*Service mark registered © 1968 A.I.R.
ONE
MOMENT
PLEASE

Sometimes it's a good idea to get another point of view on your operation—an outside look. Are things really as good . . . or as bad as they look to you?

When you think about it, it's really amazing how readily money is appropriated for capital investment in plant and equipment, but how little and how reluctantly it is appropriated for deep research into the audience itself. And after all, they are the target for the whole broadcasting effort.

Our company uses the unique skills of the social scientist to examine in detail, program-by-program and personality-by-personality, the strengths and weaknesses of your station and the competitors in your market.

Our clients know where they stand, and more importantly, the reasons why their ratings come out the way they do.

One of the principal reasons for our contract renewals year after year is that we do more than just supervise a research project. We stay with you for a whole year to make sure you understand it and that it works for you.

Our contribution and the aggressive management effort of some of our clients have helped them to move from third place to first place in several of the country's most competitive markets.

If you are concerned about current ratings and would like a sound objective look at your station and its relationship to the market, give us a call for a presentation with absolutely no obligation on your part.

Jan. 17—Deadline for reply comments on FCC's proposed rulemaking that would require common carriers filing microwave applications for CATV service to notify the affected TV stations on or before the date of application. Rule would also require CATV system to file all necessary requests for distant-signall carriage or other special relief on or before date of microwave application.


Jan. 19-22—Research seminar, Association of National Advertisers, Sterling Forest Conference Center, Tuxedo, N. Y.

Jan. 21—American Research Bureau seminar for TV stations on use of ARB reports. Atlanta.

Jan. 21-22—Twenty-fourth annual Georgia Radio and Television Institute, University of Georgia, Athens.

Jan. 23—American Research Bureau seminar for TV stations on use of ARB reports. Dallas.


Jan. 24-25—Meeting of Georgia CATV Association, Macon, Ga.


Jan. 28—Deadline for filing reply comments on FCC's proposed rulemaking to limit station acquisitions to one full-time outlet per market.

Jan. 28—American Research Bureau seminar for TV stations on use of ARB reports. Denver.

Jan. 30—American Research Bureau seminar for TV stations on use of ARB reports. Los Angeles.

Jan. 31—Deadline for receipt of entries in seventh annual Station Award for community service programming, The National Academy of Television Arts and Sciences.

February 1969

Feb. 3 — New deadline for comments on FCC's proposed rulemaking on future use of 806-960 mc band, in which commission proposed to allocate space to common-carrier and land-mobile services. Previous deadline was Dec. 2.

Feb. 3 — New deadline for comments on FCC's proposed rulemaking that would reallocate channels 14 through 20 to land-mobile services in the top 25 urban areas. Previous deadline was Dec. 2.


Feb. 5—Legislative session of Texas CATV Association. Sheraton Crest hotel, Austin, Tex.

Feb. 5-7—Annual winter convention of South Carolina Broadcasters Association. Wade Hampton hotel, Columbia.

Feb. 6-9—Meeting, board of directors, American Women in Radio and Television. Las Vegas.


Feb. 7-8—Twenty-first annual radio-television seminar, Northwest Broadcast News Association. School of Journalism, University of Minnesota, Minneapolis.

Feb. 8—First annual convention, Georgia Cable Television Association. Demser hotel, Macon.

Feb. 10—New deadline for comments on FCC's proposed rulemaking concerning television programs produced by nonnetwork suppliers and not made available to certain television stations. Previous deadline was Dec. 9.


March 1969

Feb. 10—New deadline for reply comments on FCC's proposed rulemaking concerning television programs produced by nonnetwork suppliers and not made available to certain television stations. Previous deadline was Jan. 9.


March 16-19—Western meeting of Association of National Advertisers. Hotel Del Coronado, San Diego.

March 19-22—Western meeting of Association of National Advertisers. Hotel Del Coronado, San Diego, Calif.

March 20—Convention of Catholic Broadcasters Association. Los Angeles. Annual Gabriel Awards will be made, Gateway hotel, St. Louis.


March 30-April 2—Southern CATV Association meeting. Montecito hotel, New Orleans.


April 1969


April 13-14—Spring board meeting and broadcasting day, Florida Association of Broadcasters. University of Florida, Gainesville.

April 19-20—Meeting of Texas CATV Association. Marriott hotel, Dallas.

April 16-25—Nineteenth annual meeting of the International Film, TV Film and Docu-
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The new Minicam VI is just one more innovation from CBS Laboratories—the organization which has researched, developed, produced and marketed such remarkable advances in the science of sight and sound as the Audimax and Volumax, Mobile Television Vans, and the Image Enhancer. The organization with vision on the move. Now the new Minicam is free to go anywhere: land, sea or air—riding easily on the shoulder of a single cameraman. And brings you studio-quality color pictures live right from the scene of action! Look to CBS Laboratories for tomorrow's electronics today.
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Any of the research figures you choose to use point up their popularity. And, any Henry I. Christal office will enthusiastically tell you why WAPI is "LETTER PERFECT" for your advertising message.

Question of terminology

EDITOR: The spirit of your lead editorial (Broadcasting, Dec. 2) is welcome, even admirable. Broadcast newsmen worthy of the name endorse extension of the First Amendment's freedom of the press to broadcast news.

But, sirs, please do not saddle me and my 20th-century electronic brothers with "the broadcast press." The terms "broadcast" and "press" are mutually exclusive and semantically at war. Much of the weakness in today's television news programming is caused by Gutenberg converters who finger the beads of their 25-word leads and think in disturbingly linear fashion. Television news is sight and sound and movement and personality, not print.

Sorry this is a letter. I ran out of video tape.—David French, WTOP News, Washington.

(The point of the Broadcasting editorial was that in the connotation of the First Amendment, "the press" means all forms of mass communication and that the broadcast press is entitled to the same freedoms that apply to the printed press. The only form of mass communication that was known to the First Amendment's writers. The editors of Broadcasting fully recognize that the beads Mr. French and his colleagues finger are infinitely more dazzling than those cast by Gutenberg.)

Wants to see Hix again

EDITOR: Once more Sid Hix has come up with one close to our hearts. I refer to his Nov. 18 cartoon.

The MVR Corp. would enjoy the original to add to our collection of stop-action-instant replay cartoons.—Frank Gonzales Jr., marketing manager, MVR Corp., Palo Alto, Calif.

(Original has been forwarded.)

Open Mike

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Program decisions: Networks should look for help

Responsible television columnists and reviewers, as well as letters from the public I've seen, all seem to support a feeling of indifference toward the regularly scheduled entertainment programming.

Although total viewing has inched up to about 5.8 hours per day per household, according to Nielsen, it is apparent there is again no real enthusiasm among viewers anywhere for the regularly scheduled shows this season.

If this was a new development I don’t think advertisers would be so concerned. Unfortunately there hasn’t been a really exciting season for several years. The widespread acceptance of the “second season” concept seems to be a testimonial to this fact.

If you agree that this lack of excitement is a problem, why has it occurred? Who is primarily at fault?

In my opinion those who control what the public sees on TV, the three networks, must assume responsibility for not being more responsive to what viewers want. Note that I emphasize the viewing public, not just certain special-interest groups, no matter how vocal. My concern is the attitude of the mass of viewers who not only support the whole TV structure, but most of its advertisers as well.

The track record of successful new programming is abysmal. Since 1963 approximately 40% of all new programs aired have survived the first season to return for a second year. This is not a very stringent definition of success, especially when it takes considerably more than one season for a program to pay out on its original investment.

Despite this, 60% of all new programs fail during or at the end of their first season on the air.

I am not as concerned with the rate of success as I am with the fact that this rate is not improving. It seems to me that those who are responsible for program development and selection should have learned something about what the public wants over the past five years. Perhaps a 60% failure rate was reasonable in 1963, but isn’t there some way we could have improved on this by 1968?

Copying of successful programs continues to be widely practiced by the networks. From what I’ve heard about some of the new shows to be introduced in January and February, this practice will be abused again. Yet it so rarely works.

Research, particularly predictive research to help determine what the public wants to see, is disappearing. There have been few if any major steps forward in this area over the past few years even though Nielsen, TVQ and others continue to dissect and manipulate the same mass of raw data in their computers. What is needed here is a breakthrough into attitudinal research, not more headcounting.

Network program procurement policies have become more restrictive, thereby eliminating sources for new program ideas. Fewer producers seem to be responsible for a higher proportion of the total programming we see today. The advertiser or agency has almost no voice in the decision unless he is willing to fully sponsor a program—and sometimes not even then.

No successful way has been found to combat the problem of rising costs. We are all aware that these are likely to keep getting worse as union demands go up and the market for programs outside of network exposure tends to decrease.

Network attitudes toward viewers, advertisers and independent program producers must change. The approach that only network judgment must prevail is just not producing the desired results.

Specifically, what can be done to see that future television seasons generate more enthusiasm among viewers and advertisers alike? Let’s look at some suggestions.

Networks must actively seek counsel in determining program schedules. Producers and advertisers should be invited to contribute their thinking rather than be discouraged.

The networks, as the nucleus of the programming decision, should take an active role in the development of new research techniques to determine what the public really wants to see.

While the cost of such research will be high, I believe that many advertisers and even the program producers would be willing to share the load with the networks. They would be particularly willing if this meant an end to some of the inefficiencies and waste that prevail in program development and scheduling today.

We all have a big stake in this area. Yet no one has ever asked us for help.

I fully recognize the networks’ concern about delegating programming responsibility. It would be naive to think that the government, through the FCC, will not continue to hold the networks and their affiliates responsible for the programming they air.

On the other hand, the FCC has indicated a certain understanding of the problem. It has encouraged the networks to obtain outside support and counsel.

In a nutshell, there is a problem in regard to network television programming. It is not yielding to solutions that have been applied so far.

We had better find new and more effective ways of tackling it before this wonderful communications medium is in deep trouble with viewer and advertiser alike.

Robert R. Riemenschneider since August 1964 has been media director with Quaker Oats Co., Chicago, an advertiser which has relied heavily upon TV to introduce new products as well as to maintain its established brands. For two years prior Mr. Riemenschneider was assistant media director of Campbell-Mithun, Minneapolis, and from 1957-61 was vice president and media director of Gardner Advertising, St. Louis. He earlier had been with North Advertising and Schwimmer & Scott, both Chicago.
WTVJ4 MIAMI
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The South Florida News Photographers Association
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clutter, and general dilemma
of space-age airports.

SECOND
Bob Reid
won second place for
his coverage of the civil
disorders in Miami's
Liberty City area during
the Republican National
Convention.

THIRD
Dick Kassan
won his award for his
exclusive high-seas coverage
of Hugo Vihlen—the airline pilot who
crossed the Atlantic
in a six-foot sailboat.

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The big view is the long view is the now view.
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Happiness may be Santa’s bag, but...

HE DOESN'T GET ALL THE FAN MAIL!

These began “Dear WBAL-TV”:

"... The excellent cooperation we have been receiving ... confirms the fact that we made a wise decision in placing the greater part of our schedule with your station."

Hal Nitzburg,
Sales Promotion Manager
SEARS, Baltimore Group Office

“Taping 15 commercials in a five hour period is certainly no simple task ... Throughout all stages of production, from initial planning to client screening, I have received the type of professional service and advice that can only be of the highest credit to the industry.”

Allan F. Charles
Brahms-Gerber Advertising

"... One of the biggest food chains in the country wrote authorizing us to service eight of their largest stores in the Maryland-Delaware area because of the public demand for Mash’s Hams. We never solicited this chain. It all had to come from the picture tubes with sets tuned in to ... WBAL-TV. If there is such response to our news shows out-of-city and out-of-state, what must it be doing for us in the Baltimore market? A great job! And we know it!

Nathan Mash,
President
Mash’s Smoked Food Products

Santa knows how nice it is to be appreciated.
(And we get it all year ’round!)
FCC proposes rigid rules on CATV
Tightly controlled pay TV approved at same time; Bartley is the only dissenter in both actions

The FCC in a double-barreled action last week demonstrated its primacy in the formulation of communications policy. It proposed new rules to restructure the CATV industry in a manner that would, in the commission’s view, equalize competition between broadcasters and CATV systems and utilize the systems as sources of programming.

And it concluded a 17-year project by authorizing a system of over-the-air pay television, tightly controlled to protect the existing system of free television (see page 38).

The CATV rules envisage a plan in which cable systems within 35 miles of the major city in any of the top-100 markets would be required to obtain permission of distant stations whose signals they want to import; in effect, they would be required to deal with copyright owners, and this, the commission said, would put the systems on the same basis as television stations that have to bargain in the market place for their programming—and thus eliminate the “unfair competition” that exists.

The proposed rules would also, for the first time, specifically provide protection for stations in markets below the top 100 by limiting the signals that CATV’s may import. And the rules would not only permit program origination by CATV systems but require it as a means of furthering the commission’s policy of “achieving a multiplicity of local outlets.” The question of originating commercials, however, is left open.

The commission is abandoning the requirement that systems in the top-100 markets that propose to import distant signals undergo hearings to determine the economic impact of such service on local stations. The requirement, the commission said, is both burdensome and costly, and has served the purpose of providing “insight” into CATV impact. The present rules have been in effect since February 1966.

The commission act halts all top-100-market hearings now in process, even those at the review board or commission level. And the commission said it will not consider any new petitions for importing distant signals that do not fall within the scope of the proposed rules pending the conclusion of the proceeding. The commission indicated that others would likely be granted. (The present rule covers a greater area than the proposed 35-mile zone, since it applies to systems within the grade A contour of a major-market station.)

Once the rules are adopted, CATV systems operating outside the 35-mile zone would be permitted to import as many distant signals as they wished, so long as they did not “leapfrog”—that is, carry the signal of a more distant station before a closer one of the same type.

The commission proposes to grandfather, as of the date of the publication of the notice in the Federal Register, sometime this week, existing CATV systems which would otherwise be barred or restricted by the proposed rules, to avoid disruption of existing service.

But following publication of the notice, systems beginning operations that are inconsistent with the proposed rules “do so at their own risk,” the commission said. The rules will be applicable on their effective date to all service begun after date of publication.

CATV interests, however, are describing the commission action as a freeze. But the present hearing requirement, in effect, imposes a freeze. And, the commission noted, most waivers of the top-100-market rule that have been granted involved CATV systems more than 35 miles from the major city.

Besides requesting comment on the proposed rules, the commission initiated a major inquiry into the possible future uses of CATV, both as a multipurpose local CATV communications system and as a national interconnection of such systems. The commission said the questions involved, including who is to provide the communications services of the future and what shape they are to take, “far transcend the immediate issues before us relating to CATV.”

The commission actions were taken in a meeting Thursday. Word that the commission was planning to consider an overhaul of its CATV rules leaked several days in advance of a special meeting on Monday (“Closed Circuit,” Dec. 9); the basic decisions on the CATV document were taken that day. But action on pay television caught the broadcasting industry by surprise.

Both decisions are sure to arouse considerable controversy, for both were taken in the face of heavy pressure.

CATV forces, alerted to the Monday meeting, mounted a nationwide campaign to block any action on new CATV rules until they had a chance to express their views. One commission official said “an avalanche” of telegrams and mail from CATV operators and members of Congress had descended on the commission last week.

The commission’s decision to conclude work on the pay television mat-
ter was taken despite a resolution of the House Commerce Committee urging the commission to delay action until the end of the first session of the new Congress. A similar resolution by the committee had persuaded the commission to postpone action from November 1967.

However, in adopting its pay-TV rules, the commission delays their effectiveness for six months. This would give Congress time to act on the question; it would also provide time for review in the event the rules are challenged.

The commission actions are also seen by some as flying in the face of the reported views of the President’s Task Force on Communications Policy (see page 30). The task force saw present commission rules as unduly restricting the kind of additional service CATV could provide. And it held out little hope that pay television could add to the diversification of programing in any meaningful way.

The commission vote was 6-to-1 in the CATV proceeding and 5-to-1 in the other, with Commissioner Robert T. Bartley the sole dissenter in both. However, Commissioners Robert E. Lee and Kenneth Cox dissented in part to the CATV notice. They said the zone within which television stations would be protected against “unfair competition” is too narrow, that the commission should use the grade A contour of the station’s market. They also felt the protection to be given small-market stations is inadequate.

Commissioner Bartley, in a separate statement, said the interm procedures “will either compound the administrative quagmire the commission got itself into” with its present rules “or they will completely stifle the further development of CATV.” He also said he objected to the proposed rule requiring systems, in effect, to obtain copyright clearance, noting that the Supreme Court, in a landmark decision in June, held that CATV operators are not subject to copyright liability.

Commissioner Bartley, in the commission meeting Monday, attempted to persuade his colleagues not to act without public hearing on the various issues involved. His motion lost on a 6-to-1 vote.

However, the notice of proposed rulemaking provides for an oral argument as well as written comments on the proposed rules. The argument will be held “during the later part of January 1969,” with comments to be filed by March 3 and reply comments April 3. Comments on the inquiry are due June 16, and replies Aug. 15.

The commission proposal requiring CATV systems to obtain retransmission rights is seen as an effort to nudge Congress into adopting legislation to make CATV systems subject to copyright liability.

The commission, noting that there are “indications” that the new Congress will “enact” such legislation, said it will not take action on its retransmission rules “until an appropriate period is afforded to determine whether there will be congressional resolution of this crucial issue of unfair competition, with indeed congressional guidance in this whole field.”

The commission said if rules are adopted in advance of congressional action, the new regulations would be reconsidered “in light of the new situation.”

The commission has long felt that if CATV systems were subject to copyright liability—and thus lost the “unfair” advantage they have over broadcasters of plucking signals out of the air, free of charge—much of the burden of regulating the cable industry would be eased. For this reason, the Supreme Court decision on the copyright issue was a bitter blow to the commission—and Congress’s failure last year to act on copyright legislation that would have embraced CATV was a disappointment.

In its notice last week the FCC said it would consider waivers of its existing rule against importation of distant signals into the top-100 markets—if the CATV applicants had obtained retransmission rights from the distant stations, in accord with conditions outlined in the proposed rules. The commission said that if “some operations” in this category were permitted, they would provide valuable insight into the effects of the new rule in action.

The commission said it is proposing to adopt a mileage standard in place of the a station’s grade A contour—now used as the area which CATV systems cannot receive distant stations—because it would have the advantage of ease and provide certainty. The commission felt that a 35-mile zone would protect the stations involved “against unfair competition,” avoid the cumulative impact aspect, and “preserve the basic integrity of the major markets from an allocations standpoint.”

The commission proposes to use the same 35-mile zone in ruling on cases where major markets overlap.

In markets below the top 100, systems within 35 miles of a station would carry as many distant signals as necessary to provide three full network services, and the programs of one independent and any educational stations. However, in each case the system would be required to obtain the signals from the nearest source available in the market region or state. The system could carry additional signals only if it obtained the retransmission consent of the originating stations.

As in the large markets, systems outside the 35-mile zone would be permitted to carry any distant signals they chose, so long as they refrained from “leapfrogging.” However, the commission would consider waivers of the no-leapfrogging ban for good cause.

Several times in its notice of proposed rulemaking the commission refers to the “new kind” of CATV system it is seeking to encourage—one which will serve as an additional outlet for the origination of programing. Thus, the commission proposes conditioning a CATV’s use of broadcast signals on a requirement that it provide such service.

However, it would prohibit CATV systems from originating programs on more than one channel.

The commission also asks for comments on whether policies now applicable to broadcasters are equally relevant to CATV systems originating programing. It mentions the equal-time law, the fairness doctrine and the rules relating to sponsorship identification.

The commission said it has reached no definite conclusion as to “the complex issue” of regulating the origination of commercials by CATV systems. The commission said it would consider the effect of such originations on the viability of stations in both the top-100 and smaller markets, as against the effect of any prohibition of such advertising. But any rules adopted on this issue would be applicable to all CATV systems now operating—no grandfathering is contemplated.

The commission also proposed rules to assure diversification of ownership of CATV systems—and again no grandfathering is contemplated. The only specific proposal on this issue would ban cross-ownership of television broadcast stations and CATV systems within the same city’s grade B contour.

The commission also proposed rulemaking in connection with multiple ownership of cable systems. The total number of systems under common ownership would be limited on a nationwide basis, based on the number of subscribers, the size of the communities and the regional concentration. But the commission cites no proposed figures.

The commission, in addition, sees the public interest being served “by encouraging CATV to operate as a common carrier” on any channels not used for carriage of signals or program origination. The commission does not propose a rule to require such use of unused channels—“we simply point out that, subject to necessary state and local authorizations and regulation, the CATV operator may do so, if it chooses.”

To the commission’s satisfaction, it said that such use of unused channels would “provide an outlet for others to present programs of their own choosing, free from
The men responsible for task-force report

Here are the 17 men who make up the President's Task Force on Communications Policy. Appointed in August last year, they submitted their report to President Johnson on Dec. 7 (see story and recommendations on international below).

Chairman of the group is Eugene V. Rostow, undersecretary of state for political affairs. Vice chairman is James D. O'Connell, director of telecommunications management and telecommunications adviser to the President.

Other members: James J. Reynolds, under secretary of labor; Charles J. Zwick, director, Bureau of the Budget; Merton Peck, Council of Economic Advisers; Leonard Marks, former director, U. S. Information Agency, now chief, U. S. delegation to forthcoming Intelsat conference; James E. Webb, former administrator, National Aeronautics and Space Administration; Donald Hornig, director, Office of Science and Technology; Anthony M. Solomon, assistant secretary of state for economic affairs; Solis Horwitz, assistant secretary of defense (administration); Edwin M. Zimmerman, assistant attorney general in charge of antitrust division; Donald Agger, assistant secretary of transportation (international affairs); Joseph Bartlett, under secretary of commerce; Dean W. Coston, deputy under secretary of health, education and welfare; Edward C. Welsh, executive secretary of NASA; Robert C. Wood, under secretary of housing and urban development; and Rosel H. Hyde, FCC chairman (ex officio). Alan R. Novak, special assistant to Mr. Rostow, is staff executive director.

any control of the CATV operator as to content except as required by commission rule or law. The commission pointed out it could also be used as a low-cost outlet for political candidates, advertisers, and modestly funded organizations.

The commission also proposed two other rules. One would require CATV systems to file annual reports on such matters as location of the system, number of subscribers, extent and nature of program origination, financial data, ownership and interests in other businesses, including CATV systems and broadcasting. The other would prescribe technical standards of CATV systems.

One international carrier urged by task force

Perhaps the most momentous recommendation in the task force's report was that a single carrier be authorized to handle all types of international telecommunications. This, it suggested, might be accomplished by the consolidation of all existing international facilities into a single entity.

Such a single "flag" carrier, it said, should be limited to transmission; it should not be permitted to own manufacturing facilities and it should have no affiliation with any domestic system.

As an alternative, the group favored the elimination of carrier participation in the Communications Satellite Corp. Also it suggested that all users as well as carriers be permitted to lease circuits from Comsat and that freer access to cables and satellites be promoted.
Blueprint for heavier controls

Task force urges super agency in communications, bigger federal presence in broadcasting and cable

The recommendations of the President's Task Force on Communications Policy were being studied by the White House last week, following submission of the confidential document—almost 16 months in the making—that touches virtually all facets of telecommunications in the United States.

The future of the report, however, is clouded. The administration that ordered the study is going out of office. It is doubtful that the Nixon administration that takes office Jan. 20 is in sympathy with policies of expanded federal power that the report advocates.

The task force would superimpose over the FCC a federal telecommunications authority with broad powers to allocate the electromagnetic spectrum to both government and private users. It would commit the government to widespread ventures in television broadcasting and cable and tighter regulation of both.

The report, which had not been made public by late last week but which BROADCASTING has seen, finds that cable television promises more diversity in television programming—particularly for specialized groups—than any other probable development. It proceeds from the premise that federal regulatory policy to date has failed to diversify television output.

It implies, but does not say in so many words, that the FCC should loosen some restrictions on CATV to permit cable TV greater growth. At the same time it asserts that copyright liability should be assigned to CATV, preferring the suggested formula by a House committee that would entail no liability for the use of purely local TV signals and full liability for the use of distant TV signals.

It calls on the FCC to look into the cross-ownership of CATV and broadcasting in the same market and into consolidated ownership of cable, broadcasting, movie interests, newspapers and magazines on a national scale. It intimates that because a single CATV owner may control a number of channels, there might be the need some day of imposing a sort of common-carrier regulation over the channels used to supply CATV-originated programs to subscribers.

Much of the task-force's review of broadcasting is similar to the draft its staff submitted late last summer (BROADCASTING, Sept. 9). Some of those earlier details, however, were dropped, or revised. For example the staff originally suggested full copyright liability for CATV. It also suggested then that the importation of distant signals be permitted only when there are four assigned stations.

In one of its strongest sections, the task force calls for the use of "unusable" TV channels by land mobile services. These are channels that cannot be used by television because of co-channel and adjacent channel interference factors. It says that there might come a time when unused UHF channels in some markets might be withdrawn from TV, especially when CATV has such a deep penetration that patently no one is going to apply for the UHF assignments.

It calls for the federal government to make use of TV channels on the air and in the cables in support of national goals, such as civil rights, full employment, job training, health, literacy. It calls on federal agencies to participate in license renewals and in rulemaking proceedings before the FCC as a means of getting their own programs on the air.

It discusses, but fails to come to grips with, the role of the FCC in programming control. It terms the subject too "nebulous" to make a determination.

In discussing the economics of the spectrum, the task force suggests that a sliding scale of license fees might be imposed, dependent on bandwidth and power as well as other factors.

But beyond the purely broadcast elements, the task force goes into a full-scale analysis of present spectrum management, concluding that what is needed is a single spectrum manager to handle allocations between government and nongovernment use, and in some instances to make allocations as between services; to encourage the "engineering" of allocations to permit geographic and time sharing of the same frequencies without regard to whether they are federal or non-federal allocations, and to coordinate various activities of the government in the use of the spectrum.

In a final proposal, the task force calls for the establishment of an executive branch "entity" that would not only do these things, but would additionally engage in and coordinate the federal government's activities in telecommunications research and development.

Throughout this consideration, however, the task force makes plain that the FCC should continue to license and regulate broadcasting and common carriers. Whether it should continue to regulate what is commonly known as safety and special services or whether this activity should be transferred to the spectrum manager was left undecided. Also noted was the feeling that the spectrum czar would have to have FCC concurrence if he proposed to reallocate frequencies from broadcast use.

The 400-page report was submitted to the White House on Dec. 7, a Saturday. To it were appended two dissents, one by James D. O'Connell, director of the Office of Telecommunications Management, and the other by Joseph Bartlett, under secretary of commerce. Mr. O'Connell's views concerned the allocations-management proposals, it is believed; Mr. Bartlett's, on regulatory grounds, is understood to express his feeling that the group went beyond its mandate when it got into the subject of television and CATV.

Reaction among other government and broadcast circles ranged from skepticism to a mood of depression and alarm, all based on news reports of the contents of the study, most of them superficial if not sketchy.

One FCC source said he didn't expect anything to happen from the report. On Capitol Hill, communications staff experts of committees appeared unhappy that they had not been given copies. One, however, expressed the view that it didn't matter what the task force said: his interest was whether it provided any basis for legislative action.

An even more dubious view of the future of the report's recommendations came from Representative John D. Dingell (D-Mich.), a member of the House Commerce Committee. It would be up against, he said, "raging indifference" to serious broadcast reform in Congress.

Broadcasting is of special importance to the federal government; it is the largest single user of VHF, the most valuable portion of the spectrum, and of UHF. And for years broadcasting has been a "contentious issue of communications policy."

This is how the task force opens its section on broadcasting. This 59-page chapter, the seventh of the nine in the document, is entitled "Future Opportunities for Television."

Aiming for diversity, the task force...
Among Carolina teenagers no other personality has such a following as does WSOC-TV's Jimmy Kilgo. Swinging vehicle is "Kilgo's Kanteen", Saturday dance and party show now in its tenth successful year.

Natural outgrowth has been Kilgo's solid endorsement among women. His "Midday" show, five days weekly, is the outstanding interview-variety program in this area.

Ask us or H-R to give you advertiser success stories on both of these business producers. Then let's pick the slot that will do a big job for you in the important Charlotte market.

NBC / Represented by H-R
TV system cannot meet these goals are the high cost of establishing a TV station, the absence of "cost-reducing" innovation in designing and marketing programs, the dependence of commercial stations on advertising revenues and of noncommercial stations on public funds and voluntary contributions. Even some of the other measures suggested as possible contributions to the goal of diversity do not seem to hold great promise. These are low-power UHF stations, pay TV, federal assistance to noncommercial stations and to the Corp. for Public Broadcasting leading perhaps to a noncommercial network, and the development of a fourth commercial network.

The most promising avenue to diversity is the distribution of TV to the home via cable.

Cable TV has developed because it offers two services for which people are willing to pay—access, in some localities, to more stations than are available over-the-air through rooftop antennas, and a clearer signal than is available over the air.

Cable television can provide an "abundance" of channels, at relatively low cost per channel; it is potentially well adapted to selective distribution and it provides means to raise money from viewers themselves: it is capable of thriving without government subsidy or protection.

But, care must be taken not to permit unregulated expansion of cable TV that might kill over-the-air service. "Essential safeguards [should] be designed to insure an adequate level of free, over-the-air service without unduly retarding the promising expansion of cable television in accordance with consumer preferences."

Present "limitations" of TV reflect the basic economics of the current system of broadcasting.

Programs pay are high and are rising by about 8% a year—a reflection of general inflation, development of superior but costly new equipment and a shortage of human talent."

Prospects for UHF are strongly linked to the question of a fourth network. But such a network, equivalent to existing networks in size and approach, is problematical within the next few years. In the noncommercial field, however, prospects for a network are more promising, but even if this comes about it will fail to meet the goals of the task force: in most cities only a single noncommercial UHF signal is available "and no single channel could meet a major city's full range of specialized television needs."

Direct government control of programming to encourage greater diversity and localism is neither "feasible" nor "appealing." The FCC has "some power over programming practices" through its licensing and renewal powers. Even so, the commission lacks resources for extensive monitoring of programming, or even for individualized treatment of renewal applications.

It is difficult to devise practical standards in so nebulous an area and it is difficult to expect licensees to act contrary to what they regard as their economic interests."

The development of citizens' viewer associations that facilitate communication with networks, stations and government agencies (FCC) is salutary.

Over-the-air pay TV seems unlikely to reach substantial proportions; limited experiments indicate that viewers have not been attracted in large numbers.

Distribution of TV programming by satellite is promising, but limited. Direct-to-home broadcasting from a satellite is unpromising for the near term because of high costs ($100 per rooftop antenna at best) and its disruptive effects. Above all it would accomplish in the next decade at least, a goal of more channels to the home and more localism.

Low-powered (10 kw) UHF stations offer a distinct, but also limited, promise. Although this meets many of the goals, a station's signal is unlikely to coincide with the geographical boundaries of a particular audience that it is designed to serve; and even a low-powered UHF station requires considerable investment—with a remote possibility that it can recover its costs.

The "video record" offers some potential, but it is limited to taped material, not live, and it does not meet the need for low cost.

Even though the video record may be a feasible way of distributing visual information and entertainment to the home, cost may prove to be a major barrier—$400 for the player and perhaps $15 per record puts it "in the category of a luxury item for high-income families."

Therefore, cable television holds the promise of meeting the goal of a "greatly expanded" multichannel capability.

Not only is 20-channel CATV capacity available now, but with sufficient demand even more channels could be supplied. As it is, 20 channels in most parts of the country are sufficient to provide all local and some distant signals, and with channels empty, CATV operators can engage in program origination.

But a big question remains: Who will pay the cost, slight though it may be, of providing local programs?

Nevertheless, it's possible and it might be economically advantageous for the cable operator to provide more services. They could help in adding subscribers, and perhaps in attracting ad-
BOY

MARKET

RIFF1:`,00t)

Pioneer station representatives since 2932

BROADCASTING, Dec. 16, 1968

Ask us first.

PETERS, GRIFFIN, WOODWARD, INC.
Pioneer station representatives since 1932

BROADCASTING, Dec. 16, 1968

33
Task force recommends experimental system

That two-year-old proposal that there ought to be a domestic satellite system got a healthy boost from the President’s Task Force on Communications Policy. The group in its report to the President urged the start of a pilot project originally recommended by the Communications Satellite Corp.

The Task Force suggested that Comsat be authorized to operate and manage the experimental system, but emphasized that no commitment should be made as to who should own or operate the system finally.

It also suggested that broadcasters as well as common carriers be authorized to use channels and own earth stations.

The two-to-three-year pilot program should clarify various proposals, the task force said, such as whether it should be a multipurpose system, handling telephone, telegraph and data communications, as well as TV and radio.

The report urged that educational television be provided with free channels.

Referring to the Comsat proposal for the use of two satellites, having five-year life, with a capacity of 12 color TV channels or 21,600 voice circuits, the task force said that its own studies indicate that a single satellite with multiple beam capacity might provide up to 24 color TV channels or 43,200 voice channels divided among four U.S. time zones “at little increase in satellite cost.”

The National Association of Regulatory and Utility Commissioners should establish a clearing house to discuss and disseminate information to help local franchising authorities understand their powers with respect to rate regulation, franchise reservations, local programming requirements and the like.

The task force recommends that executive-branch agencies participate more actively in FCC proceedings, since broadcasting offers “significant potential” to promote “government missions such as health, education, improvement of race relations and elimination of unemployment.” The agencies responsible for such missions have a “legitimate interest, therefore, in the conduct and programming practices of the applicants as licensees and in proceedings for the granting and renewal of licenses. Under such circumstances, the agencies should make their views known to the commission by appropriate submissions.” In general federal agencies are unaware of this “opportunity” to advance their objectives. Therefore, “more active participation in relevant rulemaking and licensing proceedings before the commission” should be undertaken.

As examples of the kind of “support” programs the government should stimulate, the report cited the following.

1. The second pilot urged for the Navajo reservation in Northern Arizona, utilizing the same UHF multi-channel system for English-language instruction, courses in Indian culture and history, political dissemination.

2. If these pilot programs were successful, “it would be important to consider whether such programs should become part of nationwide services, or maintained as local community services, or both, and then to consider what methods would best promote such programs—cable systems, UHF stations, some mix, or other alternatives.”

The Corp. for Public Broadcasting is “the logical source” to which the federal government could turn to develop
UNION TRUST, a progressive Maryland financial institution, has been a long-time WMAR-TV advertiser with steadily-increasing schedules. Its recent advertising capitalized on the impact of color with the "Your Face Is Your Fortune" SUPERCHECK campaign. This is another in a constantly growing list of success stories, Baltimore style, produced by WMAR-TV, combining audience quality, market coverage, and production know-how for maximum effect.

"You have often heard the phrase 'Your Face Is Your Fortune,' but WMAR TV has really made it come true. As you know, our account, Union Trust Company of Maryland, launched the SUPERCHECK Campaign in early October, 1968.

This Baltimore-based bank can now announce that its current advertising campaign has accomplished over 50% of the annual goal for the new SUPERCHECK plan in a little more than 45 days!

The photograph of each customer included in the SUPERCHECK Credit Card was dramatized through our theme 'Your Face Is Your Fortune.'

Because of television's ability to reproduce the color photograph on the card just as it appears in reality, a major portion of the budget was allocated to WMAR-TV. We are particularly pleased with the commercial production of these announcements, which was done at your studios."

In Maryland
Most People Watch COLOR-FULL
WMAR-TV
CHANNEL 2, SUNPAPPERS TELEVISION
TELEVISION PARK, BALTIMORE, MD. 21212
Represented Nationally by KATZ TELEVISION
op "imaginative and innovative pro-
gamming of a kind not likely to be avail-
able in the commercial sector" for the
pilot projects in Watts and the Navajo
country.

Further, the opportunity for service
by CPB will be "greatly expanded" if
the cable "multiplies the number of chan-
nels." The report adds: "More important
are the governmental uses, on
both the federal and local level, which
will be made possible with an expanded
multi-channel capability."

The establishment of a single "spec-
trum manager" to be the arbiter between
government and nongovernment allo-
cations is recommended in the 68-page
chapter on "The Use and Management
of the Electromagnetic Spectrum,"
which also details a philosophy of man-
agement that would permit more of an
engineered concept for assignments to
be used, as well as permit the greater
impact of economic forces.

That section makes the premise that
the spectrum, "a valuable natural re-
source," is not being used to best effi-
ciency; that present management of the
spectrum is inadequate to achieve op-
timum use; that "block" allocations are
outmoded and inefficient and that exist-
ing criteria for apportioning the spec-
trum among competing applicants are
unsatisfactory.

As examples of mismanagement of
allocations, the report cites shortages of
spectrum space above 100 mc for
such expanding services as mobile ra-
dio, communication satellites and ter-
restrial microwave relay. It is in these
same ranges of the spectrum that tele-
vision broadcasting is accommodated.

The present administration of the
spectrum comes from an earlier era,
hinged principally on the block-alloca-
tion principle. But this has severe draw-
backs: Police and fire services are un-
able to get more frequencies in large
cities, while other categories go unused
(forestry service in New York, for ex-
ample); land mobile is unable to use
"unused" frequencies assigned to TV;
some land-mobile users must adopt
costly modifications to meet growing
demand while other such services (un-
specified) have wider bandwidths than
are required by existing technology.

Present divisions of responsibilities
between government and nongovern-
ment allocations and assignments are
inefficient. There is no formal mechan-
ism for resolving conflicts between gov-
ernment and nongovernment users. Al-
though joint cooperative arrangements
have been worked out over the years,
there are still problems. For example,
certain government frequencies go large-
ly unused in urban areas where civilian
needs are greatest. The solution might
be a sharing arrangement between gov-
ernment and nongovernment at local
levels, but there is no single agency
to solve this question or make a deci-
sion.

The FCC's responsibilities alone in
spectrum management are staggering.
The commission has neither the staff
nor money to "adequately undertake
the comprehensive planning needed to
achieve greater efficiency in spectrum
use." The FCC must rely on private
engineering and technical work—for
monitoring, for example, to determine
harmful interference. The same prob-
lems exist in the office of the Direc-
tor of telecommunication management,
which is part of the Office of Emer-
gency Planning.

What is needed is a basic guideline,
such as a "combination of spectrum
uses which offers maximum social and
economic contribution to the national
welfare and security."

Thus, a corollary to this guideline
would be: "Unused spectrum resources
should be employed to meet any legiti-
mate need. This does not mean that
cause excessive interference to existing
uses, conforms with established stand-
ards and international agreements, and
does not interfere with established plans
for higher-valued uses."

The most effective means of manag-
ing the spectrum would be on a free-
market basis; but this cannot be because
some elements are not easy to appraise.
The spectrum is not the type of resource
that wears out (like coal, oil, etc.). Also
part of the spectrum can be used for
one service, while other parts can be
used for other services. And due to
interference problems, the use of one
part must be correlated with other
uses.

One way to make economic factors
more relevant to the use of the spec-
trum is to relate license fees to the
amount of spectrum used—or potential-
ally denied to other users. Such a level
might take into account bandwidth,
power, and other factors.

This could serve as a "quasi-market
mechanism" adaptable to change in
order to serve the purpose of provid-
ing a source of revenues to cover the
cost of spectrum management, to dis-
courage the use of the spectrum by
marginal users, to provide a clear in-
dication of actual demand for spectrum
space as a function of service,
geographic location and fee schedule.

Another economic incentive might
be to permit the transfers of license
between users in different services. (To-
day such transfers are limited between
users of the same service.)

Also, a user who pays for a channel
should receive a license in another service band
provided he undertakes to reduce inter-
ference to the prime user.

A national table of frequency alloca-
tions should be transformed, over a
period of time, from a fixed allocation
by user category to a basic planning
by Broadcast, Dec. 16, 1968
Jefferson Standard Broadcasting Company now offers you the Richmond, Virginia, Market*

On November 28, 1968, Jefferson Standard Broadcasting Company of Virginia began operation of WWBT, channel 12, in Richmond, formerly WRVA-TV. A new and creative force has been established in central Virginia television.

Immediate Plans forecast investments in technical and programming improvements in excess of one million dollars. Building on a great tradition, Jefferson Standard Broadcasting Company of Virginia promises increased coverage and a growing audience in central Virginia for advertisers.

In keeping with the long-standing corporate policy of Jefferson Standard Broadcasting Company, WWBT will undertake a major role in news, editorials and public affairs, expanding public information programming in 1969.

Now is the time to review your media plans for Richmond and Central Virginia. A vital new media force is at work there.

*RICHMOND SMSA
Population: 514,600
Retail Sales: $834,791,000
Effective Buying Income: $1,430,936,000

RICHMOND TV MARKET
(ADI plus Effective)
Population: 1,206,600
Retail Sales: $1,718,762,000
Effective Buying Income: $2,732,952,000

Copy-right 1968, Sales Management Survey Of Buying Power; further reproduction is forbidden.

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dustry and the academic world.

As to its impingement on the FCC, such a spectrum manager and the FCC "should encounter no major obstacles in working together, under the watchful eye of Congress, any needed changes in the existing broadcast station allotment plan which would appropriately reflect the objectives of both agencies." Where irreconcilable conflicts arose, however, Congress would have to act.

The commission would continue to license broadcast stations according to the existing station allotment plan.

In its final, and ninth chapter, a 42-page analysis of the "Role of the Federal Government in Telecommunications," the task force criticizes present telecommunications policy-making, which, it says, has evolved over the years as "a patchwork" of limited, specialized responses to issues.

It is in this chapter that the group proposes the establishment of an executive branch "capability" that would not only encompass the role of spectrum manager but would go deeper into the entire realm of telecommunications.

The ninth chapter makes these points:

There is no single agency empowered to decide allocations between federal and nonfederal sectors, or to establish and enforce technical and operating standards equally to all classes of users.

Neither in the FCC nor the office of the director of telecommunications are there sufficiently strong research and technical activities. Much stronger activities are carried on by the Department of Commerce in its Boulder, Colo., laboratories, the Department of Defense and by National Aeronautics and Space Administration. Yet, "these capabilities are only rarely used in the formulation of telecommunications policy or in day-to-day operations of the FCC and the DTM."

There is, therefore, a large capability in the federal government to "promote" the application of telecommunications concepts and technology to a "variety of social ends."

What is needed is an "entity" that would aid other government agencies—like the Department of Health, Education and Welfare in educational TV, or the Department of Housing and Urban Development in urban affairs. Also, the government is a large user of telecommunications facilities and of communication equipment, yet there is no central office where an over-all look is focused. This lack applies also to the federal-state level. Broadcasting policy as elaborated by the FCC "implies a degree of supervision over programming which is difficult to enforce effectively, given present levels of personnel—if, indeed, it can be enforced at all."

To strengthen the FCC's effective-

ness, regulation of common carriers could be strengthened by a congressional amendment of the Communications Act of 1934. Congress also should give the commission more money in order to permit a higher level of broadcasting and common-carrier regulation. The necessary beginning of any improvement in the broadcast licensing process continues to be the provision of sufficient resources to enable more than... superficial inspection and investigation efforts."

Also, an executive-branch agency could add to the efforts of the FCC in both broadcast and common carrier fields. "Thus, in broadcasting, the increasing importance of television in providing not only diversity but also support for the federal government's missions in a host of fields, highlights the need for an executive-branch capability which can help to integrate and coordinate the variety of executive and legislative policies and interests involved."

Such an executive-branch entity could engage in or promote the initiation and execution of operations to answer technical, social and economic questions brought to the fore by "dramatic" new technological developments.

This entity, therefore, could be part of the spectrum-manager responsibility referred to in the previous chapter.

Such an entity would be composed of not only engineers and scientists but also lawyers, economists and statisticians. It could also perhaps contribute substantially to resolving conflicts with in the executive branch. And, "we are particularly concerned that many new and expanded uses of the spectrum which technology may make possible and the national interest demand, might be denied in the absence of more flexible management procedures rooted in a greater degree of decentralization and detailed planning than is possible with divided authority and responsibility."

The licensing of individual broadcasting stations should remain the responsibility of the FCC. Also the FCC should retain responsibility in the common-carrier field.

As for other radio services, such as mobile, aeronautical, public safety, amateur radio operators, these could be retained by the FCC or some general responsibility for them could be given to the spectrum manager.

And finally, the new entity should also be responsible for establishing and enforcing standards and requirements to prevent spectrum waste and "pollution," to conduct long-range studies in spectrum management, and to coordinate government laboratories and research facilities.

To provide qualified personnel with an over-all view of telecommunications technically, socially and in the national interest, the government might sponsor fellowships for students in universities, or by establishing one or more federally funded "communications policy training programs or institutes."
How to be a wheeler dealer at 17.

Usually it takes a little longer.

But three groups of Baytown, Texas high school students are making it in their teens—with the help of Humble and its affiliates.

The affiliate-sponsored groups attend Ross Sterling and Robert E. Lee High Schools and call themselves Wheeler-Dealers, En-Ja and Trico. They’re learning about business the practical way, as Junior Achievement Companies.

Under our sponsorship, they formed companies to make Christmas gift wrap materials, lint brushes, a hide-a-key gadget and lightweight aluminum holders that turn half-gallon milk cartons into pitchers.

In the process of making and selling their products, they learned some solid facts about economics that will help them when they enter the business world for real. Two of the companies made a profit and paid their stockholders a 10% dividend. The third had a loss and proved that the world of business has risks as well as successes.

Helping young people experience the rewards and the pitfalls in business is a satisfying thing. And we’ve learned, as we go about our business of making good products for our customers and a fair return for our stockholders, that there’s added satisfaction in doing something more for people.

Humble is doing something more.

Humble Oil & Refining Company
America’s Leading Energy Company
If our 4-tube color great...who'll buy
You might.

It all depends on

The TK-42 is the camera for the broadcaster who must have the most accurate and realistic color reproduction of a sponsor's product. This is the camera that delivers crisp, clean color in almost perfect degree. Now, over 400 are in use by top TV stations. It's the camera with the big I.O.—that gives top resolution and eliminates the need for contouring. Better than any other camera, it handles the problem of large contrasts between highlights and shadows, or variations in light levels.

Now let's look at the TK-44A. This is the lightweight, easy-to-handle, simple to set-up, color camera. It solves different problems.

It's the latest design in 3-tube cameras. It uses RCA's exclusive "contours with a comb" that produces snappy, brisk colors without raising the noise level. It weighs in at only 98 pounds (without the lens), ideal for field use. And RCA has as many lenses for both field and studio applications as you will ever need. The TK-44A also has built-in "Chromacomp" that will precisely color-match the output of the TK-42, or of any other color camera. "Chromacomp" can also produce striking special color effects.

Call your RCA Field Man for complete information. Or write: RCA Broadcast Equipment, Bldg. 15-5, Camden, N.J. 08102.
camera is so our new 3-tuber?

your needs!

RCA
When you want to see what you saw in your mind—use film.

Why film? Because color film is the stuff such dreams are finally made of. It’s the logical medium for the bright excitement, the spark that first came to your mind. Color film does the tricks you want. It conveys, teases, pounds. Film delivers.

But film doesn’t do that all by itself. It takes professionals behind the scenes and the cameras to make color film do what you want it to do. And you know, even though they have been working with film all their lives, they still haven’t found its limits. The best salesman color film ever had is an advertiser with a successful spot. And when he’s happy, we’re all happy.

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Order your own copy of the 1969 Broadcasting Yearbook. Just fill in the coupon and return it to us. Your copy of the 1969 Yearbook will be shipped promptly.

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Four-network plan hit again by MBS

ABC defense is dismissed as both contradictory and 'frequently irrelevant'

Mutual Broadcasting System last week renewed and embellished its argument against further FCC authorization of ABC's four specialized "American Radio Networks." In a pleading filed with the commission, Mutual said that ABC's defense of its operation (BROADCASTING, Dec. 2) contained contradictory and "frequently irrelevant" statements which further demonstrate its disregard for the conditions under which the commission approved the four-network plan on a trial basis last January.

The basic themes of Mutual's latest petition were similar to those expended in its first assault on the four networks last month—charges of antitrust violations, misrepresentations to the commission, violation by ABC of the terms of its temporary authorization, and an alleged attempt to use the four networks to "drive MBS out of the radio business" (BROADCASTING, Nov. 4).

New in last week's pleading, however, were additional allegations of specific violations, expressed with statements from Mutual employees and from present and former ABC officials.

Among these were two letters from an ABC executive to Mutual affiliate WWOK, Charlotte, N. C., submitted as evidence that ABC had in fact urged a Mutual affiliate to join ABC and had made a specific financial offer. The first letter outlines unit rates for spot sold by one of ABC's networks for its features and in its 6-6:30 p.m. time block. A follow-up letter asks if the Mutual affiliate has resolved its "other network situation."

Another exhibit purports to demonstrate that ABC reneged on its pledge not to engage in group sales, combination rates or internetwork discounts. Mutual's Detroit manager, Joseph J. Hildebrand, said in a sworn affidavit that dealings between General Motors Corp. and ABC were always on a three-network basis, and that the network did not submit individual network prices for consideration. Mutual also said that another advertiser, Del Monte Foods, had bought time at 52-week rates on a combination basis. These practices, according to Mutual, directly contradicted both the conditions of ABC's authorization to operate the four networks and statements by an ABC official in the network's filing earlier this month.

Mutual also argued that ABC has made contradictory statements concerning its intention to seek certain types of stations to affiliate with each of its four networks. ABC told the commission, Mutual said, that it would affiliate in each case with a local station whose over-all format is similar to the particular network service—FM, middle-of-the-road, entertainment-feature oriented, and rock-and-roll. Then, it was argued, ABC contradicted itself with this statement in its pleading two weeks ago: "To deny affiliation to stations which desire the network service simply because their formats are not totally specialized would be an enormous dis-service to the public interest."

If ABC's networking practices go unchecked, Mutual contended, it will soon exercise monopoly power in radio networking. Over 50% of all radio stations that are affiliated with any network are ABC affiliates, Mutual said; this fact, coupled with the influence of its four networks, means that other networks cannot have comparable service because there aren't enough stations to go around, according to Mutual. Many stations will not affiliate with any network on principle, Mutual said, and ABC is in a position to grab the lion's share of those that desire affiliation.

The four-network system went into operation last January after FCC granted ABC a one-year waiver of the chain-broadcasting rule, which prohibits networks from serving more than one affiliate in the same market at the same time.

Evans casts his net for another flock of U's

A New York financier and industrialist believes that if you don't succeed the first time try again. Last week Thomas Evans filed applications for FCC approval to buy WUHF-TV Dallas, and announced that he also is planning to buy WUHF-TV (ch. 61) Hartford, Conn.; WENS-TV (ch. 22) Pittsburgh, and WJZB-TV (ch. 14) Worcester, Mass.

Last year, Mr. Evans entered into an agreement to buy WUHF-TV, WBAU-TV Buffalo, N. Y., and WNTU-TV Norfork, Va., but these agreements were cancelled. Mr. Evans last summer bought the permit for KDFN-TV (ch. 30) St. Louis from Boyd W. Fellows and associates for $40,500.

KMEC-TV (ch. 33) is being bought by Mr. Evans from James T. and C. H. Maxwell and Carroll Maxwell Jr. Price is $40,000 plus assumption of liabilities totaling $171,530.

Springfield Broadcasting Corp., which owns TV stations in Springfield, Mass.; Dayton, Ohio; Keene, N. H., and Raleigh, N. C., had agreed to sell WENS-TV and WJZB-TV to United Artists for $800,000 (BROADCASTING, Oct. 21). However, that sale was dropped in October (BROADCASTING, Oct. 28) for fear of jeopardizing the still-pending merger of Metromedia Inc. into Transamerica Corp., which owns UA. WUHF-TV is owned by Albert Hartigan and associates.

State Mutual grant brings Johnson balk

Despite ambiguous status Worcester TV station given construction permit

When the FCC granted State Mutual Broadcasting Corp. a construction permit for a new television station on channel 27 in Worcester, Mass., last week, it hedged the grant with a number of conditions. These were designed to deal with aspects of the application bearing on a commission interim policy prohibiting new ownership or control of more than one full-time station in a market.

But the conditions were not enough to satisfy Commissioner Nicholas Johnson, the only one of six commissioners voting to dissent. He called the grant another example of the commission's "insensitivity to the problems of broadcast media control in America."

The new permittee is owned by State Mutual Life Assurance Co. of America, which owns 3.1% of Sonderling Broadcasting Corp., owner of 12 radio and television stations. State Mutual Life also has options to acquire another 4.4% interest in Sonderling.

The so-called one-to-a-customer policy—adopted on March 28 when the commission issued a notice of proposed rulemaking designed to put those ownership limits into the rules (BROADCASTING, April 1)—is a factor in the case in part because of the uncertainty of the ownership of WAAB-AM-FM Worcester.

Bernard E. Waterman, who is to be the general manager of the proposed television station, had owned WAAB-AM-FM as well as KTSA-AM-FM San Antonio, Tex., through Waterman Broadcasting Corp. He sold the Worcester stations to WAAB Inc. in March, but commission approval of that sale.
was appealed to the courts by WORC Worcester, and the matter is now back before the commission at its own request. The commission's general counsel said there is a possibility of misrepresentation or failure by WAAB Inc. to disclose connections with Atlantic Recording Corp. (All stock in WAAB Inc. is owned by former principals of Atlantic.)

Accordingly, the commission conditioned the CP grant on Mr. Waterman is terminating his relationship with the proposed television station if, as a result of commission review of the WAAB-AM-FM case, he reacquires those stations. The condition would also bar State Mutual Life from exercising an option to acquire 10% of Waterman Broadcasting if the sale of WAAB-AM-FM is voided.

Another condition involves directors of State Mutual Life who are not officers or directors of the broadcasting company—Richard S. Steele and Robert W. Stoddard. Mr. Steele is president-publisher and Mr. Stoddard is chairman and 5% owner of Worcester Telegram & Gazette Inc., publisher of the only daily newspapers in Worcester, and licensee of WTAG there. Under the condition, they are barred from participating in insurance company matters bearing on the television station so long as they retain their interest in WTAG.

Finally, the commission attached a kind of open-end condition: The grant is without prejudice to whatever action the commission regards as appropriate as a result of the one-to-a-customer rulemaking proceeding.

Commissioner Johnson attacked the grant on a number of grounds. He said there will be no licensee in the sense of an owner to whom the commission can look for responsibility for the station's operation. The permittee, owned by a company owned by its policyholders, he said, "is no more than a piece of paper on file in the state of Massachusetts." He said the conditions imposed as a result of "the ambiguous status" of Mr. Waterman's ownership of the Worcester radio stations "render the whole trans-action ludicrous." And, regardless of the conditions imposed as a result of the ties between Messrs. Steele and Stoddard to WTAG, he said the grant is "in direct violation" of the one-to-a-customer interim policy.

He also sees the grant as raising the risk of a mass-media subsidiary being used "to serve the public information, advertising or public relations interest of its parent rather than as an independent source of information and opinion.

And in view of the interests of two directors of the parent company in other media in Worcester, he added, the grant "will create a concentration of control of media in Worcester, Mass., that, at a minimum, is inconsistent with recent actions of the U.S. Department of Justice." He went on to call the decision to make the grant without a hearing "a discourteous and reckless act inconsistent with simple principles of comity and decency between agencies of the same government."

The commissioner also criticized the grant as providing State Mutual Life with an "undesirable addition" to its present media holdings; he referred to the company's interests in Sonderling and Waterman Broadcasting. And he said it was "insulting" and "irresponsible" of the commission to "ignore" a complaint of a Worcester woman who had opposed the transfer on, among other grounds, the allegation that WTAG and the Worcester newspapers "are under the monopolistic control of Robert W. Stoddard, whom she identifies as a director of the John Birch Society."

Cohn seeks clarification of record-keeping rule

The Washington law firm of Marcus Cohn last week asked the FCC to clarify its Nov. 27 rule amendment concerning the retention of certain records by broadcast stations. The amended rule requires stations to keep on file for two years the names of officers and directors of groups that sponsor or furnish material for programs that are not commercially sponsored, (Broadcasting, Dec. 9).

In a "petition for declaratory ruling" over Mr. Cohn's signature, it was argued that the amendment—which was intended to remove uncertainty by establishing a time requirement where none had previously existed—actually rests on a basic ambiguity: "Exactly what records are to be kept . . . is not clear." The problem, according to Mr. Cohn, is that a reading of the amended rule in conjunction with an already existing one makes it unclear whether retention of records is required only when material is furnished for political or controversial programs that are not commercially sponsored, or whether the requirement applies more broadly to all cases where the material is furnished, without regard to program content.

The problem can be resolved, Mr. Cohn said, if the amendment specifies that retention is required only when the program is not commercially sponsored and when it deals with political or controversial material.

CPB committee studies interconnection service

The Corp. for Public Broadcasting last week announced the members of its newly formed "Interim Interconnection Management Group" (Broadcasting, Dec. 2).

Donald R. Quayle, consultant to CPB on leave from the Eastern Educational Network, will head the committee of 11. Other members are Gerard Appy, National Educational Television; Gerald Slater, Public Broadcast Laboratory; Warren A. Kraetzer, WHYY-TV Wilmington, Del.; Robert F. Schenkan, KLRN(TV) San Antonio, Tex.; Edward L. Morris, Central Educational Network; E. Wayne Bundy, Rocky Mountain Federation; John Crabbe, Western Educational Network; W. D. Donaldson, Midwest Educational Television; Howard D. Holst, Southern Educational Network and John W. Kiermaier, Eastern Educational Network.

Messrs. Quayle, Appy, Slater, Kraetzer, Schenkan and Morris constitute an operations group within the management group.

The committee will oversee the interconnection service begun this month to
Now watch!
KVOA-TV
Tucson, Arizona, has appointed Blair Television.

Who's number one? KVOA-TV is number one! In beautiful, burgeoning Tucson, one of the fastest-growing areas in the nation in business as well as in population. Long famed for tourism, Tucson is also booming in such forward-looking industries as electronics, optics, mining and research. Now KVOA-TV has tapped the number one television broadcast sales organization, John Blair & Company, as its national representative. With these leading sales forces joining hands, watch KVOA-TV widen its lead!

BLAIR TELEVISION
about 150 noncommercial stations five nights a week, two hours each night, provided by AT&T at reduced cost for a six-month trial period (Broadcasting, Dec. 9).

All-media skills bank is set up in New York

The New York Urban Coalition is establishing an Intermedia Skills Bank as a central registry and job placement agency for minority-group members seeking entry and advancement in the broadcasting, newspaper and magazine fields.

This new project of the organization of business, labor and other community leaders was revealed on Dec. 8 by Saul Wallen, president of the New York Urban Coalition and WCMN New York’s Let’s Find Out program. The organization is seeking $50,000 from corporations and foundations to run the operation for one year. Mr. Wallen indicated it would begin to function within several months.

Mr. Wallen was asked if this undertaking differed from the Broadcast Skills Bank of the National Urban League in cooperation with ABC, CBS, NBC and the Westinghouse Broadcasting Co. Mr. Wallen pointed out that unlike the Broadcast Skills Bank, the coalition’s project will not focus on broadcasting alone but will also include advertising, public relations, magazines and newspapers.

The Broadcast Skills Bank has been in existence for four years and the concept has spread from New York. In 1968 the number of local banks has increased from 14 to 24.

An old pitch with new spin

A seminar of losers will discuss law to ban all paid political time

Advisers to several defeated candidates in the recent presidential election are scheduled to be panelists this week in a discussion of political-campaign reforms—including a frequently revived proposal that radio and television be required to give blocks of free time to candidates.

The panelists are expected to include Joseph Napolitan, media director for Hubert Humphrey; Frank Mankiewicz, press aide, first, to the late Robert Kennedy and then to George McGovern; Blair Clark, campaign manager for Eugene McCarthy, and Stephen A. Mitchell, convention manager for Senator McCarthy. Herbert Kaplow, NBC News Washington correspondent who has covered President-elect Richard Nixon, is also expected to participate.

The theme of the evening’s discussion, on Thursday (Dec. 19) at the Harvard Club in New York, is to be set by Harry Ashmore, who used to be a newspaperman before retiring to the Center for the Study of Democratic Institutions, Santa Barbara, Calif.

Mr. Ashmore, former editor of the Arkansas Gazette, has written an article to appear in next month’s issue of the center’s magazine. The article suggests, among other things, that broadcasters be prohibited by law or FCC rule from accepting any political advertising and required by the same law or rule to “devote to the political campaigns an adequate amount of the uncommitted time their lucrative federal licenses now require them to provide as a public service.”

In the article Mr. Ashmore adds that “the ban should be extended to all forms of political advertising—newspapers, billboards, direct mail—but even if this runs into First Amendment complications (which should not exist in the case of broadcasting) the biggest of the money faucets would have been shut off.”

Mr. Ashmore says his proposal “implies no restriction of news coverage and commentary.” But he says the “proper use of television for direct political campaigning would require that the stations play no role beyond that of common carrier.”

Mr. Ashmore also proposes creation of a “Federal Bureau of Elections” with permanent bureaus in each of the 435 congressional districts to oversee all campaigns and elections.

The Harvard Club meeting has been arranged by the Center Club, a subsidiary of the Center for the Study of Democratic Institutions.

Changing Hands
Announced:

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


• Ksxx Lafayette, La.: Sold by Edward E. Wilson and others to Delwin W. Morton, John Pickens and James V. Hoffpauir for $315,000. Mr. Wilson has interest in WILX-TV Onandaga and WJCO Jackson, both Michigan. Mr. Morton owns KCAD Abilene, and has

Outstanding Values in Radio-TV Properties

VIRGINIA

$80,000

Excellent owner-operator situation in single station market. Only station in county. A well equipped AM radio facility with established history of profitable operation. Ten year terms.

Major Market FM

$500,000

Excellent Class B facility in top 10 market. Complete new tower and transmitter installation plus new studios. Coverage and signal quality tops. This can produce substantial earnings for experienced operator. Terms for qualified buyers.

BLACKBURN & Company, Inc.

RADIO • TV • CATV • NEWSPAPER BROKERS
NEGOTIATIONS • FINANCING • APPRAISALS

WASHINGTON, D.C. CHICAGO ATLANTA BEVERLY HILLS
Jack V. Harvey William B. Ryan Robert A. Marshall Roy Rowan
Joseph M. Sirkick Hub Jackson Harold Walker Bank of America Bldg.
RCA Building Eugene Carse 1855 Peachtree Rd. N.E. 346-5460
1725 K St. N.W. Eugene Carse 873-5626
333 N. Michigan Ave. 873-5626
873-5626

Broadcasting, Dec. 16, 1968
50% of KESR Gladiwater, and minority interests in KFOX Marshall, KAWE Waco and KYAL McKinney, all Texas; KKRO Salt Lake City, and in applicant to purchase KEFG(FM) Waco. Messrs. Morton and Pickens have interest in the applicant to purchase KPGN Port Neches, Tex. Sale of KFOX is pending FCC approval. Mr. Hoffpaur, who already owns 5% of KXXW, will become a 10% stockholder under the new group. KXXW is full time on 1520 kc with 10 kw day and 500 w night. Broker: Hamilton-Landis & Associates.

- KMBC-TV Dallas: Sold by James T. and C. H. Maxwell and Carroll Maxwell Jr. and others to Thomas M. Evans for $40,000 plus assumption of liabilities totaling $171,530.37 (see page 45).

Approved:
The following transfer of station ownership was approved by the FCC last week: (For other FCC activities see "For the Record," page 79).

- WQMS Hamilton, Ohio: Sold by John F. McNally to Nicholas Timko for $305,000. Mr. Timko owns 67% of WQFG(FM) Detroit. WQMS(FM) is on 96.5 mc with 50 kw.

Cable TV

- Bluefield, W. Va.: Sold by Bluefield Cable Corp. to Vikoa Inc. for stock, cash and notes worth about $2 million. The 125-mile, 12-channel Bluefield system serves an area of more than 10,000 homes and has over 2,300 subscribers.
- Francis W. Heinbach owns Bluefield Cable. Vikoa is a group CATV owner and manufacturer of coaxial cable and electronic components. Arthur Baum, president, owns 38.4%. Vikoa owns systems in New Castle and Rochester, both Pennsylvania; Lafayette, La.; Zanesville, Ohio; Oakridge, Tenn.; Wilmington, N. J.; and Haverstraw, N. Y. It has also begun construction on a system in Peckskill, N. Y. With the addition of Bluefield Cable, Vikoa's systems will serve over 22,500 subscribers in areas with a potential market of 100,000 homes.
- Sedalia, Mo.: Sold by Cablevision Inc. to Gencoe Inc. President of Cablevision is Noah E. Martin. Gencoe, a subsidiary of Livingston Oil Co., owns systems in Peru, Ill.; Abilene, Del Rio, Jacksonville, Perryton, Sweetwater, Tyler and Uvalde, all Texas; Moab, Utah, and Casper, Wyo. It also owns 80% of a system in Gallup, N. M., and 50% of systems in Grand Junction, Colo., and Berlin-Ocean City, Md. Chairman of Livingston Oil is Joseph L. Seger. The Sedalia, Mo., system serves about 3,000 subscribers. No price was disclosed.

**KKTV Colorado Springs sold for $2.1 million**

Garvey Communications Systems Inc. is selling KXTV(TV) Colorado Springs, to Capitol Broadcasting Co. for $2.1 million, subject to FCC approval.

William H. Garvey, sole owner of the channel 11 CBS affiliate, will retain KEFG(FM) Colorado Springs.

Principals of Capitol Broadcasting include T. B. Lanford, Mississippi Publishers Corp. and Standard Life Insurance Co. Capitol Broadcasting owns WTVT(FM) and WSLI-AM-FM Jackson, Miss. It also owns 33% of Metropolitan Cablevision Co., operator of CATV systems in McComb and Brookhaven, both Mississippi. Mississippi Publishers also has 33% interest in Metropolitan Cable and publishes the Jackson Daily News and the Clarion Ledger, both Jackson, Miss.

Mr. Lanford owns KALB-AM-FM Alexandria and KRMD-AM-FM Shreveport, both Louisiana. He also controls KXTV Alexandria, and has an interest in

**Metromedia breaks down advertising assignments**

Metromedia Inc. has restructured its advertising functions, under which its corporate advertising department will handle corporation matters entirely and its 14 divisions will be responsible for their own advertising. In the change-over, the corporate advertising department, which previously had been responsible for both corporate and division activities, has been reduced by 16 persons. Metromedia's 14 divisions are expected to appoint their own advertising agencies, or make local arrangements for art services or other facilities they may require.

The reorganization was revealed last week by John Van Buren Sullivan, vice president—corporate relations, Metromedia, Inc., who appointed Orrin Hammond as vice president-advertising and Roger Ferriter, vice president-design.
Broadcast angles in Nixon cabinet

Rogers once proposed stiff broadcast controls; others have connections

President-elect Richard Nixon's cabinet will have a number of members who have more than a passing acquaintance with broadcasting and broadcasters—one, a veteran of the stormy broadcasting battles of the Eisenhower era, will serve in the top-ranking cabinet position of secretary of state.

William P. Rogers, named last week by Mr. Nixon to head the State Department, is a member of the board of directors of the Post-Newsweek Stations (WTOP-AM-FM-TV Washington and WJXT-TV Jacksonville, Fla.) He is also counsel for the Washington Post and has represented the New York Times (licensee of WQXR-AM-FM New York) before the U.S. Supreme Court.

As attorney general in the Eisenhower administration, Mr. Rogers gave advice in the ex-partie investigation that saw the forced resignation of an FCC commissioner. Later he was at or near the storm center of the payola controversy and, in the wake of quiz-show scandals that prompted President Eisenhower to request an opinion from his attorney general on what to do about broadcasting, filed a memo on stronger regulation that became controversial in its own right (Broadcasting, Jan. 11, 1960).

The Rogers report advocated a voluntary or regulatory allocation of fixed amounts of public-interest time in broadcast schedules: steps to guard against quiz-program deceptions: abolition of all payola: a requirement of disclosure of financial interests for all broadcasters in a position to influence content of programs, and a tighter renewal procedure backed up by "spot checks in depth" of programing performance by licensees. In the process, the report charged broadcasting with runaway commercialism.

George Romney, leaving the governorship of Michigan to become secretary of housing and urban development, is married to the former Lenore Lafont, daughter of the late Harold A. Lafont. Mr. Lafont was a member of the old Federal Radio Commission (predecessor to the FCC) and was later a broadcaster in Buxton and New York.

Maurice Stans, named secretary of commerce, is another hand with Washington experience dating from the Eisenhower years. Before becoming budget director he worked with and became friends with Robert E. Lee, now FCC commissioner, when Mr. Lee was with the House Appropriations Committee.

Another court backs FCC on presunrise rule

A Washington federal court last week approved of the FCC's presunrise rules and of the rulemaking process as an instrument of regulation, in a case involving the commission's application of its rule to 37 AM's operating on the same frequency.

In an unsigned decision, the three-judge U. S. Court of Appeals for the District of Columbia unanimously rejected the contention of WSAT Cincinnati that the commission should not have granted presunrise authority to the 37 stations without hearings to determine whether the interference caused by the PSA's was outweighed by the gains in service which would result from the PSA operations. "WSAT, along with the 37 stations, operates on 1360 kc.

The court said that this procedural claim had previously been considered and rejected by the U. S. Court of Appeals for New York in a decision which the Washington court said it found "fully persuasive." That decision, in which WSAT was the appellant, upheld both the rules and the FCC's procedures (Broadcasting, May 20).

"To the extent, therefore, that the appeal... is simply an attack upon the rule paralleling that already made without success in our sister court, we find it to be unavailing," the Washington court said.

With respect to the specific application of the rule to the 37 stations, the court said that oral argument by both the commission and WSAT was conducted "as if appellant had applied to the commission for waiver of the rule," although the station had actually petitioned for reconsideration of the 37 individual grants. It further noted that in its argument before the court WSAT had departed from its previous "blanket attack" on the grants and had drawn distinctions between the 37 stations.

The court said that it would be "inappropriate" for it to rule on the merits of the differentiations or on the implied request for waiver since "this was not the relief sought from the commission, nor the relief denied by it.

NAB committee reviews ratings, CATV problems

Going back over ground it has covered in previous meetings, the National Association of Broadcasters Secondary Market Television Committee last week discussed audience measurement and CATV impact.

The committee, which has been asking the ratings services to improve services to the secondary TV markets, heard Howard Mandel, NAB vice president for research, discuss the methodologies used in measuring such markets. The committee urged the ratings firms to improve procedures for measuring CATV market penetration.

Also of concern to the committee is the FCC's policy of allowing CATV signal importation in markets beneath the top 100 without a hearing. The committee voiced its support for NAB's long-standing position that hearings on such importation should be extended to all markets. The committee also discussed local program and commercial origination by CATV and ways to combat possible signal degradation by CATV's.

It was after the committee met that the FCC issued its new CATV rulemaking (see page 27).

NCTA's Ford re-enters ranks of CATV owners

Frederick W. Ford, president of the National Cable Television Association, has purchased a Vidalia, La., CATV system.

The sellers are Virgil and H. E. Jackson, owners of Concordia Video Co., which operates the 12-channel system serving 1,100 subscribers. Messrs. Jackson hold a franchise for Port Sulphur, La.

Mr. Ford, also a former FCC chairman, is sole owner of Concordia Television Corp., the purchasing firm. The price was not disclosed. Ford was Daniels & Associates.

When Mr. Ford became president of NCTA in January 1965, he acquired a CATV system in Blythe, Calif., which he sold about a year ago.

50 (The Media)
Why Corinthian Broadcasting’s KHOU-TV, CBS-TV Affiliate in Houston, has bought 398 “Films of the 50’s & 60’s” (217 in Color) including

**VOLUME 9**

“As the dominant movie station in our market, we searched for a powerful and very commercial first run feature film library to perpetuate our leadership in the late afternoon as well as in all other slots of our movie schedule which includes:

**20 WEEKLY LOCAL MOVIES**

The Early Show (Mon.-Fri.) ............. 3:30 PM
The Early Show (Sat.) ................. 1:30 PM
Science Fiction Theatre (Sat.) ........ 3:30 PM
Feature For A Sunday Afternoon ...... 3:30 PM
Thursday Night Movie ................... 8:00 PM
The Late Show (Mon.-Sun.) ........... 10:30 PM
The Late, Late Show (Wed.-Sat.) ...... 12:30 AM

In particular, the 215 features (109 in Color) in Volume 9 give us excellent vertical and horizontal scheduling flexibility for our “Early Show” strip as well as providing us with an excellent percentage of Prime Time Blockbusters for our key evening local movie showcases.”

Dean Borba
Vice President and
General Manager, KHOU-TV

Represented by
H. R. Television, Inc.

**WARNER BROS.-SEVEN ARTS**

NEW YORK • CHICAGO • DALLAS • LOS ANGELES • TORONTO • LONDON • PARIS
ROME • BARCELONA • LISBON • SYDNEY • TOKYO • MEXICO CITY • NASSAU
Are movies riding off into the sunset?

That's question raised by slide in network ratings but syndicators see no effects on station use

The number of feature film segments carried on local stations is constantly growing, according to a study completed by Warner Brothers-Seven Arts in the top 30 markets of the U.S. The study reveals that in October 1968 there were 1,667 movies shown a week, as compared with 1,495 during October 1967.

<table>
<thead>
<tr>
<th>Top 30 Local TV Movie Markets</th>
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<tr>
<td>1. Los Angeles</td>
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<td>2. New York</td>
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<td>4. San Francisco</td>
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<td>5. Phoenix</td>
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<td>7. Chicago</td>
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<td>8. Detroit</td>
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<td>9. Seattle-Tacoma</td>
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<td>10. New Orleans</td>
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<td>11. Philadelphia</td>
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<td>12. Washington</td>
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<td>13. Boston</td>
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<td>14. Milwaukee</td>
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<td>16. St. Louis</td>
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<td>18. Tucson, Arizona</td>
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<td>19. Houston</td>
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<td>20. Dayton, Ohio</td>
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<tr>
<td>21. Atlanta</td>
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<tr>
<td>22. Indianapolis</td>
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<tr>
<td>23. Tampa-St. Pete, Fla.</td>
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<tr>
<td>24. San Diego, Calif.</td>
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<tr>
<td>25. Flint/Saginaw/Bay City, Mich.</td>
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<tr>
<td>26. Minneapolis-St. Paul</td>
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<tr>
<td>27. Pittsburgh</td>
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<tr>
<td>28. Salt Lake City</td>
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<tr>
<td>29. Sacramento, Calif.</td>
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<td>30. Charlotte, N. C.</td>
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1495  1667  +276  =12% increase

A funny thing happened on the way through the new fall season this year. The feature film, which had earned a well-deserved reputation as the how-to-succeed vehicle of prime-time network programming, began to show distressing signs of faltering.

The movies no longer seemed to rate as the consistent audience magnet for the networks. Rating reports from the A. C. Nielsen Co. for the first two months of the 1968 season appeared to point to this unavoidable conclusion: The feature film, down an average of 15% in ratings over the comparable period of 1967, was no longer the Golden Boy it had been last year.

This was a rude awakening. Networks and advertisers, which had made munificent outlays for pictures, viewed the early ratings with chagrin. The drop-off was regarded with even more concern, and some skepticism, by feature film distributors whose continued affluence is dependent, to some extent, on the glamour of the feature film.

So what happened?

There is no easy and hard answer. Both buyers and sellers of pictures have their theories, explanations and rationalizations.

The predominant view of virtually all sellers and of some buyers of feature films boils down to this: The current substantial slippage in network ratings is temporary, but there is an acknowledgement that the consistently top viewing achieved during 1967-68 may be approached but never attained. But they offered persuasive arguments that ratings will rise and level off by the end of the season to the extent that movies will still be by far the most popular of all program forms.

Insofar as the decline is concerned, they cited as the probable single most telling factor the slotting of features in prime time seven days a week. They reasoned that there is a point at which the audience becomes saturated and perhaps the seventh day is too much.

Another theory is that the audience is becoming more selective. Adherents of this position contended that simply slotting a feature for the sake of showing a feature is no guarantee of success. Viewers are examining the story line and cast before twisting their dials. They are choosier.

Many distributors claimed the first four or five weeks of this network season were not typical. They said the political telecasts cut into the normal movie viewing time. They evaluated the quality of movies shown on the networks at the outset and insisted they were of lower caliber than last year. They also asserted there were a large number of special programs slotted against movies. And they argued that a contributing factor has been the growing number of prime-time pre-emptions of regularly scheduled network shows, including movies, by affiliates.

Vendors of films perform a dual function: They sell to networks and to stations. In the past three or four years, the formula has been to channel first-run films of top or even good quality to networks initially and, after two or three exposures, offer them to the syndication market. Distributors realize the slippery slope of popularity on networks could adversely affect their value in the station marketplace.

Syndication of features in 1968 has not been a whirlwind business, most distributors concede. They point out most marketable films have found slots on the network; many stations still have inventories from the past to amortize and the emergence of the talk-variety strip shows has choked off some vital time slots in the morning, late afternoon and evening.

But even in the syndication sphere (Continued on page 54)
The performance of feature films on the networks dropped by approximately 15% during the first eight weeks of 1968 versus 1967, based on figures of Nielsen Television Index. The tables, showing average audience and share, were compiled for BROADCASTING by Papert, Koenig, Lois Inc., New York.

### Movie Performance

#### 1968 vs. 1967

**First Eight Weeks Each Season**

#### Summary

<table>
<thead>
<tr>
<th>Date</th>
<th>1968</th>
<th>1967</th>
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<tbody>
<tr>
<td>Monday</td>
<td>21.4</td>
<td>36</td>
<td>—</td>
<td>—</td>
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<tr>
<td>Tuesday</td>
<td>20.6</td>
<td>35</td>
<td>—</td>
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<td>Wednesday</td>
<td>18.6</td>
<td>33</td>
<td>—</td>
<td>—</td>
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<td>Thursday</td>
<td>22.1</td>
<td>38</td>
<td>—</td>
<td>—</td>
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<tr>
<td>Friday</td>
<td>19.4</td>
<td>35</td>
<td>—</td>
<td>—</td>
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<td>Saturday</td>
<td>19.8</td>
<td>37</td>
<td>—</td>
<td>—</td>
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<td>Sunday</td>
<td>18.7</td>
<td>33</td>
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<tr>
<td>Average</td>
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<tr>
<td>Top 5</td>
<td>27.2</td>
<td>47</td>
<td>—</td>
<td>—</td>
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<tr>
<td>Bottom 5</td>
<td>14.9</td>
<td>28</td>
<td>—</td>
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**Source:** NTI

### 1968

#### Top Five

<table>
<thead>
<tr>
<th>Title</th>
<th>Rating</th>
<th>Share</th>
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<tbody>
<tr>
<td>1. W — 10/2 Cat Ballou</td>
<td>28.8</td>
<td>48</td>
</tr>
<tr>
<td>2. Sa — 11/9 To Kill a Mockingbird</td>
<td>28.5</td>
<td>49</td>
</tr>
<tr>
<td>3. M — 9/16 Madame X</td>
<td>27.9</td>
<td>47</td>
</tr>
<tr>
<td>4. Tu — 9/17 I'll Take Sweden</td>
<td>25.6</td>
<td>47</td>
</tr>
<tr>
<td>5. Th — 10/31 Nanny</td>
<td>24.2</td>
<td>42</td>
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<tr>
<td>Avg.</td>
<td>27.2</td>
<td>47</td>
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#### Bottom Five

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<thead>
<tr>
<th>Title</th>
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<th>Share</th>
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</thead>
<tbody>
<tr>
<td>1. F — 11/1 Quick Before It Melts</td>
<td>13.9</td>
<td>27</td>
</tr>
<tr>
<td>2. W — 11/6 John Goldfarb, Please Come Home</td>
<td>14.5</td>
<td>25</td>
</tr>
<tr>
<td>5. Sa — 10/5 Khartoum</td>
<td>15.8</td>
<td>30</td>
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<tr>
<td>Avg.</td>
<td>14.9</td>
<td>28</td>
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### 1967

#### Top Five

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<tr>
<th>Title</th>
<th>Rating</th>
<th>Share</th>
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<tbody>
<tr>
<td>1. Th — 9/28 Cat On A Hot Tin Roof</td>
<td>32.2</td>
<td>50</td>
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<td>2. F — 9/15 Great Escape (Part II)</td>
<td>31.3</td>
<td>55</td>
</tr>
<tr>
<td>3. F — 11/3 Rampage</td>
<td>31.2</td>
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<tr>
<td>4. Th — 9/14 Great Escape (Part I)</td>
<td>31.1</td>
<td>51</td>
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<tr>
<td>5. Th — 10/12 Splendor In The Grass</td>
<td>28.6</td>
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</tr>
<tr>
<td>Avg.</td>
<td>30.9</td>
<td>51</td>
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#### Bottom Five

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<tr>
<th>Title</th>
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<tr>
<td>1. Su — 11/5 The Leopard</td>
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<td>23</td>
</tr>
<tr>
<td>2. Su — 9/17 Greatest Show On Earth</td>
<td>15.5</td>
<td>30</td>
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<tr>
<td>3. W — 10/4 The Trouble With Harry</td>
<td>17.0</td>
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<tr>
<td>4. W — 11/1 The Bedford Incident</td>
<td>17.7</td>
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<td>5. Tu — 9/26 Errand Boy</td>
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**Source:** NTI
The trend toward the use of local prime-time features to pre-empt network programs at affiliated stations is pointed up in the following study made by Warner Bros.—Seven Arts. It shows there were 186 local prime-time feature segments in October 1968, as compared with 182 in March 1968.

### 186 Local Prime-Time Features in Top 75 Markets

<table>
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<tr>
<th>Market</th>
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<tr>
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<td>WRGB</td>
<td>Tue</td>
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</tr>
<tr>
<td></td>
<td>WTEN</td>
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<tr>
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</tr>
<tr>
<td>Atlanta</td>
<td>WAGA-TV</td>
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<td>7:30 pm</td>
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<tr>
<td></td>
<td>WQXI-TV</td>
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</tr>
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<td>WSB-TV</td>
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<td>WBRC-TV</td>
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<tr>
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<tr>
<td>Cedar Rapids, Iowa</td>
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<td>WMFT-TV</td>
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<td>KWWL-TV</td>
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</tr>
<tr>
<td>Charleston-Huntington, W. Va.</td>
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<td>Thur</td>
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<tr>
<td></td>
<td>WKRC-TV</td>
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<td>WLWT</td>
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<tr>
<td>Cleveland</td>
<td>WEWS</td>
<td>Fri</td>
<td>7:30 pm</td>
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</tbody>
</table>

* Indicates New Local Prime Time Feature Compared to March 1968.

(Continued from page 52) There is long-range optimism. Many distributors cited the still large number of feature film segments at stations throughout the country and the vogue of slotting such movies in prime time, even on network outlets. Exposure of product eventually will catch up with the inventory and the supply must be replenished, syndicators maintain. They regard the current spate of talk-variety shows as only a temporary threat, believing such programming will run its cycle in a year or two. They are convinced movies will rebound as they have rebounded in the past when challenged by various programs.

Both distributors and buyers of features were united in squaling a recurring cry that amounts to a tired cliche: "The bottom of the barrel is being reached in feature films." They were almost vehement in proclaiming that no end is in sight, and, in fact, the prospects for a continuing flow of marketable features are brighter today than they have been in years.

Feature-film inventory watchers place the number of movies that have not been released to TV by major studios at about 600. They explain that over the past four years this figure has swung between about 550 and 750. Contributing to the bullish outlook is the accelerated tempo of feature-film production in Hollywood, which had been holding at about 200 a year and is expected to reach 275 to 300 this year.

One view that was threaded through the opinion of a large number of both buyers and sellers of films was that the audience is becoming more selective. Viewers no longer will tune or stay tuned to a movie they consider lackluster. Oliver Blackwell, vice president for audience development for the Katz Agency, who has a primary responsibil-
<table>
<thead>
<tr>
<th>Market</th>
<th>Station</th>
<th>Day</th>
<th>Start Time</th>
<th>Market</th>
<th>Station</th>
<th>Day</th>
<th>Start Time</th>
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<td></td>
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<td></td>
<td>Youngstown, Ohio</td>
<td>WKBK-TV</td>
<td>Mon</td>
<td>10:00 pm</td>
</tr>
</tbody>
</table>

ity for counseling Katz-represented stations on their programing, articulated the point in this way:

"We still think that features, judiciously used and slotted in the right time periods, are still a very good buy for advertisers and our stations. But we do feel that now that movies are on the network seven nights a week, the viewer has become more selective. A movie in prime time is no longer a novelty.

"Depending on the quality of the film, a picture can and does get excellent ratings in prime time on some of our local stations. But you must be careful to use the right type of picture and slot it on a day and time when it's calculated to get maximum benefits. We feel that the feature film is the one form that will continue to be an important part of television." Are seven nights of prime features too many? Dan Goodman, vice president in charge of syndicated sales for Screen Gems, leans toward this theory: "Maybe seven days a week is just too much," Mr. Goodman stated. "Perhaps people are just taking movies for granted; maybe they are spoiled. I'm not sure that anybody knows the answer why ratings have slipped, but I think that seven features a week makes a difference.

Syndicated sales of features have declined this year, according to Mr. Goodman, inasmuch as many of the first-run movies have been channeled to the networks. But, he said, prices have stabilized and risen slightly in some markets. He noted that the advent of the Merv Griffin Show on CBS-TV in the 11:30 p.m. to 1 a.m. period (in August 1969) will choke off another traditional feature-film slot, but added:

"Of course, no one knows how well three talk-varity shows will do in that time period. The likelihood is that one of them will fail. And in a number of
markets the UHF outlets are becoming good customers and making features a competitive product. All in all, I'm sure features will continue to be a staple product."

One theory that the rating decline may be only temporary was advanced by several program distributors and at least one buyer-consultant, Television Stations Inc. Herb Jacobs, president of TVSI, which serves as a program consultant for more than 140 stations, offered this analysis:

"The first four or five weeks of this season were atypical. We feel the ratings were adversely affected by the large number of pre-emptions because of political telecasts and by the many specials that networks programmed counter to features of the opposition. Also, I think the features played at the outset were of lesser quality. I have a strong hunch that as the season progresses, features will take off. They are still fine entertainment."

Don Klauber, executive vice president, worldwide television activities of Warner Bros.-Seven Arts, echoed Mr. Jacobs' view and added that he expected network feature ratings to gain momentum. He is convinced, he said, that features will continue to justify their reputation as the programming form that will be proven the most durable over the long run.

He pointed out that W7 recently had completed surveys pointing up the values to stations of attractive syndicated features. One study shows that in the top 30 TV markets there were a total of 1,667 weekly local movies during the sample week of Oct. 5-11, 1968, as compared with 1,495 in the corresponding sample week of 1967. Another survey highlighted the trend toward a larger use of prime-time syndicated features by network affiliates, some of which are pre-empting network feature slots as well as other regular programming.

"There's been a continual expansion in the number of local prime-time feature slots by network affiliates," Mr. Klauber said. "Our study in the top 75 markets shows there are 166 regularly scheduled local feature film periods in prime time, as compared to 182 last spring" (see charts, page 54-55).

Though feature-film distributors generally but not unanimously indicated their sales to stations had slackened in 1968, one explanation for the trend toward local prime-time slots may be that stations are amortizing inventories of years past. Several syndicators expressed the view that in the long run they would benefit if stations eventually have to replenish their supplies.

Erwin H. Ezzes, executive vice president of United Artists Television, felt strongly that the initial dip in network feature ratings resulted from the larger number of pre-emptions, political telecasts and specials counter-programmed to the movies. He voiced the view that the rating picture would improve as the season progresses.

In syndication, the pace has slackened this year, according to Mr. Ezzes. He also noted that CBS-TV's decision to slot the Merv Griffin Show in late-night next summer has served as a deterrent to new sales, but he was confident that over the long haul, syndicated feature business would bounce back because "it's staple programing."

Hal Hough, vice president, programing and engineering services for the CBS Television Stations Division, agreed that feature film would continue to be one of the programming mainstays of networks and stations for years to come. But as part of a division that recently relinquished its late-afternoon movie segment in New York at WCBS-TV and is to terminate its late-evening film period in favor of the Griffin show on CBS-TV next summer, Mr. Hough expressed some reservations about features.

"Insofar as syndicated features are concerned, the outlook is not bright," Mr. Hough ventured. "For three or four years now the good movies are going to networks and not to stations. We're now offered movies that have been shown two, three or even four times on the networks, along with films that can't make the networks at all. We have decided, therefore, to go a different route."

John T. Reynolds, president of Paramount Television and formerly president of CBS-TV, acknowledged there has been a softening in ratings in network programing form that other programing forms will deliver audiences on a long-term basis. You will find that other programing is a lot more cyclical in nature than features."

He agreed with many of his colleagues that the market for syndicated movies was sluggish this year, but he believes it will improve in 1969, particularly for his company, which recently released a package of 145 films to stations.

"Stations are learning more and more how to use features on the right day and in the right time periods," he said. "Some are now experimenting with different time periods for movies. Sometimes a feature with a good theatrical record falls flat on TV and vice versa."

The view that local TV stations are exercising more selectivity in buying features was stressed by Elliot Abrams, vice president of the television division of the Walter Reade Organization, which is active primarily in syndication. He reported that syndicated features generally have rated well as stations have applied more care and sophistication in selecting titles for various time periods. He is convinced that network features will overcome the initial slump as the season unfolds.

"There's nothing like a good movie over the long pull," Mr. Abrams remarked. "Stations, of course, prefer good first-runs and we have found that our Cinema 400 package [25 titles] has scored quite well in ratings."

Some pump-up comments were expressed by Lou Friedland, vice president in charge of syndication for MCA TV, in order to provide what he called "perspective on what really is happening in the ratings picture." He raced
through a long list of ratings for this season's prime-time features and added:

"Now, what does this all add up to? It shows that any decent film will get a share in the 30's, and this means movies are still the highest rated programs around. Features are still reaching the audience levels of 1966-67 when we all thought they were going great guns. True, they are somewhat off from last season, but I think they are going to improve. But even if you stay with the early ratings of this year, movies are still a great buy for both advertisers and the audience."

FocusOnFinance

G&W seeks purchase of Sinclair Oil shares

Gulf & Western Industries Inc., New York, has filed a registration statement with the Securities and Exchange Commission offering $1,470,779,800 of 5¼% convertible subordinated debentures and warrants to buy 14,707,798 common shares in exchange for any or all of Sinclair Oil Corp.'s common stock.

The offering, through Kidder, Peabody & Co., New York, proposes to issue a $100 debenture and one warrant for each Sinclair share. The warrants are exercisable at $55 per share and the debentures are convertible into G&W stock at $60 per share.

If the exchange offer is approved at a G&W stockholders meeting Dec. 13, that company will accept all Sinclair shares offered.

G&W is the parent corporation of Paramount Pictures. It also owns International Telemeter Corp., a group CATV owner, and Desilu Productions Inc.

Music Makers to expand into educational field

The Music Makers Group, New York, was hitting the high notes in contractual arrangements last week, announcing proposed acquisition of one business and an alliance with another.

Its president, Milton Herson, said the firm has reached an agreement in principle with ESR Inc. for Music Makers to acquire for cash all outstanding capital stock of ESR's subsidiary, Ed-U-Cards Corp., which is in the business of design, manufacture and sale of in-home teaching aids and learning devices. Formal agreements must be executed and then approved by ESR stockholders, among others.

Mr. Herson also announced—jointly with Mike Stewart, president of United

The WJEF Countrypolitans

What's this turned-on couple like?

They have a lot

At 29, average WJEF Countrypolitan couple aren't hurting.

They have three children, a home, and two cars.

He may be in the professions, trades, services, or farming. Typically, though, he works in one of the 50 Kent and Ottawa County plants employing over 400 people at real good salaries and wages.

And they have the WJEF listening habit—to get our own and CBS news and sports, plus the best in country music.

They need more

Since they average only 29, and have three children, they're in the acquisitive stage of life. While they already have a lot, they've got their sights set on the rest as soon as possible!

And the radio he listens to on the highway, and the one she hears around the house, keep reminding them of all the things they need and want.

Ask Avery-Knodel about WJEF—the country music station that comes across with sweet music for advertisers.
The Broadcasting stock index
A weekly summary of market movement in the shares of 75 companies associated with broadcasting, compiled by Roth Gerard & Co.

<table>
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<th>Stock symbol</th>
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<th>Closing Dec. 5</th>
<th>Closing Nov. 29</th>
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Artists Music—that United Artists Music International Inc. (UA subsidiary) would represent Music Makers’ music publishing subsidiaries, Andrew Scott Inc. and Renleigh Music Inc., in foreign subpublishing. Included is the Johnny Mathis catalogue, recently acquired by Music Makers, and the Flomar catalogues, also recently acquired from Sceptor Records and Florence Greenberg. Music Makers Group is primarily in the business of writing music and jingles in TV and radio advertising. Mark Century, a subsidiary, sells broadcast programing services. Music Makers went public in November with an offering of 155,000 shares, (BROADCASTING, Nov. 11, 1968).

WDCA-TV shows deficit
Capital Broadcasting Co., which has sold WDCA-TV Washington to Superior Tube Co. for $1.5 million, subject to FCC approval (BROADCASTING, Nov. 4), recorded an operating deficit of $1.6 million as of Sept. 17.

The deficit was listed in the sale application filed with the FCC last week. The application showed Capital Broadcasting’s total current assets were $144,245. Broadcasting assets, as a special item, were listed as $1,170,585 and total assets were $2,270,467. Total current liabilities were $2,664,527 and long-term debt was given as $326,991.

Liberty, Cosmos vote on reorganization
A special stockholders meeting of Cosmos Broadcasting Corp., group broadcaster and multiple CATV owner, has been called for Dec. 20 to vote on the proposed reorganization with the Liberty Corp. The meeting is to be held in Greenville, S.C.

The combination, which involves many of the same principal stockholders (the Hipp family), would put under Liberty Corp., Surety Investment Co. as well as Cosmos Broadcasting. Liberty also plans to acquire, after the first of the year, the South Carolina National Bank; this acquisition has been approved by the boards of both companies. Later Liberty plans to file for listing on the New York Stock Exchange.

According to the proxy statement, Cosmos stockholders will receive three Liberty common and one Liberty 40¢ preferred stock in exchange for each of their shares. Cosmos has 300,000 shares of common outstanding.

The transfer of Cosmos assets must be approved by the FCC.

Cosmos owns TV stations in Columbus, S.C.; Montgomery, Ala.; and Toledo, Ohio and an AM radio station in Columbus. It also owns five CATV systems (all except one in South Carolina), serving almost 7,500 subscribers.

The proxy statement shows that G. Richard Shafro, president and director of Cosmos, received $50,000 last year; Charles A. Batson, senior vice president.
$40,000, and Carter Hardwick, senior vice president, $30,000. All also received retirement benefits. Mr. Shafto owns 19,463 shares of Cosmos; Mr. Batson 1,710, and Mr. Hardwick, 531. After the merger Mr. Shafto will own 58,389 Liberty common and 19,463 Liberty preferred; Mr. Batson, 5,130 common and 1,710 preferred, and Mr. Hardwick, 1,593 common and 531 preferred.

For the nine months ended Sept. 30, Cosmos had operating revenues, net of agency commissions, of $6,170,577; with operating income of $1,379,898; and net income after extraordinary items of $323,596.

Cox sets dividend rate; sees lower '68 earnings

Cox Broadcasting Corp., Atlanta, has announced a regular quarterly dividend of 12½ cents per share of common stock payable Jan.15, to stockholders of record Dec. 23. Cox also set March 21 for its annual stockholders meeting at corporate headquarters in Atlanta.

J. Leonard Reinsch, Cox president, estimated 1968 earnings would be about $2.30-$2.40 per share, less than 1967 earnings of $2.62 per share, reflecting effects of federal surtax and poorer results in the program production and distribution division.

Interpublic Group shows $1,185,262 in earnings

The Interpublic Group of Co.'s had a net loss of $201,000 in the third quarter, but profits from the first half boosted earnings for the first nine months to $1,185,262, or $2.28 per share.

The information was contained in final prospectus issued by the Marketing Communications Group for its offering to company employees of $4 million in 7% convertible, subordinated debentures. The prospectus, dated last Monday (Dec. 9) is the same in all major data as the original registration with the Securities and Exchange Commission (BROADCASTING, Sept. 23), except for the addition of third-quarter financial figures.

The net income for the nine months compared with a loss of $4,492,583, or $7.80 a share in the same period of 1967. Total billings for the nine months were reported as $501,883,000, of which 59.7% came from U.S. operations. Billings for the same period last year were $482,686,000.

WGN tops revenue list

Estimates of annual revenues of Chicago area radio stations were published last week by George Lazarus, Chicago Daily News advertising columnist, with WGN heading the list for 1968 at nearly $8.5 million. His other estimates in order: Wind, $5 million; WLS, $4.25 million; WBBM, $3.2 million; WCFL, $2.75 million; WVON, $2.6 million; WAT, $2 million, and WOR, $850,000.
Financial notes:
* RCA has declared a quarterly dividend of 25 cents per share on the company's common stock, payable Feb. 1, 1969, to stockholders of record on Dec. 16, 1968. RCA also declared dividends of 87½ cents per share of the $3.50 cumulative first preferred stock and $1 per share on the $4 cumulative convertible series first preferred stock for the period from Jan. 1, 1969 to March 31, 1969, both payable April 1, 1969 to holders of record on March 14, 1969.
* Reeves Broadcasting Corp. has announced the completion of acquisition of the remaining 70% interest in Realtron Corp., Detroit-based computerized real estate listing service. Reeves bought the other half of Realtron earlier in the year.
* Directors of Magnavox Co. have agreed in principle to merge with H. & A. Selmer Inc., Elkhart, Ind., musical instrument manufacturer, for an exchange of stock valued at $53 million. The merger is subject to approval by Selmer stockholders.
* Bell Television Inc., New York, which operates subsidiaries in CATV, closed circuit and private communications, has announced an agreement in principle to acquire the outstanding stock of U. S. Rubber Reclaming Co., Vicksburg, Miss., in exchange for shares of Bell valued at about $8.8 million.
* Wometco Enterprises Inc., North Miami, Fla., and entertainer Jackie Gleason announced last week that negotiations are in progress for the formation of a corporation to engage in the restaurant and restaurant franchising business. The majority of the stock would be initially owned by Wometco. Mr. Gleason and others would have interest in the corporation, which would acquire from Mr. Gleason certain trade marks and trade names to use in its business.

Company reports:
Capital Film Laboratories, Washington and Miami, reported record sales and net earnings for the first six months of 1968:

<table>
<thead>
<tr>
<th>Year</th>
<th>Earned per share</th>
<th>Net sales</th>
<th>Net earnings</th>
</tr>
</thead>
<tbody>
<tr>
<td>1967</td>
<td>$0.28</td>
<td>1,954,211</td>
<td>1,876,424</td>
</tr>
<tr>
<td>1968</td>
<td>$0.09</td>
<td>204,000</td>
<td>343,000</td>
</tr>
</tbody>
</table>

Giffiths Electronics Inc., New York, manufacturer of TV tube components, reported an increase in net sales but a decline in net income for the year ended Sept. 30:

<table>
<thead>
<tr>
<th>Year</th>
<th>Earned per share</th>
<th>Net sales</th>
<th>Income before taxes</th>
<th>Net income</th>
<th>Average shares outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>1967</td>
<td>$0.64</td>
<td>4,894,000</td>
<td>363,000</td>
<td>151,000</td>
<td>320,000</td>
</tr>
<tr>
<td>1968</td>
<td>$0.43</td>
<td>4,854,000</td>
<td>309,000</td>
<td>151,000</td>
<td>320,000</td>
</tr>
</tbody>
</table>

Programing

When the moon comes over the networks

Apollo 8's six-day mission scheduled to get around-the-clock coverage on radio and television

If all goes as planned, man's scheduled first trip around the moon next week will turn into a virtual broadcasting space-a-thon, and Santa Claus could well take a back seat to astronauts under the heaviest barrage of coverage ever for a space flight.

In addition to extended live coverage of the flight's main events, CBS and NBC each have slated an elaborate schedule of more than 40 television reports through the course of the lunar mission. The Apollo 8 flight is scheduled for six days.

All three TV networks will stay on the air 24 hours a day throughout the scheduled Saturday (Dec. 21) to Friday (Dec. 27) mission. The space try is anything but a gift for network programmers, who have had to juggle slots for coverage into a maze of weekend sports and holiday specials.

Expected high moment of the trip—and potential point of conflict between Santa-minded children and science-minded adults—are two scheduled Christmas Eve live telecasts from the space ship only 60 miles above the moon's surface.

Telecast plans, (all times eastern):

The two moon-casts—in the second lunar orbit about 8 a.m. Tuesday (Dec. 24) and the ninth lunar orbit, about 10 p.m.—are among six live transmissions planned from Apollo. Two others are to come on route to the moon, about 3 p.m. Sunday (Dec. 22) about 31 hours into the mission, and 3 p.m. Monday (Dec. 23) about 55 hours into the flight. Precise times for two transmissions on the return to earth have not been set.

As previously reported (Broadcasting, Dec. 9), the black-and-white space views are scheduled to last from 10 to 20 minutes. The three astronauts aboard the ship will use a special four-and-a-half pound RCA camera like the one used on Apollo 7.

Among the special reporting tools being readied by the networks are a huge detail model of the moon to be used by ABC. It also will have George Smith, a North American Rockwell Corp. test pilot, outfitted in a space suit at the controls of a spacecraft replica.

NBC will join with the planetarium of the Denver Museum of Natural History to look up a "television-celestial telescope system" with which it hopes to actually show the space capsule circling the moon. A hookup of ultrasonic electronic equipment will amplify time exposures taken through the telescope by TV camera and record them on a video disk recorder. In playback on a black-and-white monitor, the spaceship is expected to be pinpointed as a bright white dot on the moon's surface for about six minutes as it passes from the light area of the moon into darkness.

Television network coverage of the flight will be kicked off by CBS with a special prelaunch report from 10:45 to 11 p.m. Friday (Dec. 20). Walter Cronkite will anchor from the Cape Kennedy space center launch site.

Saturday morning, all three networks will go on at 7 a.m. with count-down coverage. Lift-off is scheduled for 7:51 a.m. For ABC, science editor Jules Bergman at Cape Kennedy and ABC Evening News anchorman Frank Reynolds in New York will anchor. Mr. Cronkite will anchor for CBS, and anchoring for NBC will be David
This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

NEW ISSUE

December 11, 1968

$26,000,000
(maximum)

Chris-Craft Industries, Inc.

6% Convertible Subordinated Debentures Due 1989

Convertible into Common Stock at the conversion price of $42 per share. The Company is offering to the holders of its outstanding capital stock transferable "Rights" to subscribe for $21,500,000 (maximum) aggregate principal amount of Debentures at the rate of $100 principal amount of Debentures for each 11 shares of Common Stock, each 11 shares of $1.40 Convertible Preferred Stock or each 22 shares of Prior Preferred Stock held of record at the close of business on December 10, 1968. In addition, the Company is offering $4,500,000 aggregate principal amount of Debentures to certain executives. The Subscription Offer will expire at 3:30 P.M. Eastern Standard Time on December 24, 1968.

Subscription Price 100%

Copies of the Prospectus may be obtained in any State from only such of the undersigned and the other several underwriters as may lawfully offer the securities in such State.
Inaugural-charge idea is nothing more than that

A proposal that broadcasters pay for space they occupy at the forthcoming inauguration and along the parade route—gently floated as a trial balloon during negotiations between the inaugural committee and broadcast newspeople—has been withdrawn and forgotten, a committee spokesman said last week.

In fact, the trial balloon had so much negative buoyancy that at least one representative of a network present at the meetings said he didn’t even know a launching attempt had taken place.

Reports varied, and the proposal was considered so dead at the inaugural committee that the details had either been mislaid or forgotten, but it was understood that the networks were to be asked to contribute funds to compensate for space pre-empted by camera positions and staff accommodations that could have otherwise been sold to the public.

The amount at issue was said to have been roughly $140,000, to have been apportioned among the three major television-radio networks and the Mutual radio network.
be included in the evening The World Today broadcasts at 6:35 p.m. Friday, Mutual will resume live continuous coverage about 10 minutes before retrofit and remain on through recovery.

The UPI Audio network will cover the lift-off and splashdown live, with Scott Peters, Art Thompson and Jim Russell anchoring from the cape. Throughout the flight it will provide daily one-minute progress reports at 10 minutes before the hour from 5 a.m. until midnight.

Stations told to be responsive to times

Leiberson tells radio men to spend time on records, not on popularity charts

The more than 750 representatives of radio stations and record companies from all over the country attending the Bill Gavin radio program conference in Las Vegas earlier this month received some strong words of advice from one of the top executives in their business. "Stop thinking about product and start thinking about music," urged Goddard Leiberson, president of the CBS Columbia Group. "A record is not a box of soap or corn flakes or even bubble gum. It is music . . . music is so many different things, and can be described in so many different ways, and can be subjected to so many contradictory definitions—that is why it is such an important part of our lives."

The ranking record official of CBS cautioned against slavish devotion to "charts and catalogues and picks and breakdowns, release lists and order forms." He asked the radio and record people in his audience: "Today, who is really paying attention to the music itself?"

Mr. Leiberson expressed conviction that "something wonderful is happening to music," pointing out that the variations of music no longer are "compartmentalized and hermetically sealed off from one another." Instead, "old beliefs have broken down and different kinds of music are being allowed to interact on one another."

The key to understanding and achieving the best results with today's music on radio and on records, according to Mr. Leiberson, is to stay away from the statistics and popularity charts as much as possible. "I ask you to spend every minute you possibly can listening to the records that are not on the charts," he stressed. "Don't play it safe all the time with the records the are listed and numbered and charted," was his concluding advice to the purveyors of today's music.

In making the keynote address to the three-day meeting (Dec. 6-8), held at the Riveria hotel in Las Vegas, radio consultant Bill Gavin of San Francisco pointed out that radio and records reflect the changing times not only in programming and in music, but also in human relations. "Our music, our songs, our communications media, all of them interpret some phase of our changing world," he said.

If radio and record people are not willing to accept the patterns that emerge, he contended, at least they should be aware of what's happening. "If we are to be responsive to the needs and hopes of the millions of people with whom we communicate, we had better be aware of the changes that are taking place," Mr. Gavin explained.

This was the third year such a radio program conference was held under the sponsorship of Mr. Gavin. Generally, the meeting discussed the current problems and the new directions in the radio industry. A number of national regional and local awards were given out at the meeting's concluding banquet. Among them: WLS Chicago's "radio station of the year" and Dan McKinnon of KSON San Diego. (country music station): Lucky Cordell, WVOV Cicer, Ill. (rhythm and blues station): Kent Burkhardt, WOXY Atlanta (top 40 station): and William Shaw, KSFO San Francisco (nonrock station), picked as "radio station managers of the year."

Yearly reviews planned by NBC, CBS; but not ABC

CBS and NBC News correspondents will present their year-end reviews the last week in December, but ABC News has dropped the annual program this year.

CBS-TV will broadcast Part I—America and the World—Tuesday, Dec. 31 (10-11 p.m. EST), and Part II—The Nation—Wednesday, Jan. 1 (after the Cotton Bowl game). Approximatively 4:30 p.m. EST.

Participating in the first program, moderated by Eric Sevareid, will be chief European correspondent Charles Collingwood, UN correspondent Richard C. Hottelet, Peter Kaiser (Paris), diplomatic correspondent Marvin Kalb, Morley Safer (London) and David Cuthane (Vietnam).

Walter Cronkite will moderate the second show with Mr. Sevareid, congressional correspondent Roger Mudd, political correspondent Mike Wallace, White House correspondent Dan Rather, Dan I. Schorr (great society) and Jo' n Laurence (unrest in cities). The correspondents will assemble in New York for the telecast.

NBC-TV's Projection '69 will be broadcast live from three continents via satellite Dec. 29, 5:30-7 p.m. Frank McGee will be anchorman in New York, aided by Elly Abel, Lem Tunnar, Edwin Newman, Robert Goralski and Herbert Kaplow. Irving R. Levine will report on the Vatican from Rome, Welles Hangen on China from Tokyo, and Garrick Utley from Paris.

NBC conducted its review also by satellite in 1966, but last year broadcast from New York.

Daley opponents get their hour on television

A "reply" program to Chicago Mayor Richard J. Daley's one-hour special was scheduled to have its premiere performance Sunday (Dec. 15) on Metromedia's five television stations.

The one-hour program, produced by a nonprofit association of film makers, Documentary Interlock Inc., under the direction of William Jersey, is in two segments—45 minutes presented by the American Civil Liberties Union and the National Mobilization Committee to End the War in Viet Nam, and 15 minutes prepared by the Youth International Party.

These groups, along with supporters of Senator Eugene McCarthy (D-Minn.), had requested the opportunity to present their views of the disturbances accompanying the Democratic convention in Chicago in August. Mayor Daley's version was broadcast Sept. 15 and 16 on about 150 stations (Broadcasting, Sept. 23). Metromedia at that time agreed to grant an hour to the groups.

Senator McCarthy's supporters are represented in the film, but not as a separate group.

The ACLU will have 30 prints of the program available for showing by interested stations. Requests for the program are being processed by Benton Clausen in the ACLU's national office, 156 Fifth Avenue, New York 10010. Phone (212) 989-7702. Mr. Clausen said the ACLU is urging all the stations that carried Mayor Daley's special to broadcast the "reply" program as well.

A tare of the program is also available through Reeves Videopac Center, 101 West 67th Street, New York.

Stations in areas served by Metromedia outlets will be permitted to re-broadcast the program 24 hours after its original telecast. The Metromedia stations are WNEW-TV New York, KNEW-TV San Francisco, WTTG-TV Washington, KTTV-TV Los Angeles and KMBC-TV Kansas City, Mo.
FCC intrudes on territorial exclusivity

Broadcasters say proposed rule would disrupt established practices, curtail programming

The FCC's proposal to limit the scope of territorial exclusivity agreements between television stations and nonnetwork program suppliers continued to draw fire from broadcasters in comments filed with the commission last week.

The National Association of Broadcasters and six licensees were unanimous in their opposition to any rule on the subject. Some said that, if a rule is adopted, it should be less restrictive than the commission's proposal. The proposed rule would permit territorial exclusivity agreements involving nonnetwork programs to the community of license of the station involved. Its aim is to make additional syndicated and feature-film programing available to small-market television stations.

NAB acknowledged when it issued the proposal that it had little information on which to base a rule, but added that the wide variety of agreements now in existence, coupled with the interest of the public in extending the availability of "desirable programing," led it to the conclusion that some restrictions might be necessary. The proposed rule would parallel one now governing exclusivity arrangements for network programing (Broadcasting, May 13).

Opposition to the proposal centered around what the broadcasters regarded as an attempt to tamper with matters properly left to the discretion of the market. NAB called it "an unnecessary intrusion into an area where established market practices have proved workable and where there has been no demonstrable public-interest need for regulation."

The "facts of life for television broadcasters," NAB said, dictate that stations must have program exclusivity for a "reasonable period of time" in their service area in order to maintain their audiences and, correspondingly, the advertising revenues which are their lifeblood. NAB added that the commission has itself described the exclusivity principle as "an entirely appropriate and proper way for program suppliers to protect the value of their product and for stations to protect their investments in programs."

Not only would the proposed rule disrupt this established practice, NAB said, but it would also "emasculate" many of the very stations it is designed to protect. "Without a reasonable measure of protection for the programs in which they have invested, the ability of these stations to offer competitive programing would be seriously handicapped," it was argued.

Other comments also praised the free-enterprise status quo as the best option. WJIM-TV Lansing, Mich.; WDSM-TV Superior, Wis.; WCYB-TV Bristol, Va., and WJS-S-TV Winston-Salem, N. C., in separate but similar filings, said that the commission had relied upon an arbitrary and unrealistic equation of political boundaries and station markets. For example, according to WJS-S-TV, the rule would allow it to contract for exclusivity only within Winston-Salem, when in fact it serves a much larger market that also includes the cities of High Point and Greensboro, both North Carolina. The commission's proposal could therefore undercut a station such as WJS-S-TV in the heart of its own market, the comment said.

The WDSM-TV and WCYB-TV filings added that the question of exclusivity cannot realistically be separated from CATV questions. They recommended that the commission postpone further consideration of its proposal pending an extensive inquiry into cable's relationship to the program distribution process.

Meredith Broadcasting Co., included among its arguments the contention that program suppliers are protected from regulations such as the FCC proposal by the Copyright Act. According to Meredith, "the program supplier has the exclusive right to license the broadcast of its programing on terms that will protect the value of the copyright on the program as well as protecting the value of the program itself. The value of one is inextricably intertwined with the value of the other." Since adherence to the copyright law requires exclusivity provisions, Meredith said, the commission would be "powerless" to enforce its proposal.

WTOP switches format to all news in February

WTOP Washington will expand its news and information service to 24 hours in early February, according to Larry H. Israel, chairman of the board of Post-Newsweek Stations.

Currently only WAVA, Arlington, Va., is operating with an all-news format in the Washington area. The details of the new WTOP format are still to be worked out, but the station undoubtedly will rely on the facilities of CBS Radio, with which it is affiliated, plus the resources of the Washington Post and Newsweek magazine.

Peter V. O'Reilly, vice president and general manager of WTOP, is expected to announce new staff appointments within the next few weeks.

The station has long featured an extended block of news in the 6-10 a.m. and 6-7:30 p.m. time periods with talk and call-in programing in most other periods. But a change to news and information 24 hours a day will force the station to drop American Airlines' Music 'til Dawn, from 11:30 p.m. to 6 a.m. WTOP had already allowed its option to drop on Washington Senators baseball games (Broadcasting, Dec. 9) and it dropped University of Maryland football and baseball games.

WLIS charged on copyright

The American Society of Composers, Authors and Publishers has announced that seven of its members have filed suit in the U. S. District Court of Connecticut against WLTS Old Saybrook, Conn., alleging infringement by the station of their copyrighted songs. They asked the court to restrain WLTS from performing the songs in the future and to award damages of not less than $250 for each unauthorized performance, plus court costs and attorneys' fees.

Lassie puts paw to new three-year CBS contract

The half-hour Lassie TV series, now in its 15th season on CBS-TV, will be coming home to the same network at least through the 1970-71 season. The Wrather Corp., diversified Beverly Hills-based entertainment service company that owns the series, has concluded a new three-year agreement with CBS. The agreement, retroactive to October 1968, calls for continuance of the series through its 17th season. The contract covers 26 programs being filmed this season and additional films to be produced for the 1969-70 and 1970-71 seasons. This would probably make Lassie the longest running first-run filmed program in television history.

Campbell Soup Co., which has sponsored the series since it began on television in September 1954, will continue as a major sponsor for the term of the new agreement. The program is currently seen every Sunday night on CBS-TV and is also being shown in 22 other countries.
We didn't sell Perry Ury on automation.

A thing on the late, late movie did.

"We call our system ‘R-KO, the shy but friendly robot’," says Perry. "You simply tell the system what to do and when. It does it. It even logs what it has done and when."

Perry Ury has a Gates Automatic Tape Control System designed for the program requirements of WRKO-FM, a 100% automated contemporary music station.

Yours are undoubtedly different. So Gates has a wide choice of basic automation systems, one of which can be adapted to your programming for more profitable broadcasting.

As a matter of fact, we may be able to get you fully automated for around $65 a week. We're all experienced broadcasters so we understand budgets as well as program requirements.

The idea is worth a phone call, isn't it? Why not dial (309) 829-7006 right now? Or jot down your name, station and address on this ad and mail it to us.

Perry S. Ury, V. P. & Gen. Mgr.,
WRKO-FM, Boston, Massachusetts
Nixon plays to big audience

CBS's Shakespeare gets credit for idea; cabinet show rerun by CBS on West Coast

President-elect Richard M. Nixon's "cabinet show" provided another first in the electronic media's public affairs coverage—a mass cabinet-appointment announcement for a mass audience. The Wednesday-night program (Dec. 11) was seen by an estimated 50-million to 60-million Americans on TV.

Credit for the innovation in cabinet announcements was generally given to Frank Shakespeare, president, CBS Television Services division, who was said to have suggested the approach to the Nixon forces.

The one-shot announcement of all the cabinet appointments (see page 50) was picked in lieu of the more conventional series of announcements on the grounds that a simultaneous announcement would have a more dramatic impact, be seen by more people and allow the whole cabinet to be judged as a team rather than by selective focus of the individual members.

Mr. Shakespeare was on loan to the Nixon camp during the campaign, serving as a media adviser. His suggestion for the cabinet program was said to have been accepted promptly by the Nixon group shortly after the final cabinet decisions had been made. Mr. Shakespeare helped set up the coverage, reported William Crawford, CBS News Washington bureau, who was pool producer for the program.

Mr. Crawford said he had three days' notice for the coverage, which was more than ample. During preparations, he said, Mr. Shakespeare provided liaison between the Nixon group and the newsmedia and seemed to be the most knowledgeable about the Nixon plans.

The three commercial TV-networks' presentation of the Nixon cabinet by the President-elect drew a total audience of more than 50 million people, according to CBS projections. CBS had ordered a special Arbitron national overnight measurement. The results of the study, CBS officials said, were a 20.1 rating and 37 share for CBS, compared to 16.9 and 31 for NBC and 8.3 and 15 for ABC. Mr. Nixon's presentation started at 10 p.m. (EST) with the networks filling in with news analysis until 11. The Arbitron measurement was for the 10:10-10:30 p.m. period.

Based on the same Arbitron, NBC research meanwhile estimated 60 million people watched the Nixon presentation. NBC claimed the audience for this show was boosted by a double showing on the West Coast—first live at 7 p.m. (PST) and a repeat at 10 p.m. (PST). NBC and ABC broadcast the program just once. NBC's full-hour Arbitron rating gave CBS 19.3, NBC 17.2 and ABC 8.5.

Nixon to increase news sessions—Klein

Herbert G. Klein, director of communications for President-elect Richard M. Nixon, leans toward numerous news conferences for Mr. Nixon but indicates they will not be telecast on a regular basis.

Appearing on NBC-TV's Meet The Press on Dec. 8, Mr. Klein said plans for the exact news conference format had "not been formalized," then he added:

"But basically there will be numerous press conferences. Some will be televised but they won't be at a set date. I think it would be a mistake for him to say, 'I will have one every Thursday,' for example. So there's a lot more advantage to talking with reporters or talking with the American people when there is a "point to be made. I think you make better use of the President's time that way."

In reply to another question, Mr. Klein said that various polls indicate that a "credibility gap" exists in the U.S. with respect to governmental information. In this connection, he revealed, he has called a meeting for Wednesday (Dec. 18) with the presidents of various news organizations, in order to "discuss further from the side of the media as well as the side of the government as to how to get more of this information out."

Commission serves subpoenas to networks

Subpoenas were issued last week to the three television networks by the President's Commission on Violence, but what they called for could not be determined exactly.

The orders called for the networks to provide the commission's staff with detailed information by the middle of this week when the network presidents and news chiefs are scheduled to appear to discuss violence on television.

A network source indicated that the subpoenas called for the delivery of new film clips of the Chicago riots last August during the Democratic national convention. A commission source, however, said the subpoenas were issued only because it was seeking business information that the networks might be hesitant to disclose for competitive reasons. He emphasized that the commission has received complete cooperation from the networks.

PBL to air controversy on news bias on NET

The controversy over alleged network news bias will be examined by the Public Broadcast Laboratory in its fourth broadcast Sunday, Dec. 22, on the National Educational Television network at 8 p.m. (EST).

PBL has titled its presentation, The Whole World Is Watching, the slogan chanted by demonstrators in Chicago during the Democratic national convention. The networks' coverage of that event triggered outrages in the federal government and elsewhere of biased reporting.

Participating in the program will be network newsmen Walter Cronkite, David Brinkley, Frank Reynolds, Mike Wallace, Sander Vanocur, and John Chancellor; network news chiefs Richard S. Salant of CBS, Riven Frank of NBC and Elmer Lower of ABC; columnist Drew Pearson, FCC Commissioner Nicho's A. Johnson; Senator John O. Pastore (D-R.I.); Minority Leader Gerald Ford (R-Mich.); and John Fisher, counsel to Senate Minority Leader Everett Dirksen.

PBL will analyze the question of

CPB finances coverage of Nixon broadcasts

Allocations from the Corp. for Public Broadcasting are beginning to appear in the world of public television.

Presidential-elect Richard Nixon's announcement of cabinet appointments last Wednesday (Dec. 11) was carried by non-commercial WETA-TV Washington on a special grant from CPB, and National Educational Television's one-hour discussion and commentary following Mr. Nixon's broadcast was also financed by the government corporation.

The only grant officially announced so far is $150,000 to NET's Black Journal (Broadcasting, Dec. 9), but the learned CPB is "planning to award up to $10,000 to each noncommercial station that annoys. The six regional educational networks will receive grants on a similar basis. All noncommercial television stations were notified by letter last week that grants would be forthcoming."
CBS ‘Hunger’ report prompts committee probe

Another congressional investigation of material in a television program came to light last week—this one involving members of the Federal Bureau of Investigation on loan to the House Appropriations Subcommittee—as committee staff members confirmed that probes had been looking into a controversial documentary produced by CBS entitled Hunger in America.

The program, aired May 21, prompted criticism by the Department of Agriculture, whose food programs were seen as maligned by errors and suppression of facts on the program, and by Representative Henry B. Gonzalez (D-Tex.), whose district provided some of the scenes of poverty depicted. Mr. Gonzalez led a series of attacks on the program in speeches on the House floor.

The investigation has been conducted on behalf of the Agriculture Subcommittee of the Appropriations Committee. A staff member said he expected that a report of the investigation will be made public, probably sometime during next spring’s appropriations hearings. He said that reports concerning controversial matters of considerable public interest have been, as a rule, released by the committee in the past.

The aide said the practice of assigning FBI men to the committee for investigations began years ago when it was determined that permanently assigned investigators became so attuned to the chairman’s predilections that reports tended to become biased according to the investigators’ ideas of what the chairman wanted to hear.

The FBI men, who are on leave from the bureau and under the direction of the committee, are assigned on a rotating basis.

The present investigation into the Department of Agriculture’s food programs and those programs’ critics is looking into the factual accuracy of several other published articles as well as the CBS program. The aide said he understood that the active phase of the investigation was substantially complete.

Cox recruiting pressure groups

He openly seeks their intervention in high-court First Amendment test

With the FCC preparing for a last-ditch stand in the Supreme Court in defense of its fairness-doctrine and personal-attack rules, FCC Commissioner Kenneth A. Cox has called on the public to rally to the commission’s side in the court fight.

The commissioner issued the call while urging listeners and viewers to support the commission, as well as those members of Congress “who work for better broadcasting,” as an antidote to the pressures the commission receives from broadcasters and their friends.

One way the public, through its various labor, religious, civil-rights and other organizations could provide such support now, he said, in a Dec. 5 speech in West Palm Beach, Fla., “is in the form of support for the FCC’s position in the critical litigation involving the constitutionality of the fairness doctrine and our personal-attack rules.”

The commissioner told Broadcasting last week he was suggesting specifically the filing of a friend-of-the-court brief by various public groups, once the Supreme Court—as it is expected to do—agrees to review a lower court decision holding the personal-attack rules to be unconstitutional (Broadcasting, Sept. 19). The decision also cast doubt on the legality of the fairness doctrine itself.

The United Church of Christ, which forced the FCC to designate the license-renewal application hearing of WLBT-TV (TV) Jackson, Miss., for hearing on a fairness-doctrine question, among other issues, is preparing to file such a brief. A number of other church groups are expected to join in it, according to Dr. Everett Parker, director of the Church of Christ’s office of communication.

Commissioner Cox, who was speaking to the National Conference of Christian Broadcasters, said it is “important” that the Supreme Court know that the fairness doctrine is not just the whim of seven FCC commissioners, but that it represents a policy for promoting the use of radio and television for social purposes which is widely supported by the public. “I certainly don’t think the Seventh Circuit Court of Appeals which invalidated our personal-attack rules had any such understanding of the matter.”

In calling for public support for the commission, the commissioner said the pressures to which broadcasters and their friends now subject the agency lead to the charge that it is a “captive of the industry.” Commissioner Nicholas Johnson made the same charge in a speech last month (Broadcasting, Nov. 18). Commissioner Cox rejected it insofar as it suggests “corruption or intimidation.”

The bulk of the commissioner’s speech, however, aimed at encouraging his audience to take a more active role in seeing to it that broadcasting does more than it does now “to realize its potential as a medium for improving us and our society”—and providing advice on how to become more active. He called for pressure on both broadcasters and the commission.

He urged his audience to get to know the broadcasters in their home towns, to learn the needs and resources of those communities, and to become familiar with the public’s “rights” in matters affecting broadcasting. Support broadcasters when they do good work and defend them against unfair charges (by the local newspaper competitor, for instance, “or perhaps even the FCC”), the commissioner said, but criticize them when they don’t—and don’t be “too thankful for too little” in the way of public service.

The commissioner’s advice extends to the point at which members of a community have decided, over a period of time, that their local broadcaster “can’t or won’t serve the public interest and comply with our rules and policies,” and have undertaken “an effort to get his license revoked or to get adverse action on his next renewal.” He said care should be taken in building a record (including correspondence with the station and, if program service is an issue, monitoring of its programs) and in filing “a detailed and specific pleading to bring the matter to the commission’s attention.”

Commissioner Cox said the public should apply pressure on the commission as well as the local broadcasters. “Bring matters to our attention you think we should act on—and then you should press for such action,” he said. And when the commission acts “against the public interest—or doesn’t act at all”—complaints should be lodged with Congress. “Take us to court,” he added, “if we improperly dispose of proceedings in which you are involved.”

The commissioner who frequently finds himself in the minority on the commission in controversial issues, did some “special pleading” by suggesting that the public “may find it appropriate
Program notes:
Household series • CBS Radio will begin a new series Monday, Dec. 30, Dimension at Home, with Allen Ludden and Betty White. The household information series will be broadcast weekdays, 9:10-9:15 a.m. EST.
Acquires TV rights • Winters/Rosen Distribution Corp., Los Angeles, a division of Winters/Rosen Productions, has acquired syndication rights to 156 episodes of Roger Ramjet. The cartoon series currently is seen in more than 100 U.S. and in 20 foreign markets.
New host • Network television's longest-running daytime game show, Concentration, will lose Hugh Downs, who has been its host since its premiere on NBC-TV in August 1958. He will be replaced by Bob Clayton who has been Concentration's regular announcer as well as a substitute host. Mr. Downs will continue as host of NBC's Today show. In addition, next year he will be host of a series on NBC-TV of one-hour specials. Wayne Howell will take over for Mr. Clayton as new announcer on the Monday-Friday, 10:30-11 a.m. EST Concentration.
Rossellini documentary • NBC News will present the first film Italian Producer-Director Roberto Rossellini has made for American television, Roberto Rossellini's Sicily, Portrait of an Island will be shown Sunday Dec. 29, 10-11 p.m. EST. The documentary will include recreation of historical events.
Package of bowls • Empire Sports Productions, Keesenille, N.Y., is offering four post-season football bowl games for local radio station sale. On Christmas Day from Miami, the North-South Shrine game; Dec. 30, the first Peach Bowl game from Atlanta; the first American Bowl game from Tampa, Fla., on Jan. 4, and the Senior Bowl game from Mobile, Ala., on Jan. 11.
Conservation series • Richter McBride Productions Inc., New York, is developing a series of TV specials in cooperation with The Conservation Foundation and the Sierra Club, a conservation group.

NBC-TV first in NTI's, but it's a photo call
NBC-TV had a slight lead in the Nielsen Television Index ratings for the week of Nov. 25-Dec. 1, averaging a 20.6 to CBS-TV's 20.5 and ABC-TV's 14.8. NBC-TV also has an edge in post-premiere-week season-to-date averages with 19.8. The CBS-TV and ABC-TV averages are 19.5 and 15.6, respectively.
Specials and movies highlighted the top-20 list. CBS-TV's Ann Margret, Miss Teen-Age America and Frank Sinatra and NBC-TV's Bob Hope specials all placed in the top 10, and NBC-TV's Monday and Tuesday movies ("Charade" and "Something for a Lonely Man," world premiere) and the CBS-TV Friday movie ("North by Northwest") ranked 16th, 18th and 19th, respectively.
NBC-TV's Rowan and Martin's Laugh In, (first place), Julia, Dean Martin and Bonanza helped push that network to the top during the week. Gomer Pyle, Gunsmoke, My Three Sons, Ed Sullivan and Jackie Gleason contributed to the CBS-TV rating. ABC-TV's lone top-20 entry was FBI.

MGM selects Polk as new president
Despite inexperience, Bronfman-endorsed candidate gets the job
The lengthy and highly publicized fight over the presidency of MGM finally ended last week with victory for liquor magnate and principal stockholder Edgar M. Bronfman, with minor compromise.
The MGM board Tuesday (Dec. 10) elected Louis F. Polk Jr., a member preparatory to becoming president and chief executive officer of the production company following the annual stockholders meeting Jan. 14. The acceptance of Mr. Polk came six days after a deadlock among board members, some of whom maintained they did not know enough about the 38-year-old financial executive who had been recommended by a special presidential selection committee (Broadcasting, Dec. 2).
Mr. Bronfman was head of the selection committee, which pushed for speedy approval of Mr. Polk after reportedly finding him through an executive-search company. Mr. Polk had been vice president for finance of General Mills on leave to aid the Nixon presidential campaign. He has had no experience in the entertainment or communications industry.
The possible selection of an outside general businessman to head the major production company stirred wide debate in the industry which traditionally has relied upon insiders for leadership. Apparently in answer to this, at the same time Mr. Polk was elected, the board also voted to elevate Benjamin Melniker to executive vice president of the company.
Mr. Melniker, vice president and general counsel of MGM since 1956, started work in 1930 as an usher for Loew's theaters (then part of MGM), and has been with the company ever since except for six years when he was in private law practice.
Mr. Bronfman had long sought to replace current MGM President Robert H. O'Brien, arguing that under Mr. O'Brien's leadership the company had concentrated on movie production without exploring diversification into related fields.
Mr. O'Brien will become chairman of the board following the stockholders meeting, which was postponed from this Thursday (Dec. 19) because of the delay in deciding upon Mr. Polk as a member of the board.
To make room for Mr. Polk on the board, General Omar N. Bradley resigned, saying he had moved to California and could no longer devote the necessary time to board participation.

ABC-TV to drop service in prenoon 90 minutes
ABC-TV will eliminate network programming service in the 10:30 a.m.-noon period starting Jan. 2.
The Dick Cavett Show, now in that time slot, is being dropped because of poor ratings (Broadcasting, Dec. 2).
The network does not plan to provide any regular service before noon at least until October 1970.
ABC apparently feels it should concentrate instead on clearing up delay problems with its affiliates on programs fed during the 12-4:30 p.m. period. A group of the network's station relations executives are traveling to the affiliates with a presentation outlining the strength of ABC's game show—soap opera blocks and high hopes for Let's Make a Deal. moving over from NBC-TV Dec. 30.
Some sources said ABC will refuse proposals to carry the taped programs in time slots prior to noon, as of Jan. 27, and will consider delays after 4:30 p.m. only if the stations tape the programs themselves.

Tele-Color Productions opens in Washington area
Establishment of Tele-Color Productions, offering complete TV production facilities in the Washington area, has been announced by Charles F. Riley, Mr. Riley, formerly vice president of

68 (PROGRAMING)
The big swing in AM is to Schafer. And for good reason. With a Schafer Broadcast Automation System you program by category. Your format can be rock and roll, country-western, contemporary, mod, middle of the road or any other music you can think of. And you can even vary the mood. Up tempo. Down tempo. Medium tempo. Instrumentals. Vocals. Without ever repeating a musical sequence. Your Schafer system never fades out, or chops off events. And with 18 to 25 spots an hour you become profit-oriented fast.

The magic of Schafer-land can be yours for as little as $55 a week. And with Schafer instant credit approval you can be automated real soon.

Schafer Electronics, 9119 De Soto Avenue, Chatsworth, California 91311 (213) 882-2000 A division of Applied Magnetics Corporation
Logos Inc., Arlington, Va., said his new center will offer a fully equipped color studio and mobile equipment services to advertisers, agencies, stations and networks.

He will offer preproduction and post-production facilities for black-and-white, color, 16mm, super-8mm film transfers as well as high-band and low-band tape dubbing.

Tele-Color Productions is at 1108 Oronco Street, Alexandria, Va. 22314. Phone: 683-3203.

WGN Continental starts national news buildup

Bruce Dennis, vice president of news, WGN Continental stations, has been appointed by Ward L. Quaal, president of WGN Continental Broadcasting Co., to work on expansion of news operations in all WGN Continental markets and especially news from Washington and New York. Mr. Dennis also was named chairman of the expansion committee designed to explore potentials in radio, TV, cable TV and other areas, including those not related to the communications arts.

Other key appointments announced last week by Mr. Quaal included elevation of Alexander C. Field Jr., manager of public affairs, WGN-AM-TV Chicago, to same post for WGN Continental stations group; Eugene C. Filip, WGN-TV director of news, to WGN-AM-TV manager of public affairs, and Robert D. Manewith, WGN director of news, to manager of news for WGN-AM-TV.

Newsmen given $2,000 grant

Two television newsmen are among 11 print and broadcast journalists who have received a $2,000 fellowship for study at the Washington Journalism Center next year. The newsmen will attend over a four-month period seminars conducted by Washington reporters, government officials and congressmen as well as work on investigative projects or with news bureaus.

The individual $2,000 grants awarded by the Center went to TV newsmen Robert H. Jacobson, producer, KBHK-TV San Francisco, and Lucyna J. Migala, producer and reporter for NBC News, Chicago.

Kirschner suits terminated

Don Kirschner, ousted president of Columbia Pictures’ and Screen Gems’ subsidiaries in the music-publishing and recording fields, has settled his differences with the motion-picture company and its TV subsidiary and all claims and counterclaims in the pending litigation have been withdrawn, it was announced last week.

Mr. Kirschner filed suits in March 1967 against Columbia and Screen Gems totaling about $40 million, claiming breach of contract. Screen Gems and Columbia Pictures countersued, contending that Mr. Kirschner had interfered in the affairs of the Monkees, a rock-and-roll group in a half-hour film series on NBC-TV and recorded on various Columbia-Screen Gem record labels. Terms of the out-of-court settlement were not disclosed.

International

It’s all over but the ratifying

U.S., Mexico sign treaty as prelude to final blessings of senates

The U. S. ambassador to Mexico and the Mexican minister of communications wound up more than two years of negotiations between their countries last week by signing a treaty governing U. S. and Mexican use of the standard radio band.

The treaty, which still faces ratification by the senates of both countries, is expected to be released early this week, following final checking of the signed document with working drafts in Washington.

However, it is known that the treaty would allow presunrise operation by some 260 U. S. daytime-only stations on Mexican clear channels, as well as post-sunset operations (until 6 p.m. local time) by a relative handful of Mexican stations on U. S. clear channels (Broadcasting, Dec. 9, 2).

It also permits some 20 class-IV stations on either side of the border to increase their power from 250 w to 1 kw. And it contains agreements on some 60 so-called special cases—that is, stations in each country that will be permitted operations that would otherwise be banned by the treaty.

Americans familiar with the treaty also say it has provisions that will make it simpler to police and to administer. Among other things it contains a conductivity map and provisions facilitating the manner in which each country notifies the other of new operations.

The treaty, signed in Mexico City by U. S. Ambassador Fulton Freeman Jr. and Minister Jose Antonio Padilla Segura, for five years periods beyond the started termination date unless either side denounces it or it is renegotiated. It replaces a treaty that was signed on Jan. 29, 1957, and expired on June 9, 1966. Its provisions were continued in force by special agreements.

Canadian commercials expensive cost item

TV-commercial costs are about twice as high in Canada as they are in the U.S. in terms of the percentage of a company’s total advertising budget, according to Ralph Hart, a Lever Bros. advertising executive.

Mr. Hart told the Canadian Radio-Television Commission in Ottawa that the need to prepare commercials in both English and French is a significant part of the higher Canadian cost. He pointed out that studies of TV-commercial costs show that in the U.S. they run about 10% of the total expenditure made on a big company’s advertising budget, while in Canada the figure is about 20%. In many cases where commercials were needed in both English and French, Mr. Hart said, there is no easy translation and an entirely different commercial is needed in French to obtain a similar impact.

He said costs for studios, technical facilities and for talent appear to run about the same levels as in the U.S.

Mr. Hart appeared before the CRTC in connection with a brief filed jointly by the Association of Canadian Advertisers and the Institute of Canadian Advertisers on a second Canadian TV service in areas where only one station is now available.

Mr. Hart said a check of the 20 biggest advertising agencies in Canada during October showed that “better than 60%” of the TV commercials they had on the air at that time were made in Canada.

At an earlier hearing the Association of Canadian Radio and Television Artists had called for a ban on all foreign-made commercials in Canada to allow Canadian performers more earning scope.

CRTC Chairman Pierre Juneau inquired about reports that some Canadian

BROADCASTING, Dec. 16, 1968
Act. But claimed to concern casters the public Dian BROADCASTING, acting talent whenever it was possible.

TV-set imports up by 50% over '67

TV-receiver imports—almost entirely from Japan—surged ahead almost 50% in dollar volume over last year’s comparable nine-month period, the Electronic Industries Association has reported. EIA gives Japan 92.3% of total import sales for the first three quarters of 1968.

Total television receiver imports climbed from $85 million a year ago to $127.3 million in the like period this year. Color-set imports—which caught fire in the third period, outselling the first six months by 10.9% in the ten-inch-and-larger category—posted an 87% increase for the full nine-month period, compared to 1967.

EIA notes that Taiwan is edging into import figures for small-screen black-and-white sets, shipping 40,007 units in the first nine months this year. Last year, the comparable figure was zero. In 10-inch and larger monochrome sets, Taiwan raised its volume from 10,000 to 167,000 units for the period. Dollar volume jumped 12-fold to $6.6 million.

Exports for electronic products continue to substantially lead imports, but constitute mainly components and non-consumer-market devices. About half of import volume, however, is in the consumer-product sector. Exports totaled $1.5 billion for the first nine months, up 13.2%: imports totaled $934 million, up 36.6%.

Recording firms seek royalties

But bill is presented in Canadian Senate to rebuff their aims

A bill has been introduced by the Canadian government in the Senate to head off a move by the major music recording companies to charge royalties on the public use of their records.

Royalties now are paid by broadcasters and other public entertainment concerns to the composers and authors of musical and dramatic works, but not to the recording companies.

The recording companies have long claimed they should receive royalties under an old section of the Copyright Act. But they have not been able yet to make their claim stick.

The law—written in the hey-day of the player piano roll—now declares that “records, perforated rolls, and other contrivances by means of which sounds may be mechanically reproduced,” are protected by copyright as though they were in themselves musical, literary or dramatic works.

The amendment would declare that this copyright on records and other such contrivances would cover only the right to “reproduce any such contrivance or any substantial part thereof, in any material form.”

If passed by the Senate, the bill will go to the House of Commons under the sponsorship of Ron Basford, minister of consumer and corporate affairs.

An official of his department said the bill followed the formation of Sound Recordings Ltd., a company he said was set up by the major recording companies to collect the copyright fees they claim under the existing law.

The charges would be levied against all broadcasters, theaters using recorded music, and companies selling background music services to factories and commercial establishments.

In the case of the Canadian Broadcasting Corp., one source said the charge would run to four cents per person, or more than $800,000 a year.

Who delivers the nation’s 16th largest drug market?

... that’s who!

- $1,863,000 more than Newark!
- $75,279,000 more than “metro Des Moines”!

OUR P.M.A. PROVES IT!

WHO’s “Prime Market Area” (PMA) includes 79 Iowa counties surveyed in our latest 93-county area Pulse. In any category our PMA statistics prove WHO delivers this rich Iowa market that deserves to be on your “top 20” list. We’re more than “metro Des Moines”.

<table>
<thead>
<tr>
<th>WHO P.M.A.*</th>
<th>Metro Des Moines</th>
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<tr>
<td>Retail Drug Sales ........... $92,575,000**</td>
<td>$17,296,000**</td>
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<tr>
<td>Retail Drug Outlets .......... 769</td>
<td>96</td>
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<td>Population .................. 1,911,000**</td>
<td>280,400**</td>
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*Sept-Oct, 1966 93-County Area Pulse
**1967 “Survey of Buying Power”

WHO RADIO • Des Moines, Iowa
1-A Clear Channel • 50,000 Watts • CB

BLAIR RADIO National Representatives

BROADCASTING, Dec. 16, 1968
ent House Commerce Committee staff member who said he was "indignant" over the new rules.

Formal Congressional opposition to subscription TV dates back to 1958, when House Commerce Committee hearings held under Oren Harris, former committee chairman and an outspoken opponent of pay TV, resulted in a committee resolution adamantly opposed to pay television. Last year, in the wake of the FCC's pro-pay-TV report, the committee held hearings under current chairman, Representative Harley O. Staggers (D-W. Va.), which ended with a request that the commission withhold action on the issue for a year. And after further deliberation this year, the committee adopted a resolution sponsored by Representative James Harvey (D-Mich.), asking that the commission again withhold action for a year and proposing that the commission again hold hearings before the end of May 1969 (Broadcasting, Sept. 16).

But the commission, which had withstood previous congressional maneuvering with varying degrees of approval, acquiescence and active impatience, finally told the committee three months ago, in a letter from Chairman Rosel H. Hyde, that it intended to act on the matter before the end of the year. Since committee resolutions affect the FCC as political pressure rather than legally binding fiat, the commission was technically free to act whenever it saw the necessity. And, according to Chairman Hyde's letter, the commissioners finally decided "that we cannot, consistent with our responsibilities to the public, continue to delay resolution of this important question. Indeed, further substantial delay in this matter would constitute, in effect, a failure of the administrative process."

The new rules will provide an expanded opportunity to test a concept that was first formally proposed to the commission in 1952, and has since been consistently operative only in Hartford, Conn., where WHCT-TV (ch. 18) has functioned as a subscription station since 1961 with RKO General Inc. as licensee. That operation was initiated and has been maintained in the face of vigorous protests from broadcasters and theater owners. They simultaneously paralleled and fueled congressional opposition with dire prophecies of the calamitous effects of nationwide pay TV on established free television, and at the same time were able to arouse some vocal public opposition to subscription TV. It was the people's opinion, as expressed in a voter referendum, that killed an embryonic pay system in California four years ago. (The referendum was later declared unconstitutional in the courts.)

Although other sentiment ultimately triumphed at the FCC, the inevitability of controversy was acknowledged when the commission decided not to make the rules effective for six months, in order to give Congress a chance to act and to provide for the likelihood of judicial review.

Under the new rules, pay TV stations may be established without a substantial showing by the applicant of need or demand in the community. Once in operation, however, the station would be subject to the normal requirements that presently govern commercial stations, including fairness and equal-time regulations. The station may be either VHF or UHF, although most, if not all, are likely to be UHF operations. The commission will require that all pay-TV stations provide their service to anyone in the community who wants it.

The rules are understood to limit pay-TV operations to communities which are within the grade A contours of five commercial stations, at least four of which (not counting the pay-TV applicant) must be in operation. Only one subscription authorization would be granted in a community.

The FCC committee noted last year that five or more channels have been allocated to 80 markets which include 80% of the nation's TV homes. It added that in 63% of those markets, including 76% of all TV homes, there was at least one activity on four or more channels—that is, licenses, permits or pending applications. The rules based on those figures reflect the commission's desire to guard against undue pre-emption of time from free television, it is understood.

Another rule reportedly in the new package similarly reflects this concern. It would require pay-TV stations to broadcast at least the minimum hours of nonpay-TV time required by commission rules. This varies according to the age of the station, from 12 hours weekly (and two hours daily five days a week) during the first 18 months of operation to 28 hours per week (and two hours daily seven days a week) after 36 months.

It is understood that the rules would sharply limit the pay-TV entrepreneur's choice of programming in order to prevent the siphoning of programming from free to pay television. Subscription stations reportedly could not carry feature films which were shown more than two years previously on a first-run basis. However, up to 12 feature films more than 10 years old would reportedly be permissible. Commercials, series-type programming with interconnected plots and sports events broadcast in the community within the two years preceding the subscription broadcast are among categories understood to be barred from the systems.

There would be exceptions to the basic policy on feature films in certain unusual cases. These include cases where a particular film has narrow appeal, or where it contains subject matter that free television might find unacceptable. Other exceptions might occur when a film owner simply declines to sell his product to free TV—as, for example, when he has what appears to be a perennial hit, such as "The Sound of Music."

Generally, the rules limit pay TV to programming not ordinarily available on free television. And, in essence, the provision of at least minimal time for cultural programming, the rules are said to bar pay-TV stations from devoting more than 90% of their subscription programming to feature films and sports.

The FCC committee pointed out when it proposed these rules that they were not intended to prevent program siphoning entirely.

Licensees, construction-permit holders and applicants for new stations would be authorized to apply for permission to broadcast pay-TV programs, it is understood. Applicants would reportedly be required to show that their proposed subscription programming would be different from conventional programming, and that it would otherwise serve community needs and interests.

The commission's order is also understood to include a further notice of proposed rulemaking that would require CATV systems within the subscription station's grade B contour to carry both the station's standard signal for free programming and its scrambled one for pay television.

An early reaction to the rules on the part of pay-TV interests came from Solomon Sagall, president of Teleglobe Pay TV System Inc., who foresaw sweeping changes as a result of the commission's action. Describing himself as "gratified" by the ruling—"even if it came after 17 years of delay"—Mr. Sagall predicted that pay television would make UHF television in the United States "at last viable and that it would eventually lead to an improvement in the over-all level of programming."

There are doubts, however, as to whether pay TV will win wide popular acceptance. The test in Hartford has produced a penetration by subscription of less than 1% of the TV homes in the market; another test by International Telemeter Corp. in Etobicoke, Ont., also failed to attract wide interest. In both cases, the firms involved said that they were concerned with testing rather than profits, and that pay TV would work on a nationwide basis. Nevertheless, if any of the fire has gone out of the free-vs.-pay debate, it is simply because subscription TV is not considered the threat to free television it once was.
Abroad in brief:

Ayer affiliate addition = N. W. Ayer's London affiliate, Alexander-Butterfield & Ayer, has been appointed to handle C. & T. Harris (Calne) Ltd., subsidiary of Fatstock Marketing Corp. The account bills about $500,000.

Expanding in Japan = Dai-Ichi Compton, Tokyo, established as a joint venture marketing service of Compton Advertising and Dai-Ichi Kikaku, has been expanded to operate as a full service agency by setting up its own creative, media, marketing and account service departments. Dai-Ichi Compton clients include Sea-Land Service, the Chase Manhattan Bank, Eastern Air Lines, Schick Safety Razor and several Japanese domestic advertisers.

Association formed = Medium-sized agencies from 15 countries have formed the Group of Independent Advertising Agencies to supply local marketing services to clients of the member agencies. U.S. representative is Hicks & Greist, New York.

New affiliate = Pelican Films Inc., New York, has formed a Canadian affiliate, Pelican-Templeton Productions Ltd., Toronto, by combining Pelican's film services with Templeton Studios. William R. Templeton is president, and Joseph Dunford and Jack Zander are members of the board. Ed Henry is head of sales. The new company is located at 70 Overlea Boulevard, Toronto.

Paramount TV expansion = Paramount Television is opening a regional sales office in Brussels, Belgium, on Jan. 1, 1969, to handle syndication sales on the continent. Named to head the new office is Prosper Verbruggen, former program planner for Belgische Radio en Televisie (BRT), the Belgian Flemish station.

Station move = CBA, the Canadian Broadcasting Corp.'s 50-kw station in the Maritimes Provinces, will transfer its facilities from Sackville, N. B., to Moncton, N. B., this month. Guy Theriault, manager of the CBC's French-language stations in Moncton, CBAP and CBCFT(TV), said the transfer will permit the expansion of the CBC's international radio service facilities at Sackville. He said CBAP and English-language CBA will share the same facilities in Moncton.

Young sound = The Southern European Network of Armed Forces Radio is broadcasting "The Young Sound," CBS FM's syndicated program service, for two hours Monday through Friday. CBS estimates that "The Young Sound" is heard on 95% of the 300 Armed Forces Radio stations worldwide.

Films on Japanese broadcasting = A 50-minute film on the activities of Japan Broadcasting Corp. (NHK), Tokyo, was scheduled to receive its first public showing in Hollywood last week. The film, "This is NHK," was produced by NHK by request of the National Academy of Television Arts and Sciences. This film, after its premiere in Hollywood, is to be shown with "This is Commercial TV in Japan," produced jointly by five commercial broadcasters, to NATAS members in New York; Chicago; Columbus, Ohio; Phoenix; St. Louis; San Francisco, and Washington.

New name = The international public relations arm of BBDO, PDA Ltd., London, has been changed to BBDO Public Relations Ltd. It will continue to operate under its present management as an independent company within BBDO.

Ascher in Canada = Emil Ascher Inc., New York, which distributes background music, has effected an agreement with Soundtrack Ltd., Toronto, to become its Canadian agent. Ascher is also represented in Latin America, South America, Europe and in Japan.

NHK-Soviet pact = Japan Broadcasting Corp. (NHK), Tokyo, has signed a two-year agreement with a Soviet radio-TV organization (SRT). The agreement provides for an exchange of radio and TV programs, for the joint production of TV programs, and for special correspondents dispatched from both organizations to each others' country.

Waters seeks additions in Montreal, Barrie

Allan F. Waters is seeking Canadian Radio-Television Commission approval of an additional one-third interest in CKVR-TV Barrie, Ont., and for controlling interest in CFMB Montreal.

The purchase of the two stations would cost Mr. Waters's CHUM Ltd. $1,750,000. He already holds a one-third interest in CKVR-TV.

CHUM Ltd. operates CHUM-AM-FM, CHUM-FM montreal, and CHUM-TV, which already have interests in CFRA and CFMO(FM) Ottawa, a half-interest in CKPT Peterborough, Ont., and a half-interest in CJCH Halifax, N. S.

Comsat to construct new facility in Alaska

Communications Satellite Corp. has filed an application with the FCC seeking approval to build an earth station at Talkeetna, Alaska, 90 miles north of Anchorage. Mr. Waters and CHUM Ltd. have been interested in building a satellite station to serve Alaska, and for controlling interest in CFMB Montreal.

The facility, to be used for commercial communications of all types via satellite between Alaska, the continental U. S., Hawaii, Japan and other Pacific points, would cost about $6.3 million.

Comsat noted that the present Alaskan communications system, which connects with the continental U. S. only through a 51-circuit undersea cable between Ketchikan and Seattle, and indirectly through land links over Canada, is being used to capacity.

Promotion

ABC revamps, enlarges TV ad-promotion unit

ABC-TV is regrouping its advertising, promotion and design functions in an expanded department headed by ABC-TV Vice President Donald Foley, it was announced last week by Elton H. Rule, president of the network.

In the realignment, Symon B. Cowles, formerly director of advertising and promotion for the ABC Owned Television Stations, has been named to the new network TV post of director of promotion, responsible for sales promotion, sales development and presentations. John T. Curry Jr., director of advertising, ABC-TV, will continue in that post, with expanded responsibility for all audience and trade, print and on-the-air advertising.

Both Mr. Cowles and Mr. Curry will report to Mr. Foley. For the first time the art department also will report to Mr. Foley.

Mr. Cowles has been director of advertising and promotion for the ABC Owned Television Stations since 1962. Earlier he had been director of advertising and promotion for Metromedia Television. Mr. Curry has been director of advertising for ABC-TV since 1963 and earlier had been an account executive for Grey Advertising in New York.

Drumbeats:

Schools linked = Kolo-TV Reno and
KLAS-TV Las Vegas have coordinated facilities and linked the nursing schools at the University of Nevada, Reno, and Nevada Southern, Las Vegas. Both stations have donated 15 hours of transmission time weekly, enabling students at each university to attend classes held on the other campus via TV. The microwave fed closed-circuit system was installed by Ampex Corp., Redwood City, Calif.

Music course provided * Lack of a non-commercial educational radio station in the Saint John Valley area of Maine, WSJR Madawaska, will provide a basic course in music for the Continuing Education Division, University of Maine. Each Sunday, beginning Feb. 9, WSJR will broadcast one-hour lectures and 90-minute listening periods from 3:30 to 6:00 p.m.

Gabriel awards * Deadline for entries for the 1969 Gabriel Awards given by the Catholic Broadcasters Association of America is Feb. 1, 1969. Radio or TV programs aired in 1968 are eligible. Two classes of competition are: commercial stations or networks; religious producers, Catholic, Protestant or Jewish. Statuettes will be awarded at the Catholic Broadcasters Association convention in St. Louis, March 20, 1969. Entry forms from 11133 Bellflower Road, Cleveland 44106.

Now showing in the classroom * Students at Ulysses S. Grant High School in Van Nuys, Calif., have been the beneficiaries of feature films on loan from the film library at KHJ-TV Los Angeles. The station has loaned out such features as "The Pawnbroker" and "High Noon" to the class on modern literature.

Filler service * A new firm, Mini-Hints, 1650 Broadway, New York, is offering radio stations free subscriptions to an editorial service designed to provide program filler material for disk jockeys.

KEMO-TV is pulling for both ratings and gate

In effect, KEMO-TV San Francisco will be its own stiffest competition when the UHF station carries the Oakland Oaks-New Orleans Buccaneers American Basketball League game live from the Oakland Auditorium on Dec. 21. The U. S. Communications Corp. station is pledged to bring out the largest possible in-person crowd for the game. As part of this responsibility, KEMO-TV, which has a five-year, $500,000 contract to air the Oaks games, is producing an entertainment companion attraction, a major jazz concert following the game. In addition, the station will give away color TV sets to two people attending the game. The jazz portion of the program will not be televised. The bigger the

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Peabody deadline set for Jan. 10

Jan. 10, 1969, is the deadline for entries for George Foster Peabody awards, according to Dean John E. Drewry of Henry W. Grady School of Journalism, University of Georgia, Athens.

The awards, for both radio and TV, are given for: news reporting, interpretation, and/or commentary; entertainment; education; youth or children's programs; promotion of international understanding, and public service. An award for outstanding radio-TV writing is also given.

Entries based on programs of the current year may be submitted by stations, networks, radio-TV editors of newspapers or magazines, listener groups, or any individual wishing to direct the Peabody board's attention to a special program.

Canadian FM's eligible for Armstrong awards

The Major Armstrong Awards for excellence in FM broadcasting are expanding this year to include Canadian stations. Deadline for entries in the competition is Dec. 31.

Eight winners will receive the $500 cash prizes and plaques from the Armstrong Memorial Research Foundation. Winners will be announced at the National Association of FM Broadcasters convention in Washington, March 21-24, 1969.

The categories include musical, news, educational, and community service programming.

The award is named for the late Major Edwin H. Armstrong, a graduate of Columbia University and a professor of electrical engineering, who pioneered in the development of FM.

Additional information and entry forms may be obtained by writing: Robert Harper, School of Engineering and Applied Science, Columbia University, New York, 10027.

Broadcast Advertising

TVAR survey reveals smoking decline

Shapiro says 10 years of studies show regional differences in product usages

A sharp decrease in cigarette smoking was revealed by Television Advertising Representatives Inc.'s 1968 nine-market "Brand Comparison Report" being published today (Dec. 16).

The smoking reduction appeared in the use of nonfilter cigarettes; use of filter cigarettes showed little change. Nonfilter smoking declined among men in seven markets and among women in five markets. These results continue a downward trend reported in TVAR's 1967 study (Broadcasting, Nov. 20, 1967).

The 1968 report includes data from Portland Ore., for the first time. Other markets included in the survey conducted for TVAR by The Pulse Inc. are Boston; Philadelphia; Baltimore; Washington; Charlotte, N. C.; Jacksonville, Fla.; Pittsburgh, and San Francisco, all markets with TVAR-represented stations.

Pulse gathered data on over 400 brands in 12 product categories during March and May 1968. The categories, in addition to cigarettes, include coffee, cold remedies, deodorant, dog food, gasoline, hair spray, headache remedies, margarine, men's hair dressing, men's shaving cream and soft drinks.

Over-all coffee usage, both regular and instant, did not change appreciably, although in areas where freeze-dried coffee was introduced, that brand captured better than a 5% share of the instant-coffee market.

In the cold remedy category, tablets and pills increased their market shares in all cities except Baltimore; nose drops, sprays, inhalants, saline and ointments increased in five markets and declined in three; and cough and sore-throat remedies gained substantially in five markets.

Deodorant usage showed a slight drop in six markets; dog-food usage rose in five markets, including Jacksonville, which has the highest level of dog ownership and the lowest usage level of dog food; and the percentage of families owning gasoline-run automobiles declined in five cities.

An increase in the use of headache remedies in four cities was offset by a decline in usage in four others. Soft margarine increased in six markets at the expense of regular margarine. Men's hair dressing declined in six markets, while women's hair spray gained in five. Men's shaving cream usage is down in seven markets. Soft drink usage went up in four markets, primarily in the regular category rather than low calorie, and stayed about even in three more.

Marvin Shapiro, president of TVAR, notes that "certain significant facts come to the fore" after ten years of publishing the study: "There are distinct regional differences in product usages which remain fairly constant. Outstanding, thoughtful advertising campaigns can accommodate to these differences and soon bear meaningful results in increased product share."

Copies of the "Brand Comparison Report" may be obtained from Arma E. Andon, vice president of marketing and research at TVAR, 90 Park Avenue, New York 10016.

TV called main medium used in Nixon campaign

"Television was the major medium in the Nixon campaign," according to Richard W. Garbett, who took a leave of absence from his regular job as account supervisor and vice president of Kenyon & Eckhardt to serve as national field advertising director for the Nixon-Agnew ticket.

Speaking before the Association of Industrial Advertisers in Washington, Wednesday (Dec. 11), Mr. Garbett said...
that 74 television commercials were used during the campaign to get the Nixon message across.

He stated that since Mr. Nixon worked best when he talked extempo-

raneously to small groups of people, a series of five, unrehearsed question-and-

answer shows were developed and proved to be very effective during the campaign.

Radio time was used for "reach" pur-

poses. Mr. Garbett called it a good, in-

expensive substitute for position "white

papers" and an excellent medium for use in states where the candidate had limited popularity. In all some 150 com-

mercials were used during the campaign and Mr. Garbett said the most effective radio commercial was the "Democrats for Nixon" commercials.

Other types of media were also greatly used during the campaign. "People don't believe a campaign is really going on unless they see billboards," Mr. Garbett reported. Some 30,000 outdoor boards were used.

National print advertising was used sparingly during the campaign, and only one major newspaper ad was run across the country, Mr. Garbett stated. A four-color spread was, however, placed in Life magazine a week before the election.

As to the future, Mr. Garbett said: "You are going to see the development of a new field of political advertising and management agencies." Looking ahead to 1972 he felt "the Republicans will have completed their planning and setting-up procedures by then. Execution will be the focal point in '72."

Sterling beer picks agency

Henderson Advertising Agency Inc., Greenville, S. C., has been named to handle the $1,250,000-plus Sterling Brewers account for the Associated Brewing Co. The Sterling Brewery in Evansville, Ind., serves markets in Indiana, Illinois, Kentucky, Tennessee, Alabama, Mississippi, Florida, Georgia and Ohio. Associated Brewing ranked as the 10th largest brewer in the U. S. last year, with sales of 4,250,000 barrels. In addition to the Sterling brand, the company also markets Brewery's, S-hmidt, Piels, Pfeiffer and Old Dutch.

Louis-Rowe expands operations

Louis-Rowe, New York, which describes itself as a black public relations firm, plans a major expansion of its operations with the addition of an advertising consulting service. The new service will assist advertisers in the ethnic market and will cover all media. Emilie Jones, TV and radio producer and director of Louis-Rowe Enterprises, has been appointed supervisor of the new department.

Network billings rise 4.6%

Nighttime business accounts for all of increase as daytime is down 4.2%

November network billings totaled $164,181,200, up 4.6% over November of last year, the Television Bureau of Advertising reported last week. The figures were compiled by Leading Nation-

al Advertisers.

Total network billings from January through November rose 3.1% over the

same period of 1967 to $1,396,369,500.

Night-time billings accounted for the increase, rising 9.7% to $108,641,900 in 1968, compared to $99,075,100 in 1967. Daytime was off 4.2%, reflect-

ing a 5.7% decline in Monday-through-

Friday daytime network and a 1.6% decline for weekend daytime network.

Network television billings

by day parts and by network (add 000)

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<tbody>
<tr>
<td>Daytime</td>
<td>$57,957.2</td>
<td>$55,539.3</td>
<td>-4.2</td>
<td>$455,796.6</td>
<td>$462,546.3</td>
<td>+1.5</td>
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<td>Mon.-Fri.</td>
<td>36,393.6</td>
<td>34,325.4</td>
<td>-6.7</td>
<td>318,550.0</td>
<td>323,256.3</td>
<td>+1.5</td>
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<tr>
<td>Sat.-Sun.</td>
<td>21,563.5</td>
<td>21,214.8</td>
<td>-1.6</td>
<td>137,246.4</td>
<td>139,340.0</td>
<td>+1.5</td>
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<tr>
<td>Night time</td>
<td>99,075.1</td>
<td>106,641.2</td>
<td>+7.7</td>
<td>893,118.5</td>
<td>928,023.2</td>
<td>+3.9</td>
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<tr>
<td>Total</td>
<td>$157,092.3</td>
<td>$164,181.2</td>
<td>+4.4</td>
<td>$1,348,915.1</td>
<td>$1,390,569.5</td>
<td>+3.1</td>
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ABC, CBS, NBC:
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<th></th>
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<th>CBS</th>
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<td>January</td>
<td>$34,708.7</td>
<td>$55,806.5</td>
<td>$48,151.9</td>
<td>$138,767.1</td>
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<td>February</td>
<td>41,976.5</td>
<td>49,901.3</td>
<td>47,051.6</td>
<td>138,929.4</td>
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<td>March</td>
<td>38,904.3</td>
<td>52,906.8</td>
<td>48,260.1</td>
<td>139,484.2</td>
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<td>April</td>
<td>33,371.5</td>
<td>45,713.2</td>
<td>43,707.2</td>
<td>132,891.9</td>
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<td>May</td>
<td>29,695.5</td>
<td>43,014.1</td>
<td>42,772.9</td>
<td>115,482.5</td>
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<td>June</td>
<td>29,091.5</td>
<td>35,416.4</td>
<td>32,577.3</td>
<td>97,085.2</td>
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<td>July</td>
<td>24,859.8</td>
<td>33,058.7</td>
<td>34,343.6</td>
<td>92,252.1</td>
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<td>August</td>
<td>24,305.0</td>
<td>31,819.9</td>
<td>30,864.0</td>
<td>86,009.9</td>
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<td>September</td>
<td>31,503.5</td>
<td>43,888.5</td>
<td>46,899.6</td>
<td>122,081.6</td>
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<td>October</td>
<td>51,061.2</td>
<td>60,522.5</td>
<td>65,023.3</td>
<td>176,607.1</td>
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<td>November</td>
<td>45,672.0</td>
<td>62,863.5</td>
<td>55,645.5</td>
<td>164,181.2</td>
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Tele-Rep adds six men; picks up KARD-TV

Tele-Rep Inc., which begins operations on Jan. 1, as a national TV station representative, last week announced the appointment of six executives to its staff, and the signing of a new client station.

Heading the list of appointments for the new organization is Leonard Tronick, named sales manager of the New York office. Mr. Tronick has been with Edward Petry & Co. for the past six years, where he has been an account executive, group sales manager and a vice president.

Other appointments announced by Alfred M. Masini, president of Tele-

Rep, included those of Richard Brown, Roy Flanders, Richard Goldman and Stephen Klein, who were designated as account executives in the New York office, and Richard Frank, who has been named an account executive in Chicago.

The latest client of Tele-Rep is KARD-TV Wichita, Kan., and its Kansas State Network. Other stations to be represented by Tele-Rep are KCOP (TV) Los Angeles; KPTV (TV) Portland, Ore.; KTNV (TV) Seattle-Tacoma, and WTCN-TV Minneapolis-St. Paul.

Super Bowl line-up set

NBC-TV last week announced complete sponsorship of its Super Bowl football game coverage Sunday, Jan. 12. Participating advertisers will be Chrysler Corp. (through Young & Rubicam), Trans-World Airlines (Wells, Rich, Greene), The Gillette Co. (BBDO), R. J. Reynolds Tobacco Co. (William Esty), RCA (J. Walter Thompson), Joseph Schlitz Brewing Co. (Leo Burnett), American Tobacco Co. (BBDO), Phillips Petroleum Co. (J. Walter Thompson), and Goodyear Tire and Rubber Co. (Young & Rubicam).

Public service campaigns establish new records

The Advertising Council reported last week that media donated time and space estimated to be worth $352,311,156 to a record number of public service campaigns during the 1967-68 fiscal year.

The cooperating media broke all peace-time records, the council said, by supporting more than 20 national campaigns and becoming involved in a total of 80 projects. Time or space was donated by radio and television networks and stations, newspapers, consumer, business and company publications and outdoor and transit advertising companies.

The council noted that through the American Association of Advertising Agencies, 22 agencies volunteered thousands of man hours of their top talent to create free of charge the advertising materials for the campaigns. In addition, 22 volunteer campaign coordinators were recruited by the Association.
Ayver president praises computer-creative link

At N. W. Ayer & Son creative people and disciples of computer technology are each doing their thing. Yet there is interplay between the two sides. And though there is also abrasion, it might add up to the hottest romance of the next decade—the marriage of the computer and creativity.

Such was the love story that N. W. Ayer President Neal W. O'Connor told members of the Advertising Club of Los Angeles a fortnight ago. "The real fascination is seeing the marriage and the interplay between the subjective, intuitive brilliance of good creative minds, and the disciplines of quantitative techniques which, of course, make heavy use of computer technology," he said. Ayer could have ended up with "a real dog fight between creativity and the numbers," the West Coast ad executives were told. Instead, artists, writers, creative thinkers of every description at the agency are now enjoying "mixing it up with the advancing technology," not just accepting it.

One of the examples of science mixing with creativity cited by Mr. O'Connor is called the Ayer new-product model. This is a predictive procedure that allows the agency to evaluate new consumer-product introductions, in advance, and with a reported more than 80% level of reliability. Using this procedure, which leans heavily on computer technology, Ayer creative people are experimenting with a technique of identification of what the agency calls seed trends. The seed-trend analysis, according to the agency, seems to stimulate and generate superior and longer-lasting ideas.

Bozell & Jacobs boosts billings by 10% in '68

Bozell & Jacobs President D.C. Peebler Jr. announced last week that the advertising-public relations firm increased its billings 10% to $31.6 million in 1968. The agency's 1967 billings totaled $28.5 million.

The agency undertook a major expansion and reorganization starting in January 1968 with the transfer of corporate headquarters from Omaha to New York. The Sioux City, Iowa, office was consolidated with Omaha and the Indianapolis office merged into the Chicago facility, and an office was re-opened in Washington. Bozell & Jacobs also acquired Tilds & Cantz, Los Angeles, with billings of $2.5 million in 1967.


Accounts leaving B&J in 1968 were Texas Gas Transmission Corp. and the Merchants National Bank (Indianapolis) in advertising and the American Legion in public relations.

Maxim adds network TV to back national status

General Foods Corp.'s Maxim freeze-dried coffee, which recently achieved national distribution, has started a network television campaign.

The drive started this month and is to run 52 weeks, utilizing the General Foods-sponsored shows—Gomer Pyle and Mayberry RFD on CBS-TV and Julia on NBC-TV—and a prime-time scatter plan on CBS-TV. Starting in January Maxim will also be advertised on daytime network TV.

Television Bureau of Advertising figures show Maxim spent almost $3 million in spot TV for the first half of 1968.

DDB opens Detroit office to handle Stroh Beer

Doyle Dane Bernbach will open a Detroit office Jan. 2 to service its recently acquired Stroh Beer account.

Paul Wentura will manage the Detroit office and Larry Navaic will move there as account executive to the beer client. Mr. Wentura has been assigned to the Volkswagen distributorship account in DDB's New York office for the past five years. Mr. Navaic has been account executive on the Carling Black Label account at Jack Tinker & Partners.

DDB's Detroit office will be in the Fisher building.

Agency appointments:

- Tuborg Importers Ltd. has named Gilbert Advertising Agency Inc. and Grey Public Relations Inc. to coordinate an advertising and promotion campaign in the U. S. for the Danish beer.
- Gold Seal Vineyards Inc., Tuborg's selling agent in all states except New York, has made extensive use of broadcasting in its campaigns.
- Hicks & Greist Inc., New York, has been assigned by Waterman-Bic Pen Corp., Milford, Conn., to handle its new division, Ad Specialty. The division has been created by the company to enter a new market for its products. Hicks & Greist also handles corporate and trade advertising for the company.
- Mary Carter Industries Inc., Tampa,
Fla., has appointed Hicks & Greist, New York, to handle its national advertising and sales promotion program. The company, which manufactures, sells and distributes paints and related items, is expected to bill more than a million dollars. Broadcast advertising is being considered, an agency spokesman said.

- American Tobacco Co. has appointed F. William Free & Co., both New York, a special assignment to be announced at a later date. F. William Free is the seventh American Tobacco agency handling tobacco products. While president of Marschalk, Mr. Free created the “Whatchamacallit” campaign for P. Lorillard’s Century Great Lengths.

- Midland Shoe Co., Clayton, Mo., and the St. Louis Regional Industrial Development Corp., St. Louis, have appointed Ridgway Advertising Agency, St. Louis.

- T. Jefferson Wright Associates, Louisville, Ky., has been appointed agency for Dolly Madison Leasing and Financial Corp., Indianapolis, manufacturer of Timely and Stylemaker furniture. The firm operates over 60 retail furniture stores. Media plans call for TV, radio and newspaper.

- Food Products Division, Doughboy Industries, New Richmond, Wis., names Knox Reeves Advertising, Minneapolis, to handle account.

- Colonial Provisions Co., Boston, has appointed Warren, Muller, Dolobowsky, Inc., New York. The meat packer bills approximately $500,000 annually, with the bulk of the budget spent in regional TV. Chirurg & Cairns Inc., Boston, previously handled the account.

- Orkin Exterminating Co., a division of Rollins Inc., has appointed Henderson Advertising, Atlanta, for Virginia, North Florida, South Georgia, North Texas, Tennessee and South Carolina. Kinro Inc., Atlanta, handles Orkin in other markets.

Also in advertising:
- Campbell-Stark Inc., Parker Advertising Inc. and Wilcox & Fairchild, all Saginaw, Mich., have announced their plan to merge into Parker, Wilcox, Fairchild & Campbell Inc. with initial billings of $3 million annually. Jack D. Parker will serve as chairman of the board with Peter W. Wilcox as president. E. A. Fairchild becomes vice president and secretary. New address is 898 North Michigan Avenue, Saginaw.

- New home: Chalk, Nissen, Hanft Inc., New York, has moved to permanent quarters at 666 Fifth Avenue. Phone: (212) 581-6611.
- New office: Gert Bunchez & Associates, 7730 Carondelet, St. Louis, Mo., has opened a new office at 663 Fifth Avenue, New York.
- Detroit, Chicago offices opened: Tele-Tape Productions Inc., New York, producer of filmed and taped commercials, programs and closed circuit television presentations, has opened sales offices at 1030 Penobscot building, Detroit, and 135 South LaSalle Street, Chicago. Thomas R. Smart and Keith Gaylord have been appointed to head the Detroit and Chicago offices, respectively.

Business briefly:
- AT&T, New York, through N. W. Ayer & Son, Philadelphia, has purchased sponsorship in three weekday newscasts on NBC-TV.


Sponsorship of NBC-TV's Jan. 1 telecast of the Rose Bowl football game has been sold out. Chrysler Corp., through Young & Rubicam, both Detroit, has purchased half, and Eastern Air Lines, through Young & Rubicam, both New York, will have quarter-sponsorship. Other sponsors will be the Gillette Co., Boston, through BBDO, New York, and the Kellogg Co., Battle Creek, Mich., through Leo Burnett Co., Chicago.

Time Inc., through Young & Rubicam, both New York, has purchased sponsorship for Life Magazine in NBC Radio’s Monitor.

Shell Oil Co., through Kenyon & Eckhardt, both New York, will sponsor Shell's Wonderful World of Golf in its sixth season on NBC-TV, starting Jan. 4 (5-6 p.m. EST). The series will run nine consecutive Saturdays, ending March 1.

Two accounts loose
Wells, Rich, Greene Inc., New York, and its two beer accounts have agreed on what are described as mutually beneficial separations. The agency announced last Tuesday (Dec. 10) that the localized marketing needs of its clients—Sicks' Rainier Brewing Co., Seattle, and the West End Brewing Co., Utica, N. Y.—would be better served by other advertising agencies. WRG will continue to service both accounts until new agencies have been selected.
CBS at last shows EVR in public

Video record player to be built by Motorola, but no models for home use in next three years

CBS gave the first public demonstration of its electronic video recording (EVR) system last week and revealed initial licensing arrangements looking toward marketing the EVR player and program cartridges — for educational-industrial use, at an estimated $800 per player — by mid-1970.

Officials estimated it would be three to five years before EVR, described as a video counterpart of the long-playing phonograph record, would move into the home-entertainment market. They hoped that home models, both by their nature and through mass-production savings, could be priced “markedly” below the $800 top estimate for the initial, heavy-duty models planned for industrial and educational use.

First licensing contracts, it was disclosed, were with Motorola Inc. to produce the EVR players and with The New York Times to produce educational programs for the EVR cartridges. The CBS EVR division itself will set up and operate plants to transfer the programs to film cartridges by the EVR process.

The demonstration, held Tuesday (Dec. 10) for newsmen in New York, was followed by a similar one Wednesday in London, where it was announced that CBS and its British partners had signed a nonexclusive licensing agreement with the Bush Murphy manufacturing division of the Rank Organization to produce EVR players for distribution outside the U.S. and Canada.

A Bush Murphy official was quoted as estimating that the players would be marketed in England at less than 200 pounds ($480). CBS Labs officials declined to comment on the discrepancy in prices between the U.S. and British models.

In the demonstrations, officials made no reference to Broadcast EVR, called BEVR, an adaptation of the basic process that is said to hold great potential for broadcasting TV programs and commercials in color of higher quality, and at less cost, than is achieved by conventional color-film and video-tape processes (Broadcasting, Oct. 23, 1967).

It was learned elsewhere, however, that “important announcements” about BEVR are due to be made within a few months, possibly starting early next year.

For color, both EVR and BEVR use black-and-white film with images imprinted photographically on, say, the left-hand side and the appropriate color information encoded electronically on the right. When the film is played through an EVR player (or BEVR camera), color and images combine to produce full-color pictures.

EVR uses 8.75mm film in cartridges; BEVR, 16mm film on reels.

In last week’s demonstration, CBS showed only the black-and-white version of EVR. Questioned afterward, officials said this seemed more appropriate because the first players to be marketed would be black-and-white models. They also indicated they hadn’t wanted to “confuse EVR with BEVR” which is expected to be used exclusively for color.

Motorola expects to have an EVR color model in production during the last half of 1971.

Dr. Peter Goldmark, president of CBS Laboratories and key figure in the development of EVR, BEVR and, among other things, the 33 1/2 long-playing phonograph record 20 years ago, conducted the demonstration. A prototype player, about bread-box size, fed EVR programming to 10 Motorola sets placed around the room for convenient viewing by newsmen.

The cartridge program included scenes from CBS-TV’s Mission: Impossible, a sequence showing EVR being used by a child and a sequence on the mating habits of grasshoppers.

Pictures came out sharp and clear on the screens as Dr. Goldmark demonstrated EVR’s ability to carry video and audio smoothly, stop and hold a picture without dimming or flickering, “slow scan,” “fast forward” and “fast reverse” and switch from one of its two program tracks to the other; all at the punch of the appropriate button.

The seven-inch cartridge — “ironically, it’s about the size of a 45-rpm record,” Dr. Goldmark said in allusion to early competition between CBS’s 33 1/2’s and RCA’s 45’s — has a maximum capacity of 750 feet of film, containing 180,000 picture frames that provide 52 minutes of programming on two tracks. In color EVR, one track is used for the color coding, so color-program time per cartridge is 26 minutes.

In response to questions, Dr. Goldmark said CBS Labs is working on...
"thinner material" that would make it "easy enough" to get more than an hour of black-and-white programming—and hence more than half an hour of color—into one cartridge.

In answer to another question, he said home users would not be able to produce their own EVR programs, like home movies. He compared EVR in this respect to long-playing records, which are bought rather than homemade.

Nobody would offer a guess as to the price of EVR program cartridges. It will depend, officials said, on both the production cost of the program involved and the size of the market to which it is directed. Programs aimed at mass markets, they indicated, will carry lower price-tags than those for limited markets. Because of the larger number of prospects over which to amortize the costs.

But there'll be a bigger market "to amortize the costs over." If programs are on EVR than if they are on film, according to Robert E. Brockway, president of the CBS EVR division. He also emphasized that raw film stock for EVR costs less than 35mm, 16mm, super 8 or 8mm stock. But he noted, too, that the cost of the film would be one of the smallest items in any production budget.

As for the relative costs of EVR film and video tape, another CBS source reported later that the cost of film for an hour of EVR programming currently is $3.60 and will eventually be reduced to $1.80, as against an estimated $40 an hour now and eventually $15 to $20 an hour for video tape.

At last Tuesday's demonstration, Dr. Frank Stanton, CBS president, recalled Dr. Goldmark's early work on EVR as involving "a Rube Goldberg-like affair" that subsequently showed convincing promise in a demonstration in his office in 1964.

EVR, Dr. Stanton suggested, may work a "revolution" to match the one that followed introduction of Dr. Goldmark's 33 1/3 long-playing record in 1948.

Felix A. Kalinski, president of the CBS/Comtec group, licensing group, announced licensing agreements with Motorola and The New York Times, and Elmer H. Wawer, president of Motorola, and Arthur Ochs Sulzberger, president and publisher of the Times, outlined their plans briefly. Mr. Brockway presided and also presented the EVR division's plans.

Mr. Kalinski said manufacturers "around the world" would be licensed to make and distribute the players and that CBS hoped all possible program producers would make material available for distribution in EVR cartridges. He said the EVR division would set up a processing plant in the U.S. and one in England and expects to turn out three million cartridges a year, an estimate that other sources said may be applicable to U.S. output alone.

The U.S. EVR plant, according to Mr. Kalinski, is due to become operational in the last quarter of 1969. Elsewhere it was learned that long-range plans envision as many as three U.S. processing plants. Sites have not been determined, but informed sources speculated that the first would be in the northeast, probably within driving distance of New York—a description that fits, among other places, Stamford, Conn., home of CBS Labs, where the work on EVR has been concentrated.

Motorola's President Wavering, who made the estimate of $800 as the price at or below which initial EVR players probably will be marketed, said black-and-white players will become available in substantial quantity by July 1, 1970, and that a color version is expected to be in production the last half of 1971.

He said black-and-white units will be produced at one of Motorola's Illinois plants and that plans call for "high volume" production, which he described at 25,000 to 100,000 units a year.

Mr. Sulzberger said the Times plans to create and market more than 50 15-minute and 20-minute programs produced exclusively for EVR cartridges and intended for home and secondary schools. The programs will cover a broad range of subjects, drawing on the Times archives and on its current resources for material "of lasting importance" to teachers and students. Production, he indicated, will be timed to keep pace with the availability of EVR players.

In answer to a question, Dr. Stanton denied that EVR had been developed to "head off" home video-tape recorders. He agreed EVR might in time provide some competition for the CBS-TV network but said he thought it would be "additive," in the nature of competition between radio and records.

When someone asked about the President's Communications Task Force report's assertion that a video record player costing $400 or more would be "a luxury item for high-income families," Mr. Kalinski responded that the same thing might have been said about color TV not many years ago.

Much questioning centered on the decision to concentrate first on educational and industrial markets rather than move immediately into the home-entertainment field. CBS authorities maintained that black-and-white has "a special place" in education, with monochrome receivers already in wide use in schools, hospitals, industrial training programs and the like. One estimate put the number of classroom receivers alone at 300,000.

Since the EVR player works through a simple hand-held attachment to the external antenna terminals of TV sets, all these receivers—as well as the others in use in training programs, hotels and motels and similar places—presumably are regarded as immediate prospects.

NAB engineering honor will go to Hathaway

Jarrett L. Hathaway, who joined NBC in 1929 and is now senior project engineer for NBC-TV, will receive the National Association of Broadcasters' engineering award for 1969. The award will be presented during the NAB convention in Washington, March 23-26.

Since 1954 Mr. Hathaway has devoted the bulk of his time to working on ultra-portable camera systems and radio microphones used by NBC. He wrote specifications for both projects, tested them and supervised their development for operational use.

He was twice nominated for Emmy awards, in 1956 for contributions to the first live TV broadcast from Cuba and in 1962 for developing a system of transmitting sound over the video circuit during emergencies.

From 1941 to 1944 he was on the faculty of Harvard University, where he worked on new and improved systems of underwater sound detection and missile guidance.

Mr. Hathaway

The award will be presented by George W. Bartlett, NAB vice president for engineering at the second-day luncheon of the Broadcast Engineering Conference, which is held as a part of the NAB convention.
for EVR.

CBS authorities emphasized repeatedly, however, that they would be happy to EVR-process any programing—including entertainment programs—that producers wanted to convert to EVR cartridges.

The official announcement said the EVR division "will develop an EVR market among the television, publishing and motion-picture industries: videotape libraries: educational institutions and suppliers of informational, training and recreational materials. With these outlets as a start, EVR should eventually revolutionize the storage and exchange of information in education, industry, the arts and the home."

The demonstration and announcements had no apparent immediate effect on CBS stock prices, which closed on the New York Stock Exchange Tuesday at $76 1/4, unchanged from Monday's closing. Motorola stock, however, was up 3/8 points to 135 1/4, also on the NYSE. New York Times stock, traded on the over-the-counter market, was reported Tuesday afternoon as $53 bid and 53 3/4 asked. Down 1/4 point in the bid price.

In addition to the demonstration for newsmen in New York and London, there were two showings in New York Tuesday afternoon: one for some 75 CBS officers and another for more than 100 commercial and industrial representatives from foreign countries. Dr. Goldmark and Mr. Kalinski led the London demonstration, joined by officials of Imperial Chemical Industries Ltd. and CIBA. members with CBS in EVR partnership responsible for marketing EVR outside of North America.

Technical briefs:

New mixer • Shure Brothers Inc., Evanston, Ill., introduces new compact microphone mixer and remote amplifier designed specifically for professional radio-TV market. Model M67 has four mike inputs and one line input. Price is $147.

Remote amplifier • Multronics Inc., Rockville, Md., has developed the Multra CL-1000 linear remote amplifier. Usable with transmitters operating between 2 and 16 mc, the unit requires 30 to 100 w.

Home antennas • Sylvania Electric Products Inc., subsidiary of General Telephone and Electronics Corp., announces the manufacture and sale of TV, AM and FM antennas for the consumer at prices ranging from $11.95 to $74.95.

Tape booklet • 3M Co., St. Paul, is offering "Recording Basics," a 24-page, illustrated guide book on the care and handling of tape recorders and magnetic recording tape.

New color process tested by WNAC-TV

The ABC-backed technique, reported to be optical, will be tried on news film

An optical method of short-cutting color processing of news film is being given its first big-league try-out this week on WNAC-TV Boston.

The process creates full-color images from black-and-white film. It was developed by ABC-TV and Technical Operations Inc., Burlington, Mass. A public demonstration of the process was held by ABC in New York in the spring of 1967 (Broadcasting, May 15, 1967).

In the demonstration, 35mm slides especially prepared by Technical Operations were compared with conventional color slides. Witnesses of the demonstration said the color quality of images from the black-and-white slides was "good."

At that time ABTO Inc. representatives said development was to proceed on black-and-white motion-picture film processing of the same characteristics as the slide film.

ABC and Technical Operations formed ABTO, each with equal ownership. Frank L. Marx, an ABC Inc. vice president, serves as ABTO's president. WNAC-TV announced on Dec. 9 its plans to begin using the new film processor on local news this week. ABC officials queried on the announcement, confirmed the field testing.

Mr. Marx said Thursday (Dec. 12) that the test being started by WNAC-TV this week would represent the first regularly scheduled public use of the new process on 16mm film in TV news. He said it was preceded by a sneak-preview type of test Aug. 9 when a specially processed clip was shown on a WNAC-TV late-night news show. The clip showed a hippie group on Boston Common.

Since that time, the station had been getting "in shape" and, in moving into new quarters, set aside space for the equipment and processor. This amounts to a standard RCA projector and film chain with minor optical modifications, a black-and-white processor and two news film cameras, one for silent shooting, the other with sound. Installation at WNAC-TV was to be completed on Friday (Dec. 13).

Another test planned was of transmission of a news segment at Technical Operations' stockholders meeting Dec. 18 using a microwave link from the station's studios to a point on State Street in Boston where the meeting is to be held. WNAC-TV said the technique allows the retention of color information on standard black-and-white film in the form of "three perfectly registered overlapping images...accomplished by the use of a tri-colored filter attached to the camera itself or incorporated on the film." These color scenes are recorded as a code on the black-and-white film, with the decoding of color information handled by running the film through a modified projector. No modification is needed in home color sets.

Developers of the process cited various advantages. Film can be quickly and inexpensively developed, as with any black-and-white film white color balance and saturation are easily adjusted. Color is permanent. It is pointed out, because the black-and-white film does not contain dyes that would fade with time or use.

Mr. Marx said a decision on marketing the film would come much later.

The ABC development is not comparable with that of CBS's BEVR which in employing an electron beam recorder must have a video signal. ABC's process is entirely optical.

Jerrold assists ITFS with consulting service

A major marketing effort for specialized equipment used in instructional television fixed service (ITFS) has been announced by Jerrold Electronics Corp., Philadelphia. The company has completed setting up a network of 35 franchised electronic firms to serve as engineering contractors in ITFS installations.

The franchised firms will be backed up by Jerrold's regional organizations of systems engineers and field engineers, aiding in design, sales and installation of 2500 mc-band over-the-air closed-circuit television systems for educational institutions. Jerrold manufactures ITFS transmitters, receivers and CATV and microwave equipment sometimes used in ITFS systems for further distribution.

A federal matching-grant program "assures a growing market," Jerrold notes. Beyond immediate financial support for ITFS, the company cites a growth rate of public school expenditures "exceeding that of the gross national product by 50%.

New film lenses marketed

The availability of new lenses for use in television has been announced by the Angenieux Corp. of America, Oceanside, N.Y. Angenieux said it has introduced a series of new motion picture lenses with special application in the fields of television news and industrial photography.
Broadcast advertising

Robert D. Dunning, creative director, N. W. Ayer & Son, New York, and Howard C. Grant, creative director, Philadelphia, elected VP's.

Watson Mundy, account supervisor, Benton & Bowles, New York, elected VP.

Mike Slosberg, creative supervisor, Young & Rubicam, New York, named VP.

C. Stuart Siebert and Dorothy Demmy, both VP's of Kenyon & Eckhardt, Chicago, resign from agency to form new firm which will specialize in marketing services to agencies. Address: 505 North Lake Shore Drive, Chicago 60611.

Louis J. Crossin, with Fuller & Smith & Ross, New York, named VP and media director.

Harry B. Stoddart, principal, Black, Stoddart Affiliates Inc., New York, joins Campbell - Ewald Co., Detroit, as VP and group creative director.

David Strousse, VP and management supervisor, Kenyon & Eckhardt, New York, joins Bishop Industries Inc., Union, N. J., as VP in charge of marketing.

Don Rivers, copy chief with Quality Bakers of America Cooperative Inc., New York, appointed creative director of advertising services.

John Withers, creative director of Doyle Dane Bernbach, London, joins agency's Los Angeles office in same capacity.

Harry H. Haslett, formerly senior account executive with Paul H. Haymer Co. and director of sales with Radio Advertising Bureau, New York, joins broadcasting division of Rollins Inc., Atlanta, as director of national sales.

Dana F. Baird, sales manager, KATZ St. Louis, joins Mac Advertising Agency Inc., Boston, as regional account supervisor.


Bernard M. Serlin, advertising and publicity director, United Artists Theaters, eastern division, New York, appointed eastern advertising manager, Universal Pictures, that city.

Tom Straszewski, local sales manager, KNBC(TV) Los Angeles, appointed general sales manager.

John R. Stuart, general sales manager, WOAI-TV San Antonio, Tex., joins WLW(TV) Indianapolis in same capacity. Both are Avco stations.

Roy Lindau, account executive with Radio Advertising Representatives, Chicago, joins KFWB Los Angeles, as sales manager. He succeeds Frank OXarzt, who joins KYW Philadelphia as general sales manager. Both are Westinghouse stations.

William T. Burghart, account executive, WGEM-TV Quincy, Ill., joins KYND Burlington, Iowa, as sales manager.

Media

William N. Temple, supervisor, sales budgets, NBC-TV, New York, appointed manager, television network budgets.

Harry J. Heitz, manager of office services for CBS-TV, Hollywood, appointed manager of administration, CBS-TV business affairs, that city.

C. W. Ruff, broadcast media director, Doyle-McKenna Advertising, Reno, joins KRWL-AM-FM Carson City, Nev., as station manager.

Johe Pearson, director of operations KMBR(FM) Kansas City, Mo., appointed general manager.

Rick Shaw, program director, WEEX-AM-FM Easton, Pa., appointed station manager.

NEW HOUSTON FEARLESS COLOR-MASTER IS USED BY MORE TV STATIONS—OVER 60 RIGHT NOW—THAN ANY OTHER COLOR FILM PROCESSOR.

Easy to operate; one man can do it. Durable stainless steel construction means longer life, less down time. Unique modular construction permits easy conversion to any new process or requirements.

HOUSTON FEARLESS CORPORATION
11801 West Olympic Boulevard, Los Angeles, California 90064 (213) 272-4331
James Edwin Smith, sales manager, WAUK Galesburg, Ill., joins KYND Burlington, Iowa, as general manager.

Programming

David Moorhead, program director, WOKY Milwaukee, joins KEI Los Angeles in same capacity.

Jack Wagner, program director, KHJ-FM Los Angeles, joins KMS-FM there in same capacity. He succeeds Charles Salerno, who becomes production manager.

Dr. Jack W. Hunter, acting director of programming, noncommercial WETA-TV Washington, appointed director of programming.

Donald J. Kelley, with WMRC Milford, Mass., appointed program director.

Jerry Hoffmann, announcer, WPTR(FM) Fort Wayne, Ind., appointed program director.

Buck Herring, program director, KEWA San Francisco, joins programming db, Hollywood, as programming assistant. Firm is radio station program consultancy.

News

John W. Steele, attorney and former news editor/commentator for MBS, joins WTW-AM-FM Towson-Baltimore as news director.

James Harwood, news producer-reporter, KPIX(TV) San Francisco, joins KBHK-TV there as reporter-assignment editor.

George Putnam, news anchorman for KTLA(TV) Los Angeles, rejoins KTVQ(TV) there in same capacity.

Bill Bonds, anchorman for WXYZ-Detroit, joins KABC-TV Los Angeles in same capacity. He succeeds Baxter Ward at KABC-TV, who resigns. Both are ABC stations.


Lincoln M. Furber, producer of public affairs programming, noncommercial WETA-TV Washington, appointed director of news and public affairs.

Michael A. Carraher, news writer-reporter for KBTI Denver, joins KWMN-TV there as reporter-photographer and film editor.

Morton A. Edelstein, city editor, WBAY-TV Chicago, joins WBBM there as investigative reporter.

John W. Johnson, formerly with New York broadcast department, AP, joins WBBM-AM-FM-TV Indianapolis as reporter.

Harry Burrell, newsman with KFWB Los Angeles, joins KNX Los Angeles in same capacity.

Lonnie Keeler, newsman, KYND Burlington, Iowa, appointed news director.

Promotion

J. Garrett Blowers, press representative, business publicity, ABC-TV, New York, named manager, business publicity.

Leo W. Flanagan, account director, Bozell & Jacobs, Chicago, elected VP and director of public relations.

Ronald F. Pulera, promotion manager, WTTI-TV Milwaukee, joins WJW-TV Cleveland as advertising and sales promotion director. He is succeeded by James P. Behling, assistant promotion manager.

Richard M. Estel, creative director and merchandising manager, KJEO(TV) Fresno, Calif., appointed promotion director.

George Beeler, entertainer, joins KYND Burlington, Iowa, as PR director.

Equipment & engineering

Robert W. Byloff, president of video division, Reeves Broadcasting Corp., New York, named VP.

Y. F. Machin, VP of marketing, Shure Brothers Inc., Evanston, Ill., named senior VP in charge of marketing and manufacturing. Raymond Ward, distributor sales manager, named VP in charge of sales.

Clyde Shinazy, with construction department, CATV systems division, Jerrold Electronics Corp., Redwood City, Calif., named manager of far western region.

W. S. Campbell, systems engineer, Jerrold Electronics Corp., Philadelphia, appointed to newly created position of supervisor, CATV antenna systems.

John C. McFlammer, general sales representative, northwest region, CCA Electronics Corp., Gloucester City, N.J.,
appointed regional sales manager of same region.

Deaths

Charles P. MacGregor, 72, veteran broadcaster and recording company executive, died Dec. 5 in Los Angeles. Mr. MacGregor founded C. P. MacGregor Recording Corp. which was one of larger transcription services in radio's earlier days. He produced Heartbeat Theater for Salvation Army, which at one time was on 1,000 stations. He is survived by his wife, Mildred.

Nat Hiken, 54, comedy writer and director for television and winner of nine Emmy awards, died Dec. 7 in Hollywood, of heart attack. Mr. Hiken began career as comedy writer for KFWB Los Angeles in 1930's, wrote for Fred Allen radio show for seven years and also for Milton Berle radio and TV shows. He later wrote for TV vehicles starring Martha Raye and Jackie Gleason. Mr. Hiken created, wrote, directed and produced Phil Silvers' Sergeant Bilko series and created and wrote for Car 54, Where Are You? series. He is survived by his wife, Amurb, and two daughters.

Ty Tyson, 80, whose entire 31 years as sports commentator was with WJW Detroit, died Thursday (Dec. 12) in that city. He pioneered in major-league baseball broadcasts covering April 19, 1927, Cleveland Indians-Detroit Tigers game. He retired in 1953. His wife, son and daughter survive.

Fred Clark, 54, television and movie character actor, died Dec. 6 in Santa Monica, Calif. Mr. Clark became well-known in mid-1950's as acerbic next-door neighbor on George Burns and Gracie Allen TV series. He made numerous guest appearances on other TV shows. He is survived by his wife, Gloria.

Senator E. L. Bob Bartlett, (D-Alaska), 64, Senate Commerce Committee member who conducted last year's hearings on X-ray hazards from medical and consumer products, including color TV, died Dec. 11 in Cleveland Clinic hospital, after series of cardiac arrests following surgery in November. He is survived by his wife, Vide, and two daughters.

For The Record

As compiled by Broadcasting, Dec. 4 through Dec. 11 and based on filings, authorizations and other FCC actions.


New TV stations

Final actions

• Dubuque, Iowa—Dubuque Communications Corp. Broadcast Bureau granted UHF ch. 40 (626-632 mc); ERP 587 kw vis.; 117 kw sur. Ant. height above average terrain 499 ft.; above average structure 884 ft. P. O. address: 762 Ramona Street. Dubuque 50011. Estimated construction cost $450,000; first-year operating cost $215,000. 
  Revenue $215,000. Georaphic coordinates 42° 35' 9" N.; 90° 37' 31" W. Type ant.: RCA TRU-30A. Type nr.: RCA TRU-30B. Legal counsel Mallock & Bernton, Washington.

• Worcester, Mass.—State Mutual Broad- casting Corp. FCC granted UHF ch. 27 (568-554 mc); ERP 68 kw vis.; 121.5 kw sur. Ant. height above average terrain 1,531 ft.; ant. height above ground 1,345 ft. P. O. address: 440 Lincoln Street. Wor- cester 01605. Estimated construction cost $1,041,641; first-year operating cost $400,000; revenue $200,000. Geographic coordinates 42° 00' 01" north lat.; 71° 42' 53" west long. Type ant.: RCA TRU-50C. Type nr.: RCA TRU-50C. Legal counsel Marcus Cohn; consulting engineer George C. Davis, both W.B.T.V. Ant. owners: H. Ladd Plummer, chairman of the board et al. (as a group 100%). Principals own 3.5% of Sondelling Broadcasting Corp. group broadcaster. Principals also have option to buy 10% of KFWB-AK-AM-FM San Antonio. Action Dec. 5.

Other action

• Review board in Anaheim, Calif., TV proceeding, Decs. 12-29-1300, granted petition for extension of time filed Dec. 3 by Golden


Actions on motions

• Hearing Examiner Forest L. McCleming in Fort Smith, Ark. (KFPW Broadcasting Co. and Broadcasters Unlimited). TV channel 24 proceeding, by separate actions, granted petition by KFPW Broadcasting Co. to file amended application for station relocation.

• Hearing Examiner Forest L. McCleming in Fort Smith, Ark. (Broadcasters Unlimited). TV channel 24 proceeding, granted petition by Broadcasters Unlimited to file amended application for station relocation.

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Call letter actions

• WECO-TV, U. S. Communications Corp., Pittsburgh. Granted WPCH-TV.

• WRVA-TV, Richmond Television Corp., Richmond, Va. Granted WWBT(TV).

Existing TV stations

Application

• KICU-TV Visalia, Calif.—Seeks CP to replace expired CP for change. Action Dec. 9.

Final actions

• KCPT-TV Concord, Calif.—Broadcast Bu- reau granted CP to change ERP to 22.9 kw vis.; 4.97 kw aur.; change type trans. Action Dec. 6.

• WLXT(TV) Aurora, III.—Broadcast Bu- reau granted mod. of CP to change ERP to 183 kw vis.; 18.6 kw aur.; change type trans. Action Dec. 6.

• WBBT-TV Lexington, Ky.—Broadcast Bu- reau granted mod. of CP to change ERP to 138 kw vis.; 276 kw aur.; change type trans. and type aur.; make changes in trans. and antenna. Action Dec. 6.

• WCOC-TV Meridian, Miss. —Broadcast Bureau granted mod. of CP to change ERP to 51 kw vis.; 380 w aur.; change type trans. Action Dec. 6.

EDWIN TORNBERG & COMPANY, INC.

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Summary of broadcasting

Compiled by Broadcasting, Dec. 11, 1958

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<tr>
<th>On Air</th>
<th>Licensed</th>
<th>CP's</th>
<th>Total On Air</th>
<th>Not On Air</th>
<th>CP's</th>
<th>Total Authorized</th>
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<td>Commercial AM</td>
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<td>4,235</td>
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<tr>
<td>Commercial FM</td>
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<td>Commercial TV-HF</td>
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<td>Educational AM</td>
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Station boxcove

Compiled by FCC, Dec. 1, 1958

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<td>Total authorized stations</td>
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<tr>
<td>CP's deleted</td>
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<td>0</td>
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</tr>
</tbody>
</table>

1 Includes two AM's operating with Special Temporary Authorization, and 25 educational AM's.
2 Includes three VHF's operating with STA's, and two licensed UHF's that are not on air.

New AM stations

Application

- St. Louis County Broadcasting Co., Clayton, Mo.—Seeks amendment to application for authority to operate a power of 5,000 watts at 150.550 MHz and install new trans., to change station location from Clayton to St. Louis. Dec. 7, 1958.

Start authorized

- WMBC Columbus, Miss.—Authorized program operation on 1400 kc. 250 w., U. Action Dec. 7.

Final actions

- Charlovis, Mich.—New Broadcasting Corp. granted 1270 kc. 5 kw-D, W-N, P.O. address, 111 Bridge Street, Charlovis, 49732. Expiration date is Jan. 2, 1969, and annual fee is $3,000.00. Action Dec. 5.

- Lions Gate—Broadcast Bureau granted joint petition by WAPA-TV Broadcasting Corp. and Station WAPA-TV, Puerto Rico, and extended to May 14, 1969, and to file responses to petition for rule making re-television of Government of Virgin Islands in amendment to provisions of TV assignments, waiver of station separation rules. Action Dec. 4.

Existing AM stations

Applications

- WWTW Thomson, Ga.—Seeks mod. of license to change from 1240 kc. 250 w., S.H. to 1240 kc. 250 w., U. Action Dec. 8.

- WRBN Warner Robins, Ga.—Seeks CP to change from 1600 kc. 1 kw-D to 1600 kc. 300 w., 1 kw. Action Dec. 7.

- WFLJ Lookout Mountain, Tenn.—Seeks CP to change from 1070 kc. 1 kw. 50 kw-LS, W-N, U. Action Dec. 8.

- WUVF Fort Wayne, Ind.—Broadcast Bureau granted CP to replace expired permit for changes. Action Dec. 6.

- KSAM Santa Maria, Calif.—Broadcast Bureau granted CP to install auxiliary trans. at main trans. location for auxiliary purposes only; remote control permitted. Action Dec. 4.

- WLYV Fort Wayne, Ind.—Broadcast Bureau granted CP to replace expired permit for changes. Action Dec. 4.

- KMPL Sikeston, Mo.—Broadcast Bureau granted mod. of license covering remote control. Action Dec. 4.

- WMKJ Knoxville, Tenn.—Broadcast Bureau granted CP to install auxiliary trans. at main trans. location. Action Dec. 4.

Other action

- WYSE Inverness, Fla.—FCC waived rules to accept application for change from unlimited to daytime operation. Action Dec. 5.

Actions on motions

- Chief Hearing Examiner James D. Cunningham of Washington, D.C., for new AM's of application with expenditures of $50,000 for violation of rules by failing to provide equipment performance measurement data. Action Dec. 5.

- KBIB Centerville, Utah—Broadcast Bureau notified of apparent forfeiture liability of $200 for violation of rules by failing to provide equipment performance measurement data. Action Dec. 5.

- KBIB Center, Utah—Broadcast Bureau notified of apparent forfeiture liability of $200 for violation of rules by failing to provide equipment performance measurement data. Action Dec. 5.

- KRLA Window

80 (FOR THE RECORD)
**New FM stations**

**Applications**

- **Leisure City, Fla.** — Lester H. Allen, Seek 98.3 mc. ch. 232, 225 w. Ant. height above average terrain 240 ft. station address: South Warren Street, Trenton, N. J. 08690. Estimated construction cost $26,000; first-year operating cost $12,000; revenue $15,000; Principals: Lester H. Allen, sole owner. Mr. Allen wholesales electronics equipment and is applicant for new FM at Ocean City, Md. Ann. Dec. 5.


**Starts authorized**


**Other action**


**Actions on motions**


- **Chief Hearing Examiner Thomas H. Donahue in Aurora, Ind.** — Dearborn County Broadcasters and Grepco Inc., FM proceeding, granted permission to use Dearborn County Broadcasters for leave to amend application to report reduction in line of credit from bank from $50,000 to $25,000 (Docs. 13854-55). Action Dec. 4.


- **Hearing Examiner Forrest L. McCleenning in Port Jervis, N. Y.** — Port Jervis Broadcasting Inc. and Murray Hill Associates Inc., FM proceeding, granted request by Murray Hill Associates Inc. and Port Jervis Broadcasting Inc. to continue Dec. 23 and Dec. 30 dates for exchange of exhibits and to extend time for submission of written and oral arguments to be called for cross-examination, respectively (Docs. 13859-60). Action Dec. 5.

**Rulemaking petitions**

- **WESY Talladega, Ala.** — Seeks amendment to petition for FM rulemaking to change call name of petitioner from Talladega Broadcasting Inc. to Talladega Broadcasting Co. show ch. 224 as substitute for ch. 225 in Fayette, Ala., instead of reverse, and show Mr. Hartsell as having only daytime station instead of full time station. Ann. Dec. 9.


- **Hayward F. Spinks and Berkeley Lake Broadcasting Co.** — Request in FM rulemaking to change call name from WITM to WITM(FM). Ann. Dec. 9.


**Call letter applications**


**Call letter actions**


- **Fritts Broadcasting Co., Indiana, Miss.** — Granted WNLA-FM. Ann. Dec. 9.


**Existing FM stations**

**Application**

- **KIMA-FM Yakima, Wash.** — Seeks mod. of CP to change type trans., install dual polarized antenna, install 150 kw. ERP and height of antenna above average terrain 50 ft. Prop. amendment to CP to change name of applicant to Yakima Valley Communications Inc. Ann. Dec. 6.

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**Final actions**

- **KBUZ-FM** Mesilla, Ariz. — Broadcast Bureau granted CP to above for new station for changes. Action No. 29.

- **Broadcast Bureau granted licenses covering following new stations:** KJAX-FM Berkeley, Calif. — Action Dec. 9.


- **KKWS(FM)** Wadena, Minn. — Broadcast Bureau granted license covering new station. Action Dec. 6.


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**Note**

That's the comment of CCA users, who are required to "Relaxed" and "relaxed" before expectations. Contact your CCA representative, if not. — your "Relaxed" better yet. — your "relaxed" better yet.
granted CP to make changes in transmitting equipment. Action Dec. 4.

- WPFB-FM Middletown, Ohio.—Broadcast Bureau granted mod. of SCA to add sub-carrier frequency of 36 kc. Action Dec. 4.
- WFN(Y)(FM) Racine, Wis.—Broadcast Bureau granted license covering changes. Action Dec. 6.

Other action

- KOTN-FM Pine Bluff, Ark.—FCC temporarily waived minimum power requirements of FM stations to permit acceptance of applications to change trans. site and reduce height above average terrain from 285 ft. to 127 ft. Action Dec. 5.

Action on motion


Call letter applications

- WJCC(FM), James A. Chase, permittee, Angola, Ind. Requests WAFM(FM).

Call letter actions

- KPEN(FM), Pacific Inc., San Francisco. Granted KMFL-FM.

Renewal of licenses, all stations


Modification of CP's, all stations


Translocator applications

- WBN-FM, Alamosa, Colo.—Broadcast Bureau granted CP for new UHF TV transmitter to serve Alamosa on ch. 73 by retransmitting WBN-FM Alamosa. Action Dec. 3.
- WBAIK Athens, Ohio.—Broadcast Bureau granted mod. of CP of UHF TV transmitter to change trans. location to west slope of Signal Hill, approximately 1800 ft. west of State Route 54 into new channel 54-ant. system: granted mod. of CP to extend completion date to May 22, 1969. Action Nov. 22.

CATV Application

- Valley Cable TV Inc.—Requests distant signals from WSB-TV WAGA-TV, WXQI-TV, WJRL-TV, all Atlanta, and WYEA-TV Columbus and WACS-TV Dawson, both Georgia, to city of Fort Valley, Ga. (Columbia, Ga. ARB 827. Ann. Dec. 5.)

(Continued on page 90)
# PROFESSIONAL CARDS

## COMMERCIAL RADIO EQUIPMENT CO.
  - **Edward F. Lorenz**, Chief Eng.  
  - **PRUDENTIAL BLDG., 347-1319 WASHINGTON, D. C. 20005**  
  - **Member AFCCE**

## JANSKY & BAILEY
- **Consulting Engineers**  
  - **1812 K St., N.W. Wash., D.C. 20006**  
  - **296-6400**  
  - **Member AFCCE**

## KEO & KENNEDY
- **1302 18th St., N.W. Hudson 3-9000 WASHINGTON, D. C. 20006**  
  - **Member AFCCE**

## PETE JOHNSON
- **& Associates**  
  - **CONSULTING eng.-fm-tr ENGINEERS**  
  - **P.O. Box 6218**  
  - **304-925-6281 Charleston, West Virginia**

## KEAR & KENNEDY
- **CONSULTING ENGINEERS**  
  - **Radio-Television Communications-Electronics**  
  - **2029 K St., N.W., 4th Floor Washington, D. C. 20006**  
  - **Telephone: (202) 223-4664**  
  - **Member AFCCE**

## A. E. L. S. KELLER & ASSOCIATES
- **19 E. Quincy Street**  
  - **Riverside, Illinois 60546**  
  - **(A Chicago suburb)**  
  - **Phone 312-971-2401**  
  - **Member AFCCE**

## JAMES C. McNARY
- **Consulting Engineer**  
  - **National Press Bldg. Wash., D. C. 20004**  
  - **Telephone District 7-1205**  
  - **Member AFCCE**

## A. D. RING & ASSOCIATES
- **42 Years’ Experience in Radio Engineering**  
  - **1710 H St., N.W. 20005 WASHINGTON, D. C. 20006**  
  - **Member AFCCE**

## A. E. C. L. S. KELLER & ASSOCIATES
- **CONSULTING RADIO ENGINEERS**  
  - **INWOOD POST OFFICE**  
  - **DALLAS, TEXAS 75201**  
  - **Member AFCCE**

## GUY C. HUTCHESON
- **BROADCAST ENGINEERING**  
  - **930 Warner Bldg. National 8-1757**  
  - **Washingon, D. C. 20004**  
  - **Member AFCCE**

## JAMES C. McNARY
- **Consulting Engineer**  
  - **National Press Bldg. Wash., D. C. 20004**  
  - **Telephone District 7-1205**  
  - **Member AFCCE**

## JAMES C. McNARY
- **—Established 1926—**  
  - **PAUL GODLEY CO.**  
  - **CONSULTING ENGINEERS**  
  - **Box 798, Upper Montclair, N.J. 07043**  
  - **Phone: (201) 746-3000**  
  - **Member AFCCE**

## WILLIAM B. CARR
- **CONSULTING ENGINEERS**  
  - **Walker Bldg., 4028 Daley**  
  - **Fort Worth, Texas AT 4-9311**  
  - **Member AFCCE**

## ROSNER TELEVISION SYSTEMS
- **ENGINEERS**  
  - **29 Smith Mall Plainview N. Y. 11803**  
  - **Member AFCCE**

## JOHN H. MULLANEY
- **& Associates**  
  - **CONSULTING RADIOTELEGRAPH ENGINEERS**  
  - **SUITE 714**  
  - **1165 19th St., N.W., 659-3707**  
  - **Washington, D.C. 20036**  
  - **Member AFCCE**

## E. HAROLD MUNN, JR.
- **BROADCAST ENGINEERING CONSULTANT**  
  - **Box 320**  
  - **Cleveland, Ohio 44111**  
  - **Phone: 216-526-4386**  
  - **Member AFCCE**

## E. HAROLD MUNN, JR.
- **CONSULTING RADIO ENGINEERS**  
  - **622 Hawkins Street**  
  - **Lufkin, Texas 75901**  
  - **634-9558**  
  - **Member AFCCE**

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- **CONSULTING RADIO ENGINEERS**  
  - **1710 H St., N.W. 20005 WASHINGTON, D. C. 20006**  
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## MERL SAXON
- **CONSULTING RADIO ENGINEER**  
  - **622 Hawkins Street**  
  - **Lufkin, Texas 75901**  
  - **634-9558**  
  - **Member AFCCE**

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  - **CONSULTING RADIOTELEGRAPH ENGINEERS**  
  - **SUITE 714**  
  - **1150 Connecticut Ave., N.W.**  
  - **Washington, D.C. 20036**  
  - **Phone 202-223-1180**  
  - **Member AFCCE**

## GEORGE C. DAVIS
- **CONSULTING ENGINEERS**  
  - **RADIO & TELEVISION**  
  - **527 Masonry Bldg. 783-0111 Washington, D. C. 20004 Member AFCCE**

## SILLMAN, Moffet & Kowalski
- **1714 14th St., N.W.**  
  - **Republic 7-6646**  
  - **Washington, D. C. 20005**  
  - **Member AFCCE**

## JOHN B. HEFFELFINGER
- **9208 Wyoming Pl. Hilland 4-7010 KANSAS CITY, MISSOURI 64114**

## JOHN MUGELL
- **TELEVISION and RADIO ENGINEERING CONSULTANTS**  
  - **272 Industrial Road**  
  - **San Carlos, California 94070**  
  - **Phone: (415) 592-1394**

## RAYMOND E. ROHRER
- **Consulting Radio Engineers**  
  - **317 Wyatt Bldg.**  
  - **Washington, D.C. 20005**  
  - **Phone: 347-5961**  
  - **Member AFCCE**

## FREDERICK A. SMITH, P.E.
- **Consulting Engineer**  
  - **5 Exchange St.**  
  - **Charleston, S. C. 29401**  
  - **A/C 803 723-4775**

## TELCOM, INC.
- **Offering The Services Of Its Registered Structural Engineers**  
  - **8027 Lansburg Pike McLean Va. 22101 (703) 893-7700**

## SATURN OF THE SOUTH
- **Serving The SOUTHEAST**

## FRANK A. ZOECKLER
- **TELEVISION SYSTEMS CONSULTANT**  
  - **20 Years Experience**  
  - **Box 366 • San Carlos, Cal. 94070**  
  - **(415) 593-1751**

## TERRILL W. KIRKSEY
- **Consulting Engineer**  
  - **5210 Avenue F**  
  - **Austin, Texas 78751**  
  - **(512) 454-7014**

## CAMBRIDGE CRYSTALS
- **PRECISION MEASURING SERVICE**  
  - **SPECIALISTS FOR AM-FM-TV**  
  - **445 Concord Ave. Cambridge, Mass. 02138**  
  - **Phone: (617) 876-2810**

## COMMERCIAL RADIO MONITORING CO.
- **PRECISION FREQUENCY MEASUREMENTS**  
  - **AM-FM-TV**  
  - **103 S. Market St.**  
  - **Lee’s Summit, Mo.**  
  - **Phone Kansas City, LeClaire 4-3777**

## SERVICE DIRECTORY
**CLASSIFIED ADVERTISING**

Payable in advance. Check or money order only.

**Deadline for copies:** Must be received by Monday for publication next Monday. Display ads $25.00 per inch. 4th or even billed at run-of-book rates. -Stamped fee. Sold, Wanted to Buy Stations, Employment Agencies, and Business Opportunity. No charge for blind box number. 

**Help Wanted 30¢ per word** - $2.00 minimum.

**Sales (cont’d)**

Madison, Wisc., #1 AM music/news/news FM music stations have been acquired by young creative salesmen on the way up to sell our AM/FM combination. Good salesmen can expect to earn $5,000 more than he presently makes, live in an ideal city, have opportunity for advancement and stock interest. WOMC—one of six Mid-West Family stations.

Can you sell and prepare commercial copy? If so, we have a sales position you will like. We are a top top five FM market. Send resume to Jim Smith, WSAI Radio, W. 8th and Market Place, Cincinnati OH 45204.


**IMPORTANT!**

The U.S. Equal Employment Opportunity Commission has issued the following guidelines concerning Male-Female Help Wanted Ads effective December 1, 1968:

Section 1604.4 of EEOC Regulations

It is a violation of Title VII for help wanted advertisements to indicate a preference, limitation, specification, or discrimination based on sex unless sex is a bona fide occupational qualification for the particular job involved. The placement of an advertisement in columns classified by publishers on the basis of sex, such as columns headed "male," or "female" is considered an expression of preference, limitation, specification, or discrimination based on sex.

**Announcers (cont’d)**

Announcer--good voice, casual, professional style for 4:00-5:00 AM show. Unique position in new FM station. Good salary, beautiful girl. Send photo, resume and letter of interest. Box M-133, BROADCASTING.

New Jersey MOR good music station needs an experienced announcer-newsmen. Good salary for the right man. Send tape, resume to Box M-139, BROADCASTING.

Bright capable deejay wanted by Indiana kilowatt with upbeat MOR format. Some news gathering and writing experience helpful. Top pay for proven ability. Fringe benefits included. Experienced applicant. Send photo, references and resume to Box M-128, BROADCASTING.

Soul job needed at once! Must be good on news, records and production. Good salary for right soul man. Send tape, resume and photo to Box M-51, BROADCASTING.

6 1/2 years personality needed by major market member of national broadcast group. At least two years experience necessary. Good benefits programs offered. Excellent advancement opportunity. Send tape, resume, photo to Box M-170, BROADCASTING.

Opportunity married staff announcer, Outline experience, KIRL, Longview, Texas 75601.

Big market "Drake" rock opportunity, see KIRL display ad.

Announcer. Need top man for AM & FM/AM stereo. Board work and special events, with opportunity for sales if desired. Salary open. College tape, resumes, phone to Box Todd. Operations Manager, WCHE, 4800 East Raymond Street, Indianapolis, Indiana 46203.

WHTC, Easton, New Jersey has openings for experienced announcer who can gather and write news. Send tape and salary requirements.

Staff announcer for AM drive shift at good music station. Excellent facilities, opportunity to be heard. Experience a must. Send tape and resume to WRCH AM-FM, Hartford, Connecticut 06101.

Experienced announcer with newcasting ability and knowledge of the market. Must be available immediately. Full-time position. Send tape and resume to WHOR, 1200 AM-FM, Portland, Oregon 97210.

"FM personality" for lively standard music/easy listening format. 3000 watt FM station in the Hamptons of Long Island. Send non-refundable tape, resume and photo to: Paul Sowles, WLNG-AM/FM, Box 815, Sag Harbor, Long Island, New York.


**RADIO—Help Wanted**

**Management**

Northwest. Middle-of-road music-news. Outstanding family owned station seeking an experienced management executive. Box L-201, BROADCASTING.

Sales oriented station manager needed. Responsible person to direct close in day timer. Must be able to handle personnel as well as community relations. Five figure salary plus over-ride. Box M-79, BROADCASTING.

Northeast AM/FM wants young aggressive manager who knows how to sell. One who will invest up to 20% of his time and become part of a growing group. Box M-131, BROADCASTING.

Whoops, we overdid it: our sales manager and a salesperson both left for themselves and will be leaving January 1st. That's what can happen when you make lots of money. An unusual opportunity and all of their accounts and the right men. Join the midwest's youngest and fastest growing music radio chain. Work in a people oriented, lucrative market, Wausau, Wisconsin. Sales are primary. If you have drive, have the drive. L. J. LaC., Wausau, Wis., and make your own Dam. Send complete resume and/or call Jerry Collins, WQTC, Two Rivers, Wisconsin, 414-793-1348.

Successful east coast chain seeks general manager for #1 station in one of the top 50 markets. 5 figure salary plus bonus override. Liberal benefits, insurance, hospitalization, expenses. Great opportunity for sales-oriented professional. Full details, current resume, references and record of earnings. Replies to Industrial Relations, P.O. Box 647, Atlanta, Georgia 30301.

Sales

Dynamic rapidly expanding group operator has openings for 2 shirtsleeved salesmen in top pulse rated sunny Florida C&W. Rapid advancement into management due to acquisitions. Call Mr. Karp, pre-paid, 813-784-1438 for appointment or send resume to Box L-156, BROADCASTING.

The dizzying heights of the big, big time has called one of our salesmen. We must find a replacement immediately. If you lack experience, we will train. We have a superb opportunity— you will love selling it. Box L-234, BROADCASTING.

If you want in on the ground floor, you can sell with us. If you are self made, prove you can sell and willing to learn management. If you aren't afraid of competition, if you can take a 5 cent order, one station in a major market. If you want the challenge and the opportunit of a half-million dollar market write. Box M-91, BROADCASTING.

Successful salesman, 2, who use creative approach. Two openings in Rocky Mountain area station. Learn in medium market. Send full resume and references: Box M-130, BROADCASTING.

South Florida resort coast—sales, some air work if desired. If you have girl, she pays. Box L-56, BROADCASTING.

Radio broadcast time salesman, top position available, active account list, radio sales experience preferred, but broadcast background other than sales will pay. Fringe benefits, immediate opening. Contact Ken Soderberg, KAUS Radio, Austin, Minnesota.

Sales, advertising, salary, plus, KHI, Wilcox, Arizona.

Top market, successful new station, rated 5th, adding aggressive salesman. Many virgin accounts. Big going for big producer, KIRL, P.O. Box 3993, St. Louis, Missouri.


Advertisements prepared for display require display space. Agency commission only on display space.

**Help Wanted 30¢ per word** - $2.00 minimum.

Address replies: c/o BROADCASTING, 1735 DeSales St., N.W., Washington, D.C. 20036
Announcer—(cont'd)
Mature, experienced announcer-newsman. Only station in the area, Good salary, Good opportunities. Contact Eugene E. Umlor, General Manager, WTTF-AM-FM, Tiffin, Ohio 44883.

Announcer for New Orleans area station. Top salary for high-pro rated job. Excellent working conditions. Coast to coast and tape and reference to P.O. Box 22326, New Orleans, La. 70116.

Need first phone answer, with experience to work after dayshift on top Nashville sounds. 50,000 pop. Okla. market. Salary negotiable. Call Chuck Middleton (414) 234-7271.

Technical
Assistant Chief Engineer, Suburban Washington, D.C. area. No announcing. Good pay, working conditions and benefits. Send resume, references and recent photo to WJRT, 1702 S. Division, Ann Arbor, Michigan 48104.

Chief engineer—AM-FM directional experience. Multi-station chain, midwest. Excellent salary and advancement opportunities. Box M-29, BROADCASTING.

Combo man. Experienced first class engineer, good with equipment and air, shift. Permanent. Beautiful small market. Western Oregon. $600. Resume, tape. Box M-81, BROADCASTING.

KEYD needs a first class Immediately. Good pay, better if you also announce. Contact Dave Sands, Manager, KEYD, North Dakota.

Phone first engineer for studio switching and transmission operator. Permanent position. Contact Chief Engineer, WRBJ-TV, Binghamton, N. Y. 607-772-1112.

First class for east Pa. 5,000 watt full-time station. Well-established clear channel operates profit-sharing with other good benefits. WCJO, Covington, Pa. 19320.

Major network owned radio station has opening for experienced first shift engineer staff. Contact James Ogle, Manager, WAP Radio, Pittsburgh, Pennsylvania, 412-943-0500.

Opening for chief engineer, WIAJ, Albany, Ga. Engineers needed! Chattanooga has opportunities. WRRP, Chattanooga, Tennessee.

Brand new AM daytimer adjacent to 2,000,000 market. Going on the air in January, needs engineer. Opening for pd and announcer as well. Send resume and tape to A. Kips, Box 266, Chardon, Ohio.

FM engineer needed immediately for major southeastern university. First class license, experience, and appreciation of sound necessary! Phone collect 904-599-2395, EST 901-60-05.

Program, Produce, Others—(cont'd)
Assistant or Associate Professor: Will be primarily responsible for the undergraduate broadcast program. Will teach theories of mass communications at the undergraduate level and history of mass communications, both in the under-graduate level. Will direct research projects. Position expected to be filled Fall 1969. Ph.D. preferred, MA required. Assistant Professor $9,000 to $10,500; associate higher. Box M-113, BROADCASTING.

Assistant Professor: Will teach a principles of advertising course at sophomore level; broadcast advertisement training and an additional communications course, probably in Public Relations. Position expected to be filled Fall 1969. Ph.D. preferred, MA required. Assistant Professor $9,000 to $10,500; associate higher. Box M-111, BROADCASTING.

Situations Wanted
Management—(cont'd)
Attention Florida—available Jan. 1. Stable 35 year old stake, seeking outstanding work environment and image. Please send brief resume. Box M-162, BROADCASTING.

Manager: Early thirties, experienced manager, family, veteran, small market, prefers Missouri, Oklahoma, Arizona, 314-333-4166.

Manager-operations manager—20 years sales, announcers, news, honest, dependable, sober. Prefer west. P.O. Box 8674, Anchorage, Alaska 99504.

Announcers
Experienced combo, first phone. Wants San Antonio Box L-204, BROADCASTING.

Uuishallually qualified amateur looking for first job as a pro. 119 years of college radio, many years of experience. Box M-124, BROADCASTING.

Experienced de-anouncer, newscaster. Tight board. 3rd endorsed. Married. New York, area Box M-90, BROADCASTING.

Saul announcer. 3rd some experience, will relocate. Write Box M-116, BROADCASTING.


3rd endorsed. Part or full time. NJ-N.Y. area.

Manager—currently general manager, past sales manager, programming, engineering, news, promotion, production, play by play, family. Reply in confidence. Box M-74, BROADCASTING.

Energetic manager or sales manager . . . 17 years experience as salesman, sales manager, general manager, owner to tale of station. Family man, 39 years old, active in local affairs. Box M-85, BROADCASTING.

General manager with excellent record of success now available as a result of station being profitably sold. Highest recommendations from stockholders. Respected, experienced broadcaster who may also be willing to invest. Preferably west or midwest. Box M-95, BROADCASTING.

General sales manager in metropolitan area seeking general manager position in growing or growing small market. Past experience includes station manager position and general manager of three years experience in radio. 30 years old. Box M-114, BROADCASTING.

Veteran midwest broadcaster, 42, available. Highly qualified MBO, and programming, production, management, ownership. Wants Florida, or California $12,000 minimum. Box M-117, BROADCASTING.

General manager—has done fantastic job in sales and programing. Over 10 years experience in small to medium market. Box M-118, BROADCASTING.

General manager—one of those rarities that still believes in a 3rd year. Married, man with in and writing business. Now general manager of eastern station. Good experience. Three young, very desirable looker to the future. Available after first of year. Box M-120, BROADCASTING.

What's your problem? Need an announcer but can't find him. This is what I do all full days work, man for no more! Have had some experience, 3rd endorsed. Just want a chance to prove my worth. 3rd not afraid to hire a recent grad; am you? Write Daniel Murray, 12 Middle Butcher Rd., Rockville, Connecticut.
Announcers—(cont’d)

Des Moines market: Attending graduate school in Ann Arbor, Michigan, 1966. Will work in market. No announcing. Box M-73, BROADCASTING.

1st phase—experienced in all phases of broadcast- ing in Western Michigan—immediate openings for engineers. Full or part time. Excellent fringe benefits; good opportunities. Prefer men with experience. Phone collect; or write: Mr. Charles F. Robinson, Chief Engineer, WOOD-TV, Grand Rapids, Michigan 49501.

Chief engineer, all new color TV studio in San Juan, Puerto Rico needs chief engineer. RCA equipment, RCA TV-VTR. Current master control system. Applicants should have experience in all phases of color studio engineering including installation. Position is permanent with a rapidly growing company. Please send complete employment history with salary requirements to first response to Director of Engineering, P.O. Box 45, Mayagüez, Puerto Rico, 00706.

Technical—(cont’d)

Western Michigan—immediate openings for engineers in strong expanding market. Full or part time. Excellent fringe benefits; good opportunities. Prefer men with experience. Phone collect; or write: Mr. Charles F. Robinson, Chief Engineer, WOOD-TV, Grand Rapids, Michigan 49501.

Chief engineer, all new color TV studio in San Juan, Puerto Rico needs chief engineer. RCA equipment, RCA TV-VTR. Current master control system. Applicants should have experience in all phases of color studio engineering including installation. Position is permanent with a rapidly growing company. Please send complete employment history with salary requirements to first response to Director of Engineering, P.O. Box 45, Mayagüez, Puerto Rico, 00706.

Assistant chief engineer—AM-FM stereo, directional, construction, maintenance. First phone. On air experience, available immediately Florida. Phone 305-269-6427 or Box M-145, BROADCASTING.

SOS—Philadelphia area, 1st phase combo or straight engineer. Presently look AM-FM chief in Wenna. T-40 air experience. Conversational. Recently married. Call 814-834-1244-Brent. Don’t wait. 6-8 P.M.

NEWS

Radio news my specialty... experienced in all phases of gathering, writing and delivering... one more phase in my career is metro market... desire a new position preferably on west coast.

Young, ambitious, 2 yrs. experience, 3rd ended. Box M-161, BROADCASTING.


Play by play basketball high school-college. Southern California. 213-244-4491.

Programing, Production, Others

Attention pd—bip voice ready to do your spots at mere minute of travel cost. Tape sample & detailed resume. Box M-145, BROADCASTING.

Contemporary pd/prod/di. First phone: Box M-157, BROADCASTING.

Desire manager or pd position. Preferably with country western station. Presently employed by five KW station for past 3 1/2 yrs, with 1 kw for 3 years. Managed finance company prior to that for six years. 53 yrs. age. Married. Have first phone, no future; present job. Write Andy Carr, 315 Bryn Mawr, San Antonio, Texas or call phone 512-824-2115.

TELEVISION—Help Wanted

Announcer

Midwest VHF is looking for two announcers now in one market TV who can bring in good to excellent people. Excellent opportunity in a growing market and expanding station operation. Box M-59, BROADCASTING.

Technical

We have an opening for a man with a first phone line to take over technical operation of a small market TV station. Box M-54, BROADCASTING.

Television engineer. Experienced in studio video and UHF transmitter operation. To direct technical operations. Box S-162, KAIL-TV, Fresno, California 93715.

Maintenance supervisor. KAUS-AM-FM-TV, Austin, Minnesota. Job is for experienced and motivated engineer to supervise its studio maintenance program. All new televisions and TV facilities. Contact Mr. Tony Mul- len, Ch. Eng.

Hawaii—First class engineer wanted at top TV station, Honolulu, Equal opportunity employer. Experience in Aloha, KHON-TV, 1170 Aunui Street, Honolulu, Hawaii.

New UHF—CBS affiliate seeking 1st class licensed operating engineers and experienced maintenance engineer. Submit complete resume including salary requirements. No phone calls. Box M-126, Montana, Montana 93490.

Immediate opening for first phone engineer, full color, full power station located in fourth year of operation. Excellent opportunity. Contact A. J. Riddell, Station Manager, 2122-3rd Avenue, Seattle, Washington 98121.

1st phone technician, experience not required as we will train 45 hour week. Contact: Ken Kerr, KTVE, Box 157, Dodge City, Kansas. Phone 316-227-3121.

Technical—(cont’d)

Film editor, independent in top 10 markets needs strong and experienced editor. Heavy movie and syndicated schedule. No news. Send resume and refer to: Ted Baze, WJAB-TV, 2108 Pennsylvania Avenue, Cleveland, Ohio 44114. An equal opportunity employer.

TELEVISION

Situations Wanted

Management

The ability to motivate people, generate enthusiasm and create a happy, highly productive business climate. 15 years experience—production, promotion, sales. Previously general manager of a medium sized station. Please contact me via Box L-262, BROADCASTING.

Station manager—Experienced, 11 years radio and television. All phases including finance, 36, married, 4 children. Seeks opportunity to join progressive organization. Excellent references. Box M-12, BROADCASTING.

Relocate—management level public affairs specialist seeking challenging California assignment. Top group broadcaster references. Box M-60, BROADCASTING.

Announcers—5 years experience. Intelligent, Mature, reliable, willing. Box M-104, BROADCASTING.

Mature, creative producer with solid on-air credits as well as production experience in news, documentary, public affairs. Early 30’s. married, degree, expert ability to deal on a high level, coordinate all areas to a finished product. Also top foreign commercial experience. Want market with market position/consideration for promotion to general manager position. Send resume, reference, work history with long range growth. Resume and VTR, Box M-154, BROADCASTING.

Promotions director (radio) wants TV. Eleven years in sales and audience promotion, merchandising, PR, writing, announcing and production. Excellent record with top area 5 KV. Box M-155, BROADCASTING.


Programing, Production, Others

Sports director—aggressive, creative, organizational. Want daily competitive market with station commitment to ‘special’ market. Familiar with all midwestern cities top news department. Openings for newscaster-reporter, sportscaster, writer—photographer, desk work. Department that measures men by performance and willingness to assume responsibility. Box M-165, BROADCASTING.

California color CBS affiliate looking for two newscasters: One capable of filming, writing general news and occasional feature; one must have qualifications for anchoring 11 P.M. newscast. Prefer man in early 30’s with color TV experience. New color TV procession; film general news and if qualified, do an on air 3 minute weathercast. Send resumes and video tape to News Director, Box 2018, Bakersfield, California 93301 or phone (person to person) News Director 505-327-7955. Positions must be filled by mid-January.

Programing, Production, Others

Assistant Program Director: Will teach two sections of Beginning Cinematography course and one section of Beginning Television Production course. Television production with University’s Radio-Tele- vision School. Completion of two units of Radio-TV Services may be substituted for part of teaching load. Position expected to be authorized Fall 1969. Preference given to: Ph.D., preferably Associate Professor, with teaching experience of $9,000 to $10,500; Associate. Box M-112, BROADCASTING.

Producer-Director for 2500 kHz channels in midwest, at independent station that is actively expanding. Box M-143, BROADCASTING.

Miami independent UHF seeking strong production manager, AM-FM, to supervise on-air, off-air switching, direct personnel and upgrade all internal production. Aerial resume, references and salary requirements. Box M-118, WJAX-TV, P.O. Box 3693, Miami, Florida 33169.

Director-producer —must have several years experience (producing and directing. Channel 11, WJIC-TV, Pittsburgh, Pa. or Western.

WANTED TO BUY—Equipment

We need used 250, 500, 1 kw & 10 kw AM and FM transmitters. No Junk. Guaranteed Radio Supply Corp., 1314 Hurbide St., Laredo, Texas 78040.

TV Switcher wanted. Large So. Calif. with or adaptable. Good price and description. Box L-207, BROADCASTING.


Necessary frequency monitor for 910 kHz. Also used dual channel console. Call Ron Meyer, at 914-354-2000 or write WRKL, 2975 Ridgewood Ave., St. Paul, Minn. 55113.

Needed used 500 watt transmitter, all equipment to build new station. Obed Borgen, 110-11th Ave., Rochester, Minn. (507) 288-2219, (507) 675-3856.

Wanted—VHF communications receiver. Nems Clarke model USO series or similar. Box M-125, BROADCASTING.

Prog., Prod., Others—(cont’d)

BROADCASTING, Dec. 16, 1968
WANTED TO BUY—Equipment (cont'd)

Equipment donations for FM. Education station: 250 or 10 watt transmitter; frequency and modulation necessary. Used or new audio equipment welcomed. May pay for above. Calvin Brady—General Manager. Park School of Buffalo Broadcasting Systems. 4025 Har-lem Ave. Chicago, I1linois 60616. 312-326-4224.


FOR SALE—Equipment


RCA TUB-1U UHF Transmitter. Some parts missing. Excitors along with the price. Dick Lange, WHUT, Box 151, Anderson, Indiana 46015.


The Masters, Elkins Radio License School of Atlanta, offers the highest success rate of all First Class License schools. Fully approved for Veterans Training. Elkins Radio License School of New Orleans, 333 St. Charles Avenue, New Orleans, Louisiana 70130.


Elkins is the nation’s largest and most respected name in Professional Broadcasting. Get your FCC license in six weeks. Fully approved for Veteran’s Training. Accredited by the National Association of Trade and Technical Schools. Write Elkins Institute, 2608 Inwood Road, Dallas, Texas 75225.

INSTRUCTIONS (cont’d)


Elkins is the nation’s largest and most respected name in Professional Broadcasting. Get your FCC license in six weeks. Fully approved for Veteran’s Training. Accredited by the National Association of Trade and Technical Schools. Write Elkins Institute, 2608 Inwood Road, Dallas, Texas 75225.


The Masters, Elkins Radio License School of Atlanta, offers the highest success rate of all First Class License schools. Fully approved for Veterans Training. Elkins Radio License School of New Orleans, 333 St. Charles Avenue, New Orleans, Louisiana 70130.


Announcing, programming, production, newscasting, sportscasting, console operation, disk jockeying and all phases of radio and TV broadcasting. Taught by highly qualified professional teachers. The nation’s newest, finest and most complete facilities including our own commercial broadcasting station. KEIR, Fully approved for veterans training. Accred-it ed by the National Association of Trade and Technical Schools. Elkins Institute, 2608 Inwood Road, Dallas, Texas 75225.

Since 1946, original course for first Class radio telephone operators license in six weeks. Approved for veterans. Low-cost dormitory facilities at school. Reservation required. Send prepaid ad-dressable. Enrolling now for Jan. 8, April 2. For information, references and reservations write William B. Ogan, First Class Radio Phone Operator School, 50 Warner Avenue, Huntington Beach, California 92647.

radio—Help Wanted

MANAGEMENT

National Sales Opportunity

We produce and market imaginative radio station ID packaged and syndicated pro-grams to the finest radio networks. Call or write:

SPID PRODUCTIONS
3630 Cedar Springs Dallas, Texas 75219. Area Code 214-322-3400.

BUILD A FUTURE
IN CANADIAN SPORTS!

Moffatt Broadcasting Ltd. is offering for the exclusive radio broadcast of the five western sites in the world amateur professional football league, offers a bright future to a play-by-play pro. Your present market size isn’t important, as long as you have intensive play-by-play experience with the emphasis on football. The salary is negotiable. If selected, you will headquarter in a major western coast city and will handle all play-by-play broadcasts all over Canada. Send a complete resume of your broadcasting experience, including sports and non-sports activities, together with an air check tape of your play-by-play work (preferably football) to:

Moffatt Broadcasting Ltd.
P.O. Box 1140
Calgary 3, Alberta, Canada

New York City's 1st phone school for people who cannot afford to make the above. July 4th to 4th. 8¢ a day graduation class passed FCC 2nd class license. First Class 3 month. Usually programmed methods and earn while you learn. Job opportunities. Contact Elkins, 2608 Inwood Road, Dallas, Texas 75225. Training for Technicians, Commo-dors, and announcers.

Radio Engineering Incorporated Schools has the finest and fastest course available for the 1st class Telephone License (affamous 5 week course). Total tuition $5300. Campus School Jan. 6, Feb. 10, Mar. 17, Call or write the R.E.I. School nearest you for information.

R.E.I. Beautiful Sarasota, the home office, 1336 Main Street, Sarasota, Florida 33577. Call (813) 955-4922.

R.E.I. in Fosterville K. C. at 9123 Gillum Rd., Kansas City, Mo. 64109. Call (816) 1-5444.

R.E.I. In Delightful Glendale at 6152 E Colorado St., Glendale, California 91205. Call (213) 244-6177.

R.E.I. In historic Fredericburg at 609 Caroline St., Fredericksburg, Va. 22401. Call (703) 733-1441.

First phone quickly through tape recorded lessons at home plus one week personal instruction in Boston, Washington, D.C. Minneapolis, Los An-geles. Our 17th year teaching FCC license courses. Box Johnson Radio License Instruction 10600 Dur-man, Manhattan Beach, Calif. 90266. (213-375- 4468) or office (213) 568-3829. Phone instruction.

Why pay more? First phone license in four weeks $295.00 guaranteed results. First Class licenses at all R.E.I. Schools.


See your display ad under instruction on page 88.

Don Martin School of Radio TV 1658 North-wood, Hollywood, California 90028. HD 2-3281.

Announcers (cont’d)

Big market—Big salaries "Drake" Reeks needs Big Voice, strong on production. Big Opportu-nity for a star at a star price! First ticket desired. No necessary, no maintenance. Rush aircheck & resume (no ads, please) to:

Steve Scott—Program Director
KELF Radio, Box 3903
St. Louis, Mo. 63186.

Disc Jockey

who can follow a format for dominant station in major California market. Must have 1st Class ticket. Send tape and resume.

Box M-166, Broadcasting.

Program, Production, Others

MEDIA PLANNER/BUYER

Broadcast or print background. Send resume to: A. Powell, Doyle Dane Bern-bach, Inc., 20 West 43rd Street, New York, New York 10036.

We’re as equal opportunity employer.

TELEVISION—Help Wanted

CATV OPENINGS

Expanding CATV company needs System Manager (salary of $13,000,000). Chief Technician (salary of $12,000,000). Operations Manager (salary of $14,000,000). Contact Ron Curtis, Management Consultant, to arrange a personal interview. Phone 321-337-5318.

Nationwide Management Consultants
645 N. Michigan Avenue
Chicago, Illinois 60611
312-337-5318

BROADCASTING, Dec. 16, 1968

87
TELEVISION—Help Wanted

NEWS

NEWS DIRECTOR

News-oriented TV A.M.-F.M. operation in top 50 market is looking for the exceptional man to lead in the creation of an outstanding news department.

The qualities required go well beyond usual journalistic administrative abilities. To qualify, this man must have proven ability to direct a broadcast news service recognized for local relevance, identified with aggressive community involvement; he must have demonstrated a sense of presentation that produces news and documentary production packaged for audience impact as well as substance, utilizing the full dynamic capabilities of the broadcast media.

Our staff knows about this. If you qualify we would like to hear from you. Send comprehensive resume to:

Box M-147, Broadcasting.

NEWSREEL CAMERAMAN

Top ten market VHF needs experienced, creative news cameraman. Will become part of large and growing staff. Emphasis is on quality and new ideas. Top pay and excellent benefits. Send reel, resume, and photo to:

Box M-173, Broadcasting.

TV Meteorologist

Experienced television meteorologist needed immediately to work in New York's most complete weather department. Contact: Gordon Barnes, Chief Meteorologist.

WCBS-TV
518 West 57th Street,
New York City
212-765-4321 Ext. 5681

MISCELLANEOUS—(Cont’d)

FOUR GAME BOWL PACKAGE

Dec. 25 NORTH-SOUTH SHRINE GAME—Miami, Fla. exclusive national radio rights


Jan. 4 AMERICAN BOWL—Tampa, Florida exclusive national radio rights

Jan. 11 SENIOR BOWL GAME—Mobile, Ala. excluding states of Fla., Ga., Ala., Miss., Tenn.

ALL GAMES AVAILABLE FOR COMPLETE LOCAL SALE

Station May also Buy Games on an Individual Basis

call RAY BLOMQUIST

Empire Sports Productions
Keeseeville, N.Y.
518-834-9805

BROADCASTING

BUSINESS OPPORTUNITY

GOLDEN STATE GROUPS

Two north California multi-weekly chains. Offset, profitable. Growth markets. Priced at $1 and $1.5 million. Terms. Write fully to:

J. N. WELLS & COMPANY
543 W. Roosevelt Rd., Wheaton, Ill.

WANTED TO BUY—Station

WILL BUY FM

Deal direct with principal of small group. Send full details.

Box M-172, Broadcasting.

FOR SALE—Stations

FOUR GAME BOWL PACKAGE

Dec. 25 NORTH-SOUTH SHRINE GAME—Miami, Fla. exclusive national radio rights


Jan. 4 AMERICAN BOWL—Tampa, Florida exclusive national radio rights

Jan. 11 SENIOR BOWL GAME—Mobile, Ala. excluding states of Fla., Ga., Ala., Miss., Tenn.

ALL GAMES AVAILABLE FOR COMPLETE LOCAL SALE

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Two north California multi-weekly chains. Offset, profitable. Growth markets. Priced at $1 and $1.5 million. Terms. Write fully to:

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WANTED TO BUY—Station

WILL BUY FM

Deal direct with principal of small group. Send full details.

Box M-172, Broadcasting.

FOR SALE—Stations

INSTRUCTIONS

Obtain YOUR FCC 1ST CLASS LICENSE IN 6 WEEKS at the

DON MARTIN SCHOOL OF RADIO & TV
(America's Foremost School of Broadcasting) est. 1937

* Individualized Instruction
* Most Comprehensive Methods
* Utilization of Visual Aids
* HIGHLY QUALIFIED INSTRUCTORS
* LOW COST UNTIL COMPLETION
* RESPONSIBLE ACCOMMODATION NEARBY

Next Class Scheduled to Start January 6th

Register Now—Classes Limited
For additional information call or write:

DON MARTIN SCHOOL
OF RADIO & TELEVISION ARTS & SCIENCES
163 N. Cherokee
Hollywood, Calif. 90028

FOR SALE—Stations

CONFIDENTIAL LISTINGS

RADIO—TV—CATV
N.E. — S.E. — S.W. — N.W.

G. BENNETT LARSON, Inc.
R.C.A. Building, 6363 Sunset Blvd. Suite 701
Hollywood, California 90028 — 713/469-1171

BROKERS-CONSULTANTS

CONFIDENTIAL LISTINGS

RADIO—TV—CATV
N.E. — S.E. — S.W. — N.W.

G. BENNETT LARSON, Inc.
R.C.A. Building, 6363 Sunset Blvd. Suite 701
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R.C.A. Building, 6363 Sunset Blvd. Suite 701
Hollywood, California 90028 — 713/469-1171

BROKERS-CONSULTANTS

MOUNTAIN STATES

Low down cash deals in the high country! Two available now—another in early '68. MOUNTAIN STATES BROADCAST PROPERTIES, INC.

Box 99 Broomfield, Colorado 80020
303-466-3851

Ga. small daytime $90 29% M.W. small daytime $25M Cash
Ky. small daytime $70 20% Fl. small fulltime 1000 29%
West met. daytime $70 29% Calif. med. daytime 170 29%
East suburban daytime $600M Terms Coastal met. daytime 225 Terms
East major profitable $800M Terms Ariz. met. daytime 360G SOLD

CHAPMAN ASSOCIATES

2045 Peachtree Road
Atlanta, Ga. 30309

BROADCASTING, Dec. 16, 1968
There may be over 600,000 words in the English language and the average educated adult may use 2,000 of them a day. But at this time of year it takes just two words to communicate. *Merry Christmas*
Community-antenna activities

The following are activities in community-antenna television reported to broadcasting, through Dec. 11. Reports include applications or approvals to install and operate CATV grants of CATV franchises and sales of existing franchises.

Franchise grants shown in italics.

- **Colusa, Calif.**—Grovile Communications Co., Grovile, Calif. (multiple CATV owner), has applied for a franchise. City would receive $2,000 yearly or 5% gross annual revenues.

- **San Pablo, Calif.**—Vumore Cablevision Inc., San Leandro, Calif., has been granted a 50-year franchise.

- **Port Collins, Colo.**—Port Collins Video, a subsidiary of Mountain States Video Inc., Denver, Colo., has been granted a franchise.

- **Lantana, Fla.**—Teleprompter Corp., New York (multiple CATV owner), has been granted a 30-year franchise.

- **Gilman, Ill.**—Cass Cable Inc., Boardstown, Ill., has applied for a franchise.

- **Wallace, Ind.**—Valley Cablevision Corp., South Webster, Ind., has been granted a franchise.

- **Lowell, Mass.**—Synergists Inc., Watham, Mass., has applied for a 10-year franchise. Present franchise holder is Lowell Cablevision.

- **Dowellag, Mich.**—Twin Valley Cable TV, Hillsdale, Mich., has applied for a franchise.

- **Pascagoula, Miss.**—Miss.-Clear Vision CATV

- **Services Inc.**—Meridian, Miss. (multiple CATV owner), in Meridian, Miss. (multiple CATV owner), has applied for a franchise. City would receive 5% gross annual revenues from Clear Vision.

- **Jefferson County, Ohio**—Butler, Pa. (multiple CATV owner), has applied for a franchise.

- **Portland, Tex.**—Castel Corp., Corpus Christi, Tex., and Gulf Coast Communications, Houston, Tex., have each applied for a franchise.


- **Edgerton, Wis.**—Viking Media Corp., Stoughton, Wis., has applied for a franchise. City would receive 2% gross annual revenue. City would receive $15 and $5, respectively, for monthly fees.

- **Wright, Ohio**—Warren Cablevision, Warren, Ohio, has applied for a franchise. City would receive 5% gross annual revenue.

- **Rutland, Vt.**—Edward Simpson Corp., Rutland, Vt., has applied for a franchise. City would receive 2% gross annual revenue.

- **Roxbury, Vt.**—Vermont Cablevision, Rutland, Vt., has applied for a franchise. City would receive 2% gross annual revenue.

- **Manchester, N.H.**—Vermont Cablevision, Rutland, Vt., has applied for a franchise. City would receive 2% gross annual revenue.
A devotion to excellence in advertising

supervisor of that account in 1955, and in that position worked as a partner with the client in its first diversification effort—RCA Insecticide. This was in on the development from the beginning, and helped select the name and package design of the product, in addition to planning the advertising.

When he was chosen to head the new Detroit office in 1956, Mr. Winston became involved with the ill-fated Edsel. What went wrong? "Hindsight is easy," he replied. "Between its planning and introduction, the economy changed drastically and the compact car became popular." At the time, though, no one expected a failure. "The idea," Mr. Winston commented, "was to get another medium-priced Ford entry in the market. We thought it would be a great success."


In 1959 he was named general manager of the Chicago office, a position he held until elected president last year.

Mr. Winston got his job with Foote, Cone, it is said, with the help of a good impression he made on Fairfax Cone's secretary. The woman suggested to her boss that Charles Winston would be a valuable addition to the company, and, at Mr. Cone's urging, the personnel department interviewed the applicant and hired him that same day.

His fascination "with the idea of being part of selling products" began while he was studying psychology at Princeton University. He got a favorable glimpse of the advertising world through his basketball-playing friendship with the Hobler brothers, sons of Atherton Hobler, then president of Benton & Bowles. Mr. Hobler treated his sons' college friend to dinner and shows in New York several times, so Charles Winston decided this must be "a pretty good business."

"Mr. Hobler never offered me a job," he added, "but then I never asked him."

In Chicago, Mr. Winston was president of the Infant Welfare Society, a past president of the Research Foundation for Tuberculosis, and a member of the Chicago Council of Boy Scouts. These services, he feels, are a way of "putting something back into the community where you take so much out." He expects he probably will join similar organizations in New York.

In the advertising field, he is a former central regional chairman of the American Association of Advertising Agencies, but he is devoted to service in advertising in more ways than this one office suggests.

In a speech before the Chicago Advertising Club early this year, Mr. Winston lauded the agencies and individuals involved in various civic projects, and praised the founders of the agency business in Chicago for setting principles and good business ethics for others to follow. "[W]e should dedicate ourselves to the proposition of passing along to the next group as fine an agency (even finer, if possible) as we have inherited."

This inheritance has come from his own boss, Fairfax Cone, among others.

His admiration for Mr. Cone has not dimmed in their 22-year association, and he includes five other "hard-working, creative advertising men" at the top of his list of respect: Leo Burnett (Leo Burnett Co.), David Ogilvy (Ogilvy & Mather), Rosser Reeves (formerly of Ogilvy & Mather), Bill Bernbach (Doyle Dane Bernbach) and Charles Brower (BBDO).

If the criterion for such a list is "hardworking and creative," Charles Winston may well be on someone else's list.
This is progress?
The nicest thing to be said about the report of the President’s Task Force on Communications Policy is that it has been prepared by administrators and submitted to a President who is leaving office. If this report were to become a program for action, broadcasters would be well advised to turn in their licenses and go into more stable enterprises, shooting craps with house dice on the Hong Kong waterfront, for example.

The report airily dismisses the present television broadcast service with the observation that existing federal regulatory policy has failed in its goal of “diversifying the content of television programing.” With that as its basic premise, the report charts a course for government-sponsored television systems and for corruption of the private system into a propaganda agency. If that analysis sounds extreme, consider these explicit recommendations.

A super-authority over telecommunications would be created in the executive branch. This authority would not only have the power to make all spectrum allocations (with FCC advice in the case of television) but also the power to shape the content of the service thus accommodated.

Among its many missions the telecommunications authority (which is given no name in the report) would be charged with coordinating “the variety of executive and legislative policies and interests” involved in broadcasting. And what does that mean? An explanation appears elsewhere in this remarkable document: “... broadcasting offers significant potential as a support to a variety of governmental missions such as health, education, improvement of race relations and elimination of unemployment. Its value in this regard depends largely on the conduct of FCC licensees, who provide broadcasting service. The agencies responsible for missions of the sort listed above have a legitimate interest, therefore, in the conduct and programing practices of broadcast licensees and in proceedings for the grant and renewal of licenses.”

Nor would it satisfy the writers of this report if the private broadcast schedules were turned over to government use. Beyond that they see a need for government-financed television systems. They specifically recommend two pilot projects, low-power, multi-channel UHF broadcast clusters in the Watts district of Los Angeles and the sparsely settled Navajo reservation of Northern Arizona. These would be programmed by the Corp. for Public Broadcasting, and if the experiments were successful, more of the same would be introduced.

Nor would that be the size of it. “The need and opportunities for service by the Corp. for Public Broadcasting will be greatly expanded,” says the report, “if cable-television development multiplies the number of channels.” More important still are the governmental uses, on both the federal and local level, which will be made possible with an expanded multi-channel capability.

In these references to government intrusion into television programing may be seen the central defect of the taskforce report. What is envisioned is a television system containing a vastly expanded array of cable as well as, in the words of the report “a realistic minimum level of over-the-air-service”—all loaded with government programing.

It is, in short, a plan for the destruction of what is now the world’s biggest, most productive and most watched television system.

Pressure on the press
Newspaper owners of broadcast stations have special reason to worry these days. Although there has been no adjudication of the “concentration” question, the Department of Justice’s antitrust division has won by default in the only two cases in which it has challenged newspaper ownership of television stations.

Neither the ownership of KFDM-TV Beaumont, Tex., nor of WREX-TV Rockford, Ill., can be faulted for their separate actions in refusing to become guinea pigs by contesting threatened antitrust suits. The stations involved have since been sold (subject to FCC approval) to other entities based in other markets and therefore outside the Justice Department’s definition of “concentration” (Broadcasting, Dec. 9, 1968).

There are nearly 300 stations—TV and radio—identified with newspapers and other publications. Of these, nearly 100 are in television. The trend in station population is decidedly up; the reverse is true for newspapers.

Many newspapers in major markets would have been in dire straits if they hadn’t had radio, and later television, stations to tide them over periodic depressions and strikes. And there were quite a few newspapers without broadcast holdings that simply folded during those depressed times.

Absent some change in the antitrust-policy when the Nixon team is fielded next month, the newspaper ownership issue must be litigated. The broader, all-encompassing question of the “one-to-a-customer” FCC rulemaking, which provoked revival of the newspaper-ownership issue, hasn’t matured and is still in the “proposed” status where hopefully it will remain or be dropped.

Enlightened newspapers long ago separated their journalistic and advertising functions. The combination rates are properly a relic of the past.

What basically is involved in the whole question of multiple ownership or newspaper ownership is the right of an entrepreneur to advance in his chosen field and take the risks involved. There were risks in radio and television every inch of the way in the early going. There still are in “over-populated” or smaller markets in both radio and television.

“Talk about temperamental performers—He wants one more ‘ho’!”

Drawn for Broadcasting by Sidney Harris

92 BROADCASTING, Dec. 16, 1968
We Hunt for the best... you should, too.

We look at hundreds of plump television programs, then pick the ones that are firm and vine-ripened. We simmer down as many as a hundred pounds of these beauties to select a single half-hour of thick, rich-tasting television. It may take us a little longer to hunt for the best, but that's what makes KPRC Television KPRC TV.
He is learning to read from a computer. Someday a single computer will give individual instruction to scores of students—in a dozen subjects at the same time.

The computer will very probably revolutionize teaching—and learning—with a decade. It is already happening in its early stages.

Computerized instruction can practically (and pleasurably) allow each student to learn more, faster, but always at his own pace. Individualized instruction, the ultimate dream of effective education, is well within the range of possibility. And, by spurring students to think experimentally, computers may eventually spark imaginative, independent thinking.

Computerized education will require huge tonnages of steel. In addition to computers themselves, this method of education will necessitate construction of new buildings, special communication systems, new steel furniture, movable interior steel walls and partitions. Required will be improved sheet and bar steels, and untold miles of highly dependable steel pipe and tubing.

Republic Steel has anticipated the steel needs of the future. New mills, new processes, and intensified research and development will assure that the new, weight-saving, more durable steels will be ready when needed.

At this moment, the long reach of steel from Republic is probing into every area where man's imagination needs it—from schoolroom to satellite, from the heartbeat of man to the drumbeat of defense. Republic Steel Corporation, Cleveland, Ohio 44101.

You Can Take the Pulse of Progress at REPUBLIC STEEL CLEVELAND O HIO 44101